

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

**Term-End Examination  
June, 2026**

**BERE-142 : DOCUMENTATION FOR MSMEs**

*Time : 3 Hours*

*Maximum Marks : 100*

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

(ii) All questions carry equal marks.

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1. “The MSMEs play an indispensable role in India’s economic growth and development.”  
Why is it important to continue for supporting and strengthening this sector ?  
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  2. Discuss the importance of compliance in the growth of micro, small and medium-sized enterprises.  
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3. Discuss in detail the Investment related and Trade related Entry modes. 10+10
4. What are the challenges faced by MSMEs in adhering to export documentation and procedures ? Suggest solutions and also the institutional support available to address these challenges. 20
5. (a) What do you mean by International Payment ? 5  
(b) Explain any *two* types of International Payment. 15
6. What is Bill of Lading ? Explain its types. 20
7. (a) Identify and explain the key documents needed for MSMEs to claim government benefits related to exports. Discuss the role of each document. 10  
(b) Discuss the various documents required by banks to facilitate payment of exports transactions. 10

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

- (a) Factors influencing entry modes
- (b) PESTEL Analysis
- (c) Export promotion and branding benefits for MSME
- (d) International Contracts

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