



UNIVERSITY WITH A PURPOSE

UNIVERSITY OF PETROLEUM AND ENERGY STUDIES

End Semester Examination, May 2022

Course: Foreign Trade Policy, Procedure and Documentation
Program: MBA IB
Course Code: INTB 7001

Semester : II
Duration : 03 hrs.
Max. Marks: 100

Instructions: Read the question paper carefully

Q. No	Section A	10Qx2M=20Marks	COs
Q1	Fill in the blanks A: First Incoterms were issued in the year B:issue the incoterms. C: An Importer-Exporter Code (IEC) number is issued by D: DGCI&S stands for..... E:prepare and disseminate the Indian Foreign Trade Policy	2 Marks each 2*5= 10 Marks	CO1
Q2	True or False A: Letter of Credit is issued by Seller's Bank (TRUE/FALSE) B: RBI is the Primary source of Indian Foreign Trade Data (TRUE/FALSE) C: China contributed the most in the India's trade deficit during the year 2021-2022. (TRUE/FALSE) D: Under FOB incoterms 2020, seller is responsible to deliver the goods at buyers place (TRUE/FALSE) E: In India, we have 3 Commodity Boards for Tea, Rubber and Coffee only. (TRUE/FALSE)	2 Marks each 2*5 = 10 marks	CO2
	Section B	4Qx5M= 20 Marks	
Q1	Demonstrate how seller's payment is secure under Letter of Credit mode of payment.	5 Marks	CO2
Q2	Describe the Towns of Export Excellence (TEE) scheme of FTP 2015-2020.	5 Marks	CO3
Q3	Demonstrate how the Force Majeure clause is helpful in the sales contracts.	5 Marks	CO2
Q4	Write a note on the DGFT.	5 Marks	CO2
	Section C	3Qx10M=30 Marks	
Q1	Why the documents are needed in the International Trade?	10 Marks	CO4
Q2	How Incoterms are helpful in the International Business?	10 Marks	CO4
Q3	Demonstrate the features various types of 'Letter of Credit' Or Explain the functions/role of The Federation of Indian Export		CO4

	Organizations in the India's Foreign Trade.		
	Section D	2Qx15M= 30 Marks	
Q1	How Government of India is promoting the Exports from India?	15 Marks	CO4
Q2	Demonstrate the role of Directorate General of Foreign Trade (DGFT) in India's International Trade. Or Elucidate the different types of documents needed in the Foreign Trade.	15 Marks	CO4