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Question Bank (Unit-wise and Section-wise)

Export Import Management – Logistics Elective Paper

UNIT I – Export & Import: Introduction, Framework, MNCs, International Business Scenario

PART A – 1 Mark Questions (30 Questions)

1. Define Export.
2. Define Import.
3. What is foreign trade?
4. State one objective of export trade.
5. What is a Multinational Corporation (MNC)?
6. Expand WTO.
7. What is Balance of Trade?
8. What is Balance of Payments?
9. Define International Business.
10. What is globalization?
11. What is tariff?
12. What is non-tariff barrier?
13. Expand EXIM.
14. What is foreign exchange?
15. What do you mean by trade liberalization?
16. What is a trading bloc?
17. Give one example of an MNC.
18. What is a joint venture?
19. What is FDI?
20. What is export competitiveness?
21. What is the main function of DGFT?
22. Expand EPC.
23. What is a Letter of Intent?
24. What is international marketing?
25. What is an export license?
26. What is foreign trade policy?
27. Define comparative advantage.
28. What is a free trade zone?
29. Expand IMF.
30. Expand UNCTAD.

PART B – 5 MARK QUESTIONS (15 Questions)



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1. Explain the evolution of export and import trade in India.
2. Write a short note on the significance of export trade for economic development.
3. Describe the functions of DGFT.
4. Explain the structure and characteristics of Multinational Corporations.
5. State the differences between domestic trade and foreign trade.
6. Explain the institutional framework supporting India's foreign trade.
7. Write a note on India's position in global trade.
8. Explain the concept of globalization with examples.
9. Describe the role of WTO in international business.
10. Write a note on foreign trade policy (FTP).
11. List the advantages of international business expansion.
12. Explain the challenges faced by Indian exporters in international markets.
13. Discuss the impact of trade blocs on world trade.
14. Explain the concept of trade barriers with examples.
15. Describe the types of MNC structures.

PART C – 10 MARK QUESTIONS (10 Questions)

1. Critically evaluate the evolution of India's export-import sector and its role in national economic growth.
2. Discuss the foreign trade institutional framework in India with a detailed explanation of the roles of DGFT, ECGC, EXIM Bank, and EPCs.
3. Explain in detail the structure, strategy, and global impact of Multinational Corporations (MNCs).
4. Analyze the international business scenario in the context of globalization, trade blocs, and changing geopolitical dynamics.
5. Elaborate on the challenges and opportunities for India in international trade.
6. Discuss the components of Balance of Payments and their influence on international business decisions.
7. Examine how WTO agreements influence India's exports and imports.
8. Explain comparative advantage and competitive advantage in international business with real examples.
9. Analyze India's integration with global value chains (GVCs).
10. Explain the role of technology in transforming international business strategies.

UNIT II – Documentation, Export Marketing, Risk Management, Incentives

PART A – 1 MARK QUESTIONS (30 Questions)

1. What is an invoice?
2. What is a Bill of Lading?



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3. Expand IEC.
4. What is an export order?
5. What is a packing list?
6. Expand ECGC.
7. What is a certificate of origin?
8. What is a marine insurance policy?
9. Define export marketing.
10. What is pre-shipment finance?
11. Expand MEIS.
12. Expand RoDTEP.
13. What is a shipping bill?
14. What is risk in export business?
15. What is FOB?
16. What is CIF?
17. What is export promotion?
18. What is export consignment?
19. Expand CHA.
20. What is import license?
21. Expand EPCG.
22. What is LC?
23. What is a mate's receipt?
24. What is transshipment?
25. What is a quality certificate?
26. What is export contract?
27. Expand DGFT.
28. What is a letter of credit?
29. Expand FAS.
30. What is a proforma invoice?

PART B – 5 MARK QUESTIONS (15 Questions)

1. Explain the types of export documents.
2. Write short notes on commercial documents used in export.
3. Discuss the steps involved in export procedure.
4. Explain the importance of export marketing.
5. Describe country risk, commercial risk, and currency risk.
6. Explain the role of ECGC.
7. Write a short note on RoDTEP Scheme.
8. Explain the role of EPCs in export promotion.
9. Discuss the pre-shipment and post-shipment finance.
10. Explain the structure of an export contract.
11. Explain the steps in product selection for export.
12. Write a note on pricing strategies for export.



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13. Explain export incentives available to Indian exporters.
14. Discuss packaging and labeling requirements in exports.
15. Explain INCOTERMS (any 5).

