

Name:	
Enrolment No:	

UNIVERSITY OF PETROLEUM AND ENERGY STUDIES
End Semester Examination, December 2020

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

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

SECTION A (30 Marks)

Instructions: All questions in this section are compulsory. Each question carries 5 marks.

Question No.	QUESTION	CO
Q 1	Incase of Exports, which document is issued first, a Bill of Lading or a Shipping Bill?	CO1
Q 2	The document used for calculation of Freight is called..... (Invoice/Softex/LEO/Packing List)	CO1
Q 3	“House Bill of Lading” is issued by..... (Airlines/Customs/Buyer/Seller/Freight Forwarder/DGFT).	CO1
Q 4	The document LEO (Let Export Order) is also known as	CO1
Q 5	A “Documentary Credit” is popularly known as	CO1
Q 6	An L/C is issued by a bank at the time of/after..... (Shipment of goods/signing contract/receiving payment).	CO1

SECTION B (50 MARKS)

Instructions: Attempt all questions. Each question carries 10 marks.

Q 7	How is a Contract different from a Quotation? Explain atleast 5 points of differentiation.	CO2
Q 8	Differentiate amongst a CONSIGNOR, CONSIGNEE, BUYER, SELLER and NOTIFY PARTY.	CO2
Q 9	How would you differentiate between “Bill of Entry for Home Consumption” and “Bill of Entry for Warehousing”? Explain all implications of the latter document.	CO3
Q 10	Although there is always a legally secured contract between the buyer and seller, yet they additionally go for an L/C. What is this L/C? 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).	CO3

Q 11	What are INCOTERMS? What purpose do incoterms serve in Foreign Trade? Explain all 11 Incoterms 2010, essentially mentioning the POINT OF DELIVERY in each term.	CO3				
SECTION-C (20 MARKS)						
Q 12	<p>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.</p> <p>Explain as to who issues, to whom issued, when issued and list out the many purposes of each of the following documents.</p> <table border="0" data-bbox="233 625 894 701"> <tr> <td>1. Shipping Bill</td> <td>2. Packing List</td> </tr> <tr> <td>3. Commercial Invoice</td> <td>4. Bill of Lading</td> </tr> </table>	1. Shipping Bill	2. Packing List	3. Commercial Invoice	4. Bill of Lading	CO4
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