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## University of Petroleum & Energy Studies

College of Management & Economics Studies

Kandoli Campus, Dehradun

End-Semester Examination – May, 2017

Programme Name: MBA (ET )

Semester II

Subject: Trade Procedures & Documentation

M.Marks: 100

Subject code: MBCG 745

Duration: 3 Hrs

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### Section 'A' (30 Marks)

**All questions in this section are compulsory. Each question carries 2 marks.**

1. A Bill of Export is issued by.....? (Customs/DGFT/Buyer/Seller)
2. Sea freight charges are borne by ..... in case of FCA contract. (CHA/DGFT/Buyer/Seller)
3. The document used for calculation of Freight is called..... (Invoice/Softex/LEO/Packing List).
4. House Airway Bill is issued by..... (Airlines/Customs/Buyer/Seller/Freight Forwarder/DGFT).
5. Negotiation of Documents means .....?
6. A Packing List does not contain..... (name of Buyer/consignee/volume and weight of boxes/ rate)
7. The document LEO (Let Export Order) is also known as .....?(Bill of Lading/Shipping Bill/BoE)
8. Incase of Imports, which document arrives first, a Bill of Lading or a Bill of Entry?
9. Registration certificate from an Export Promotion Council is called..... (PAN/ IEC/ RCMC/ ECGC).
10. Sales Tax is exempted on purchase of raw material meant for Export by submitting..... (PAN/Invoice/ST49).
11. Customs Duty is exempted on imports if unit is in SEZ. (True/false).
12. "Pre-shipment Credit" is also called..... (Packing credit/exporters credit/ EEFC/Lc).
13. How is a "Trader" different from "Manufacturer-Exporter"?
14. A "Stale Bill of Lading" means?
15. "Validity of Offer" is an important element of ..... (Contract/Quotation/Invoice).

**Section B (40 marks)**

**Attempt any 4 questions. Each question carries 10 marks.**

1. Though the names of some documents sound similar yet their purpose and usage may be entirely different. Some of these similar sounding documents are “Bill of Lading”, “Shipping Bill” and a “Bill of Entry”? What purposes do these documents serve, who issues them and to whom?
2. It is not necessary that a Buyer of goods and services is also the consumer. Similarly a carrier of goods may not be the seller. Differentiate amongst Buyer, Consignee, Seller, Consignor, Notify Party, Shipper with the help of an example.
3. Differentiate between Bill of Entry for Home Consumption and Bill of Entry for Warehousing/ Ex-bond Clearance. In case of Bill of Entry for Ex-Bond clearance, which rate of Customs duty (as on date of arrival of goods or date of ex-bond clearance?) and Forex conversion rate will be applicable? Give details of the provisions in CBEC Customs manual.
4. How is a Quotation different from a Contract? Explain the importance of both these documents and detail the contents of a Contract or Quotation.
5. The Government expects that whatever is exported from our country should bring in the price of that product and this should be the responsibility of the exporter. Explain the purpose and sanctity of SDF and GR forms in Exports.

**Section D (30 Marks)**

A business transaction involves various steps like shipment, packaging, inspection, quotation, L/c, LOI, sampling, contract, customs clearance, enquiry, selection of product and market, production, booking space, logistics, packing credit, negotiation of documents, etc., which usually follow a sequence of occurrence. Arrange these steps in proper sequence and explain each step in detail.