PART C – 10 MARK QUESTIONS (10 Questions)

1. Explain the complete export documentation process with specimen formats and uses.
2. Discuss the export cycle in detail starting from inquiry to realization of payment.
3. Analyze export marketing strategies in international business.
4. Explain in detail the types of risks in export and import business and methods of mitigating them.
5. Evaluate India's export incentive mechanisms (MEIS, RoDTEP, SEZ benefits).
6. Explain the role of DGFT and EPCs in promoting exports with recent policy examples.
7. Discuss the pricing strategies adopted by exporters and the factors influencing export pricing.
8. Explain the market entry strategies for international markets.
9. Examine the challenges in export documentation and suggest improvements through digitalization.
10. Describe the steps for an export start-up and the support schemes available in India.

UNIT III – Logistics & Characteristics of Modes of Transportation, Shipping, Containerization, Leasing

PART A – 1 MARK QUESTIONS (30 Questions)

1. Define logistics.
2. What is transportation?
3. Name any one mode of transportation.
4. What is multimodal transport?
5. Expand IATA.
6. What is containerization?
7. Expand TEU.
8. What is a dry container?
9. What is a reefer container?
10. Define shipping.
11. What is a bill of lading?
12. Expand FIATA.
13. What is a freight forwarder?
14. What is cabotage?



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15. What is air waybill?
16. Expand BAF.
17. What is a shipping alliance?
18. Define chartering.
19. Expand LCL.
20. Expand FCL.
21. What is deadweight tonnage (DWT)?
22. What is break-bulk cargo?
23. What is liner shipping?
24. Define tramp shipping.
25. Expand ICD.
26. What is a bonded warehouse?
27. What is a logistics cost?
28. What is container leasing?
29. Expand SCM.
30. What is ocean freight?

PART B – 5 MARK QUESTIONS (15 Questions)

1. Explain the characteristics of air transport.
2. Compare road transport and rail transport in international logistics.
3. Explain the advantages of multimodal transportation.
4. Write a short note on the shipping industry structure.
5. Explain the importance of containerization in international trade.
6. Discuss the types of containers used in shipping.
7. Explain the functions of a freight forwarder.
8. Describe the process of container leasing.
9. Write a short note on ICDs and CFS.
10. Explain the role of ports in global logistics.
11. Discuss the concept of LCL vs FCL shipments.
12. Explain the importance of packaging in logistics.
13. Discuss the challenges faced by India's logistics sector.
14. Explain the role of logistics in supply chain management.
15. Describe the advantages and disadvantages of sea transport.

PART C – 10 MARK QUESTIONS (10 Questions)

1. Explain the characteristics, advantages, and disadvantages of different modes of transport (road, rail, sea, air, pipelines).
2. Discuss the evolution of the world shipping industry and its impact on global trade.
3. Analyze the containerization revolution and its effect on logistics efficiency.
4. Explain container leasing practices and their benefits for exporters.



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5. Evaluate the logistics infrastructure in India and suggest improvements.
6. Discuss the major issues in global transportation management.
7. Explain the functioning of shipping companies, freight forwarders, NVOCCs, and port authorities.
8. Analyze the role of technology and digital platforms in modern logistics.
9. Explain the operation of multimodal transport systems with examples.
10. Discuss challenges in world shipping such as congestion, fuel surcharges, and capacity shortages.

UNIT IV – Export Procedures, Customs, Payment Methods, INCOTERMS, Financing

PART A – 1 MARK QUESTIONS (30 Questions)

1. What is customs clearance?
2. What is a shipping bill?
3. What is an import general manifest (IGM)?
4. Expand EDI.
5. What is a letter of credit?
6. Expand SWIFT.
7. What is FOB?
8. What is CIF?
9. Give any one INCOTERM used in export.
10. What is pre-shipment finance?
11. What is post-shipment finance?
12. What is a bank guarantee?
13. Define remittance.
14. Expand CAD.
15. What is a mate's receipt?
16. What is a customs broker (CHA)?
17. Define tariff.
18. What is Bill of Entry?
19. Expand AD Code.
20. What is open account payment?
21. What is collection basis?
22. What is documentary credit?
23. What is an airway bill?
24. Expand EXIM Bank.
25. What is BoE?
26. What is customs duty?
27. What is RoDTEP?



