No. of Printed Pages : 3 **BERE–142**

B. A. (VOCATIONAL STUDIES)
MICRO, SMALL AND MEDIUM ENTERPRISES
(BAVMSME)

Term-End Examination

December, 2025

BERE-142 : DOCUMENTATION FOR MSME'S

Time : 3 Hours *Maximum Marks : 100*

Note : *(i) Attempt any* ***five*** *questions.*

(ii) All questions carry equal marks.

1. What is an MSME ? Who can apply for MSME registration in India ? What documents are required by the manufacturing and service sectors for registering as an MSME ? 20

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2. Discuss the role of the following MSME industries in promoting rural entrepreneurship and regional development with the help of relevant case study/ example : 10+10
   (a) The Indian Handicraft and Handloom Industry
   (b) Micro-Food Processing Clusters
3. Discuss in detail the transfer related and investment related entry mode. 10+10
4. Discuss the role and importance of trade documents in International Business. 20
5. Explain the various schemes and financial services offered by ECGC to mitigate the risks faced by Indian exporters. Provide examples of how these schemes benefit exports. 20
6. What are the pros and cons for the following ? 10+10
   (a) Bills of collection for exporters and importers
   (b) Letter of credit for exporters and importers

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7. "Custom clearance is obligatory for all incoming and outgoing shipment." List and describe the export documents which are required for custom clearance. 20

8. Write short notes on any *two* of the following : 10+10

   (a) SWOT Analysis

   (b) ETOP Analysis

   (c) Do's and don'ts of INCOTERMS 2020

   (d) Airway Bill

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