


Name:	
Enrolment No:	

UNIVERSITY OF PETROLEUM AND ENERGY STUDIES
End Semester Examination, December 2019

Course: Contracts in International Trade and Business
Programme: BBA (Foreign Trade)
Time: 3 hrs.
Instructions: This question paper has 3 pages.

Semester: V
Course Code: INTB3002
Max. Marks: 100

SECTION A (30 Marks)

Instructions: All questions in this section are compulsory. Each question carries 2 marks.

S. No.	QUESTION	Marks	CO
Q 1	Delegation of Powers is the authority given to each designation in an organization. T/F	(2)	CO1, CO2
Q 2	Negotiations should only be held with..... tenderer. (L1 / L2 / L3 / L6)	(2)	CO1, CO2
Q 3	Quotation and Offer are the same thing. T / F	(2)	CO1, CO2
Q 4	An LOI is issued by..... (Seller / Buyer / Agent / Govt.)	(2)	CO1, CO2
Q 5	Any person below the age of..... Cannot enter into a contract.	(2)	CO1, CO2
Q 6	What does "Caveat Emptor" mean in a contract??	(2)	CO1, CO2
Q 7	Consideration as an essential of contract means to be emotionally considerate. True/False	(2)	CO1, CO2
Q 8	An offer can be cancelled before the acceptance is received. True/False	(2)	CO1, CO2
Q 9	Validity of offer is integral part of (Contract / Quotation / Enquiry / Sampling)	(2)	CO1, CO2
Q 10	Competence of parties means the authority assigned to each level in hierarchy. T / F	(2)	CO1, CO2

SECTION B (20 MARKS)

Instructions: Attempt any 4 questions. Each question carries 5 marks.

Q 1	What is meant by Arbitration Clause in a contract? What is its importance?	(5)	CO3
Q 2	Offer and acceptance are essential ingredients of a contract. Can an offer be revoked without having legal implications? In what circumstances?	(5)	CO3

Q 3	Can contracts be implied and unwritten? Give a general day to day life example.	(5)	CO3
Q 4	What are the strategies of pre-contractual negotiations?	(5)	CO3
Q 5	What are the circumstances when a contract can be terminated?	(5)	CO3
SECTION-C (30 MARKS)			
Instructions: Attempt any 2 questions. Each question carries 15 marks.			
Q 1	How are international sales contracts different from Service contracts?	(15)	CO3, CO4
Q 2	What are the principles of international contract law?	(15)	CO3, CO4
Q 3	What is the importance of Force Majeure Conditions in a contract? How is it related to Penalty Clause?	(15)	CO3, CO4
SECTION-D (20 MARKS)			
Instructions:			
Q	What are the different types of contracts and how do they differ from each other? Give examples of special features of each type.	(20)	CO4