- 28. Expand FAS.
- 29. Expand CFR.
- 30. What is wire transfer?

PART B – 5 MARK QUESTIONS (15 Questions)

- 1. Explain the steps involved in customs clearance of export cargo.
- 2. Write a short note on import clearance procedures.
- 3. Compare LC and CAD as payment methods in export.
- 4. Write a note on pre-shipment finance.
- 5. Explain post-shipment finance.
- 6. Describe the basic rules of INCOTERMS 2020.
- 7. Write short notes on FOB, CIF, and CFR.
- 8. Explain the types of letters of credit.
- 9. Discuss the role of EXIM Bank.
- 10. Explain the functions of authorized dealers in foreign exchange.
- 11. Explain documentation required for export customs.
- 12. Discuss risk factors in international payment.
- 13. Explain the purpose of the shipping bill and bill of entry.
- 14. Compare air cargo vs sea cargo customs processes.
- 15. Write a short note on foreign exchange regulations applicable to exporters.

PART C – 10 MARK QUESTIONS (10 Questions)

- 1. Explain export and import customs clearance procedures in detail.
 - 2. Discuss the methods and instruments of payment in international trade with advantages and disadvantages.
 - 3. Explain INCOTERMS 2020 in detail with examples.
 - 4. Examine the major export financing mechanisms available to Indian exporters.
 - 5. Analyze the steps involved in booking cargo, documentation, customs, and loading.
 - 6. Explain the role of banks in export finance, foreign exchange management, and risk mitigation.
 - 7. Discuss the challenges in customs clearance and suggest digital solutions.
 - 8. Write a detailed note on LC procedures and discrepancies.
 - 9. Examine India's foreign exchange regulations and their impact on exporters.
 - 10. Explain the pricing strategies for exporters considering INCOTERMS and global competition.
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UNIT V – IT in International Business and Regional Export–Import Practices

PART A – 1 MARK QUESTIONS (30 Questions)

1. Expand EDI.
2. What is e-commerce?
3. What is a digital certificate?
4. What is blockchain?
5. Expand RFID.
6. What is ERP?
7. Expand ASEAN.
8. What is Eurozone?
9. What is GCC?
10. Expand APEC.
11. What is an online marketplace?
12. Expand CRM.
13. What is cybersecurity?
14. What is cross-border payment?
15. What is digital documentation?
16. Expand FTA.
17. Expand SAP.
18. What is ETD?
19. Expand NAFTA/USMCA.
20. What is a trade portal?
21. Expand ECEurope.
22. What is trade facilitation?
23. What is e-SANC?
24. What is digital signature?
25. Expand SCM software.
26. What is RFID tracking?
27. Expand CPTPP.
28. What is EU?
29. What is export to Africa mainly dependent on?
30. What is the main export to Middle East countries from India?

PART B – 5 MARK QUESTIONS (15 Questions)

1. Explain the role of IT in international business.



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2. Write a note on digital documentation in exports.
3. Discuss the role of EDI in customs processes.
4. Explain e-commerce opportunities for exporters.
5. Give an overview of India's trade with Europe.
6. Explain India–Africa export relations.
7. Discuss India's trade patterns with the Middle East.
8. Write a note on India–ASEAN trade.
9. Write short notes on India–China trade.
10. Explain major exports to Australia and New Zealand.
11. Discuss the benefits of trade portals for exporters.
12. Explain the relevance of big data in international business.
13. Discuss cybersecurity risk in cross-border trade.
14. Explain digital marketing strategies for exporters.
15. Compare India's trade with China and Japan.

PART C – 10 MARK QUESTIONS (10 Questions)

1. Explain in detail the role of IT systems in export–import business (ERP, EDI, CRM, SCM).
2. Discuss India's trade relations with Europe, Africa, Middle East, and ASEAN with product profiles.
3. Analyze the impact of digital transformation on international logistics and documentation.
4. Explain how e-commerce companies leverage global supply chains with examples.
5. Evaluate India's bilateral trade relations with Australia, New Zealand, China, and Japan.
6. Explain cybersecurity threats and safeguards in international business.
7. Discuss how technologies like blockchain, AI, IoT, and big data are transforming EXIM operations.
8. Explain the role of government IT platforms such as DGFT portal, ICEGATE, and GST in export–import trade.
9. Analyze global value chain integration and India's role in it.
- 10.** Discuss the opportunities and challenges for India in emerging digital trade ecosystems.