



Roll No: R -----

UNIVERSITY OF PETROLEUM AND ENERGY STUDIES

End Semester Examination, December 2017

Program: MBA (International Business)
Subject (Course): International Business Lab
Course Code : MBCG 805
No. of page/s: 7

Semester : III
Max. Marks : 100
Duration : 3 Hrs

NOTE: TEMPLATE INVOICE FORMS PART OF THE ANSWERSHEET and is to be attached with it.

Section 'A' (10 Marks)

All questions in this section are compulsory. Each question carries 1 mark.

1. A Bill of Export is issued by.....?
2. A Documentary Credit is also known as
3. A "claused bill of lading" means.....?
4. The document used for calculation of Freight is called..... (Invoice/Softex/LEO/Packing List).
5. HAWB is issued by..... (Airlines/Customs/Buyer/Seller/Freight Forwarder/DGFT).
6. The document LEO (Let Export Order) is also known as
7. In case of imports, which document is issued first, a Bill of Lading or a Bill of Entry?
8. The document used for calculation of Customs Duty is usually (Invoice/Softex/LEO/Packing List).
9. Document issued by customs in shipments by air is called..... (Bill of Lading/Shipping Bill/AWB/Bill of export)
10. Air Consignment Note is also called as

Section B (30 marks)

Differentiate amongst any 3 of the following:

- a. Regulatory Documents and Commercial Documents.
- b. Proforma Invoice, Commercial Invoice and Customs Invoice.
- c. Consignor, Seller, Consignee, Buyer and Notify Party
- d. Bill of Entry, Shipping Bill and Bill of Lading

Section C (60 Marks)

Given below is an actual Letter of Credit and Packing List.

You are also provided with a template of a Commercial Invoice.

You are required to fill up the blanks in the given Invoice template using the data and information provided in the L/C and Packing List. You may create your own assumptions based on the terms and conditions in the L/C but do mention the basis of assumptions in your answer.