

Name:	
Enrolment No:	

UPES
End Semester Examination, May 2023

Course: Foreign Trade Policy, Procedure and Documentation **Semester: II**
Program: MBA (IB) **Time: 03 hrs.**
Course Code: INTB700 **Max. Marks: 100**

Instructions:

SECTION A
10Qx2M=20Marks

S. No.	Statement of question	Marks	CO
Q 1	Attempt the following questions.		CO1
(a)	Write down the full form of “DFTP Scheme”.	2	
(b)	Head quarter of DGFT is situated in	2	
(c)	Which INCO term incurs least risk for importer?	2	
(d)	Which organization provides Registration cum Membership Certificate (RCMC) for agriculture products?	2	
(e)	Cash in Advance is the most secure payment method for the	2	
(f)	Shipping bill for dutiable goods is of color.	2	
(g)	What is the specific “point/place of delivery” in each case of FOB?	2	
(h)	Which secondary trade document is associated with Packaging List?	2	
(i)	Define a trade contract.	2	
(j)	Which INCO term out of CFR and CIP incurs more risk and obligations for exporter?	2	

SECTION B
4Qx5M= 20 Marks

Q	Statement of question	Marks	CO
Q2	Distinguish between direct and indirect taxes.	5	
Q3	Mention the steps of custom clearance process.	5	
Q4	Discuss the main role of DGFT in international trade.	5	
Q5	Explain the use of Bill of Exchange document in export processing.	5	

SECTION C
3Qx10M=30 Marks

Q	Statement of question	Marks	CO
Q6	Explain the different modes of payment in international trade transactions.	10	

Q7	Define “Bill of Lading” and explain its different types.	10	
Q8	Discuss the main functions of trade promotion councils in India.	10	
SECTION-D 2Qx15M= 30 Marks			
Q	Statement of question		CO4
Q9	Describe the GST implications for international trade. What are the roles of CBEC and CBDT in managing taxes?	15	
Q10	A rubber manufacturing start-up in Kerala wants to export its raw rubber to the USA. Derive the procedure and steps need to be followed by the firm to export raw rubber.	15	