



UNIVERSITY OF PETROLEUM AND ENERGY STUDIES
End Semester Examination, December 2021

Course: Trade Documentation
Programme: BBA (Foreign Trade)
Time: 3 hrs.

Semester: III
Course Code: INTB2003
Max. Marks: 100

SECTION A (20 Marks)

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

S. No.	QUESTION	Marks	CO
Q 1	Incoterms FOB, FAS, CFR and CIF are used ONLY for SHIPMENTS BY..... (Air / Sea/ Road / Rail)	(2)	CO1
Q 2	Incase of Exports, which document is issued first, a Bill of Lading or a Shipping Bill?	(2)	CO1
Q 3	The document used for calculation of Freight is called..... (Invoice/Softex/LEO/Packing List)	(2)	CO1
Q 4	“ House Bill of Lading” is issued by..... (Airlines/Customs/Buyer/Seller/Freight Forwarder/DGFT).	(2)	CO1
Q 5	The document LEO (Let Export Order) is also known as?	(2)	CO1
Q 6	A “Documentary Credit” is popularly known as?	(2)	CO1
Q 7	An L/C is issued by a bank at the time of/after..... (Shipment of goods/signing contract/receiving payment).	(2)	CO1
Q 8	What is the full form of RCMC and who issues this document?	(2)	CO1
Q 9	The main registration certificate issued by DGFT to start export-import business is called..... ?	(2)	CO1
Q 10	India’s Foreign Trade Policy is formulated and regulated by ?	(2)	CO1

SECTION B (20 MARKS)

Instructions: Attempt all 4 questions. Each question carries 5 marks.

Q 1	Differentiate between a House Bill of lading and Master Bill of Lading . Who issues these documents and to whom?	(5)	CO2
Q 2	How is a Bill of Export different from a Shipping Bill? Explain.	(5)	CO2
Q 3	Explain the process of finding out whether a product is Prohibited, Restricted or Feely importable. Mention just the STEPS with an example.	(5)	CO2

Q 4	Differentiate amongst a CONSIGNOR, CONSIGNEE, BUYER, SELLER and NOTIFY PARTY.	(5)	CO2
SECTION-C (30 MARKS) Instructions: Attempt all 3 questions. Question number 3 has internal choice. Each question is of 10 marks.			
Q 1	A valid Contract is one of the most important document in any business. What are the essentials of a valid contract without which the contract shall become VOID AB-INITIO ? Explain the sanctity of each.	(10)	CO4
Q 2	How would you differentiate between “Bill of Entry for Home Consumption” and “Bill of Entry for Warehousing”? Explain all implications of the latter document.	(10)	CO4
Q 3	Each clause in a Contract has its importance. The Penalty clause, Force Majeure clause, and Jurisdiction clause are some of the most important ones to take care of disputes that might arise during the execution of the contract. What are these clauses all about? Explain the meaning and importance of each. OR A Commercial Invoice, Proforma Invoice and Consular Invoice are 3 different documents serving different purposes in foreign trade. Explain the difference amongst these types of invoices.	(10)	CO4
SECTION-D (30 MARKS) Instructions: Attempt both the questions. Each question carries 15 marks.			
Q 1	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)	CO5
Q 2	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. <ol style="list-style-type: none"> 1. Shipping Bill 2. Airway Bill 3. Commercial Invoice 4. GR/SDF Forms 5. Bill of Entry 	(15)	CO5