Name:						
Enrolm	nent No:	UPES				
	UNIVERSITY OF PETROLE	IIM AND ENERGY STUDIES				
	End Semester Examin					
Course		Semester	r: III			
	mme: BBA (Foreign Trade)		Code: INTB	2003		
Time:	3 hrs. ctions: This question paper has 3 pages.Instruc		arks: 100			
1115t1 ut	cuons. This question paper has 5 pages.instruc	tuons. This question paper has 5 p.	ages.			
SECTION A (30 Marks) Instructions: All questions in this section are compulsory. Each question carries 2 marks.						
S. No.	QUESTION	· ·	Marks	CO		
Q 1	A Bill of Export is issued by?		(2)	CO1,		
Q 2	The document used for calculation of Freight is calle	d (Invoice/Softey/LEO/Packing List)		CO2 CO1,		
Q 2	The document used for calculation of freight is calle		(2)	CO1, CO2		
Q 3	HAWB is issued by (Airlines/Customs/Buye	er/Seller/Freight Forwarder/DGFT).	(2)	CO1,		
0.1			(2)	CO2		
Q 4	What all is wrong in this quotation (INCOTERMS) fo	r export of Iron Ore from India? Buyer is		001		
	in Australia.		(2)	CO1, CO2		
	"\$ 85/- per barrel CIF (JNPT, Mumb	ai, India)"		02		
Q 5	The document LEO (Let Export Order) is also known	as?		CO1,		
			(2)	CO2		
Q 6	An L/C is issued by a bank at the time of/after	(Shipment of goods/signing		CO1,		
	contract/receiving payment).		(2)	CO2		
Q 7	Who pays import duty in DDP terms of contract? (In	nporter/Exporter)	(2)	CO1,		
			(2)	CO2		
Q 8	An EPCG Licence is issued by DGFT for duty free imp	port of goods.	(2)	CO1, CO2		
Q 9	Incase of Exports, which document is issued first, a	Bill of Lading or a Shipping Bill?		CO1,		
			(2)	CO2		
Q 10	Which is the main document required to start Intern	national Business and who issues it?	(2)	CO1,		
Q 11	Full form of RCMC and who issues it?			CO2 CO1,		
Q 11			(2)	CO1, CO2		
Q 12	The document used for calculation of Customs Duty	is(Invoice/Softex/LEO/Packing List).	(2)	CO1,		
0.12	A senteine the alarge (0/alidity of Offer" (Co		(=)	CO2		
Q 13	A contains the clause "Validity of Offer" (Co		(2)	CO1, CO2		
Q 14	The main registration certificate issued by DGFT to start export-import business is					
	called? (2)		CO1, CO2			
0.15						
Q 15	India's FTP is formulated and regulated by?		(2)	CO1, CO2		

In	SECTION B (20 MARKS) structions: Attempt any 4 questions. Each question carries 5 marks.		
Q 1	How is a Contract different from a Quotation? Explain atleast 5 points of differentiation.	(5)	CO3
Q 2	Differentiate amongst a CONSIGNOR, CONSIGNEE, BUYER, SELLER and NOTIFY PARTY.	(5)	CO3
Q 3	When the US Dollar becomes stronger in terms of INR, some people are very happy while		
	some are doomed. Who are the ones happy and who are those unhappy? Explain with an example.		CO3
Q 4	What is EPCG scheme to incentivize exports from India? How is it different from Advance		
	Authorisation Scheme?	(5) CO3	
Q 5	Duty Drawback is an incentive given to exporters. How is it an incentive and how does it		
	work? Explain All industry drawback rate and Brand rate.	(5)	CO3
Ins	SECTION-C (30 MARKS) structions: Attempt any 2 questions. Each question carries 15 marks.	1	
Q 1	How would you differentiate between "Bill of Entry for Home Consumption" and "Bill of Entry for Warehousing"? Explain all implications of the latter document.	(15)	CO3, CO4
Q 2	What was the system of taxes and duties before introduction of GST? How is Excise Duty different from Customs Duty and VAT?		CO3, CO4
Q 3	Although there is always a legally secured contract between the buyer and seller, yet they additionally go for a Documentary Credit. What is this Documentary Credit? How does it ensure payments to the Seller and Goods to the Buyer? Explain the whole process of its issuance and its operation (both stages separately). How is it different from Bank Guarantee?	(15)	CO3, CO4
	SECTION-D (20 MARKS)		
Q	It is a saying that "No work is complete without Paperwork". Meaning thereby that documentation is one of the most important aspects of Business, especially that of International Business. Explain as to who issues , to whom issued , when issued and list out the many purposes of each of the following		
	documents.1. Shipping Bill2. Proforma Invoice3. Commercial Invoice4. GR/SDF Forms	(20)	CO4
	5. Bill of Lading		