

Name:

Enrolment No:



**UNIVERSITY OF PETROLEUM AND ENERGY STUDIES**  
**End Semester Examination, December 2018**

**Course: Introduction to Trade Logistics**

**Programme: BBA(FT)**

**Time: 03 hrs.**

**Instructions:**

**Semester: III**

**CC: LSCM2009**

**Max. Marks: 100**

**All sections are compulsory & this question paper carries 4 sections.**

**Section – A (20 Marks)**  
**Attempt all questions in this section.**

**Marks**

**CO**

**Q 1 Q-1 a. Write the Full forms-**

- a) LEO
- b) EDI
- c) TBT
- d) GPS
- e) SDR
- f) AWB
- g) CHA
- h) IEC
- i) IGM
- j) NVOCC

**1**  
**1**  
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**CO1,**  
**CO4,**  
**CO2,**  
**CO2,**  
**CO1,**  
**CO2,**  
**CO4,**  
**CO2,**  
**CO1**  
**CO2**

**Q-1 Q-1 b. Fill in the blanks-**

- 1. \_\_\_\_\_ is the combining of small components (or units) of a load into a single larger unit.
- 2. \_\_\_\_\_ is the duty imposed on articles exported from any country to a country if the value is found at less the normal rates.
- 3. \_\_\_\_\_ is the total capacity of the ship i.e max weight of cargo ship can carry.
- 4. \_\_\_\_\_ is a place near the port where LCL shipments are consolidated into FCL shipments in exports.
- 5. DGCA stands for\_\_\_\_\_.

**2**  
**2**  
**2**  
**2**  
**2**

**CO2**  
**CO5**  
**CO2**  
**CO2**  
**CO1**

**Section – B (20 Marks)**

<b>Attempt any four questions in this section, each carries 5 marks (5x4=20 marks)</b>			
Q-2.	<b>Write a short note on any four</b>  1. Customs Bonded Warehouse 2. Shipping Bill in Exports 3. Voyage chartering in shipping 4. Principle of Economies of scale in transportation 5. Certificate of Origin	5 5 5 5 5	CO4, CO2, CO2, CO2, CO1
<b><u>Section – C (30 Marks)</u></b>			
<b>Attempt any 3 questions, each question carries 10 marks (10*3=30 marks)</b>			
Q -3	Differentiate between liner and tramp shipping. How are the liners and tramps important for different shippers?	10	CO4
Q-4	What are the different categories of import commodities? Explain briefly.	10	CO1
Q-5	Why Arbitration is preferred in resolving dispute between International partners instead of going to courts?	10	CO4
Q-6	“The whole universe is a potential market for your products”. Discuss any two market entry strategies that need to be evolved to exploit this potential.	10	CO5
<b>SECTION-D</b>			
<b>Answer the following</b>		<b>(15*2=30 marks)</b>	
Q-7	Explain in detail the letter of credit, types and its significance in International trade. How does a letter of credit works explain it with a process flowchart?	15	CO3
Q-8	Documents are the soul of international trade transactions”. Elaborate this statement and discuss the importance of documentation in EXIM business.  In continuation, explain the following documents:  <ul style="list-style-type: none"> <li>• Certificate of origin and its importance</li> <li>• Clean bill of lading and its importance</li> <li>• Bill of entry</li> </ul>	6  3 3 3	CO2

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**Section – A (20 Marks)**

**Attempt all questions in this section.**

**Marks**

**CO**

**Q 1 Q-1 a. Write the Full forms-**

- a) OOC
- b) ICEGATE
- c) TBT
- d) LEO
- e) SDR
- f) TEU
- g) GRT
- h) IEC
- i) EGM
- j) NVOCC

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CO1,  
CO1,  
CO4,  
CO1,  
CO3,  
CO2,  
CO2,  
CO1,  
CO1,  
CO2

**Q-1 Q-1 b. Fill in the blanks-**

- a) The most significant adaptation of a vessel for container use was made in 1956 by \_\_\_\_\_, creator of Sea Land Corporation.
- b) \_\_\_\_\_ is outsourcing entire or part of manufacturing operations.
- c) DGFT stands for \_\_\_\_\_.
- d) When leaving the customs water of a country, all ships should file the \_\_\_\_\_, which is a declaration that the ship wishes to leave country for onwards voyage with the export cargo.
- e) \_\_\_\_\_ replaces paper transactions with electronic transactions thus it saves times and speeds up transactions.

2  
2  
2  
2  
2

CO2  
CO5  
CO2  
CO2  
CO1

**Section – B (20 Marks)**

**Attempt any four questions in this section, each carries 5 marks (5x4=20 marks)**

**Q-2. Write a short note on any four**

	1. Liners 2. Bill of Entry 3. Time Chartering 4. ICEGATE 5. Joint Venture	5 5 5 5 5	CO2, CO1, CO2, CO2, CO5
<b><u>Section – C (30 Marks)</u></b>			
<b>Attempt any 3 questions, each question carries 10 marks (10*3=30 marks)</b>			
Q -3	What are the challenges involved in international sourcing? Explain briefly.	<b>10</b>	<b>CO4</b>
Q-4	Explain in brief the different categories of export commodities.	<b>10</b>	<b>CO1</b>
Q-5	What is a contract? Why is it important in international trade? What are the three important elements of a contract?	<b>10</b>	<b>CO4</b>
Q-6	Explain in detail the letter of credit, types and its significance in International trade.	<b>10</b>	<b>CO3</b>
<b>SECTION-D</b>			
<b>Answer the following (15*2=30 marks)</b>			
Q-7	Explain the customs clearance procedure for imported goods in India. Explain the role of customs house agents (CHAs) in clearing the goods from customs authorities.	<b>15</b>	<b>CO4, CO2</b>
Q-8	Documents are the soul of international trade transactions”. Elaborate this statement and discuss the importance of documentation in EXIM business.  In continuation, explain the following documents: <ul style="list-style-type: none"> <li>• Certificate of origin and its importance</li> <li>• Commercial Invoice</li> <li>• Shipping Bill</li> </ul>	<b>6</b>  <b>3</b> <b>3</b> <b>3</b>	<b>CO2</b>