



Name:

Enrolment No:

UNIVERSITY OF PETROLEUM AND ENERGY STUDIES
End Semester Examination, December 2022

Course: Trade Documentation

Program: BBA FT

Course Code: INTB 2003

Semester: III

Time: 03 hrs.

Max. Marks: 100

Instructions:

- *Your answers must be “brief & to the point”.*
- *You may use a calculator if required. Cellphones / Tablets / Laptops / Books / Notes etc. are NOT allowed.*

SECTION A
10Q x 2M = 20 Marks

S. No.		Marks	CO
Q 1.	What is ‘trade deficit?’	2	CO1
Q 2.	What is ‘favorable trade?’	2	CO1
Q 3.	Define ‘balanced trade.’	2	CO1
Q 4.	What is ‘tariff?’	2	CO1
Q 5.	What is ‘quota?’	2	CO1
Q 6.	To start an export business, what are the two preliminary steps?	2	CO1
Q 7.	What is ‘IEC?’	2	CO1
Q 8.	What is ‘RCMC?’	2	CO1
Q 9.	What is ‘PAN?’	2	CO1
Q 10.	What is an ‘AEPC approval?’	2	CO1

Please Turn Over

SECTION B
4Q x 5M = 20 Marks

Q 11.	Briefly discuss about the Aligned Documentation System (ADS). <i>Illustrate with an example related to international trade.</i>	5	CO2
Q 12.	Briefly discuss a few advantages and disadvantages of the ADS.	5	CO2
Q 13.	Briefly discuss what are the differences between the (a) Mate's Receipt, and the (b) Bill of Lading (B/L).	5	CO1
Q 14.	Why would a nation "dollarize"— i.e., adopt another country's currency instead of having its own? What are the advantages and disadvantages of "dollarization?"	5	CO3

SECTION C
3Q x 10M = 30 Marks

Q 15.	<u>COMPULSORY</u> <u>[2 marks each]</u> Is a "stronger" Dollar (\$) as compared to Rupee (₹) good for the Indian Economy? Discuss from the point of views (POVs) of the following stakeholders of international business: (1) An Indian firm exporting cinnamons to the USA. (2) A US firm exporting electric vehicles to India. (3) An Indian cricketer investing at the New York Stock Exchange. (4) An American professor investing at the Bombay Stock Exchange. (5) Shahrukh Khan & Kajol Devgan shooting & shopping in Texas.	10	CO3
Q 16.	<u>COMPULSORY</u> <u>[5 marks each]</u> Discuss the key characteristics of the Foreign Exchange Management Act (FEMA), 1999? Also, discuss how FEMA differs from its previous version of the Foreign Exchange Regulation Act (FERA) of 1973?	10	CO4
Q 17.	<u>ATTEMPT ANY ONE</u> 17.1. Discuss the major clauses (related to a 'contract') of the Foreign Trade Development & Regulation Act (FTDR), 1992. OR 17.2. Discuss the major clauses (related to a 'contract') of the Customs Act, 1962; and the Pre-Shipment Inspection & Quality Control Act, 1963.	10	CO4

Please Turn Over

SECTION D
2Q x 15M = 30 Marks

Q 18.	<p><u>COMPULSORY</u> [10 marks + 5 marks]</p> <p>Using a free-hand flow/process diagram, show what happens after a drawer issues the Bill of Exchange for an international cargo shipped from Brazil toward Belgium. <i>Discuss the role of all parties involved in this process.</i></p>	15	CO2
Q 19.	<p><u>ATTEMPT ANY ONE</u> [2 + 3 + 5 + 5 marks]</p> <p>19.1. Define ‘negotiation’ in the context of international trade. What are the major differences between (a) ‘distributive’ and (b) ‘integrative’ negotiation? Discuss FIVE (5) necessary steps of the trade negotiation. Prepare a general guideline for “The Art of Trade Negotiations for the Indian Exporters” on behalf of the Indian Council of Arbitration (ICA).</p> <p>OR</p> <p style="text-align: right;">[2 + 1 + 12 (3 marks each)]</p> <p>19.2. What are the INCOTERMS? Which organization publishes the INCOTERMS? Using free-hand flow-/process-diagram, illustrate the following INCOTERMS:</p> <p style="margin-left: 40px;">(1) EXW (2) FCA (3) CIP (4) DDP</p> <p><i>Discuss which party between the (a) exporter, and (b) importer bears the cost and responsibilities of shipping, customs clearing, insurance, loading & unloading, etc. in each of these INCOTERMS.</i></p>	15	CO2