

Name:
Enrolment No:



UNIVERSITY OF PETROLEUM & ENERGY STUDIES
End Semester Examination (Online) – July, 2020

Program: MBA (Energy Trading)
Subject/Course: Trade Procedures and Documentation
Course Code: INTB 7004

Semester: II
Max. Marks: 100
Duration: 3 Hours

IMPORTANT INSTRUCTIONS

1. The student must write his/her name and enrolment no. in the space designated above.
2. The questions have to be answered in **A SEPARATE MS Word document**.
3. After attempting the questions in this document, the student has to upload the MS Word document on Blackboard.

		Marks	COs
Q.1	An importer has the option of clearing his import shipment in one go or in piecemeal as per his requirement. However, he has to apply for a different kind of Bill of Entry to clear his shipment if required in smaller quantities/piecemeal. What is this system, how does it operate, at what rate is customs duty charged (as prevalent on date of arrival of shipment, as on withdrawal of partial consignment or any other) and at what rate is forex converted into INR for customs duty calculation? Explain in detail.	20	CO3, CO4
Q.2	There are different types of documents in international business. Some are Regulatory while others are Commercial. 3 important documents are Bill of Entry, Shipping Bill and Bill of Lading. Explain the purpose of each document and how are they different from each other. Also tell, who issues the document to whom and when? Can you visualize as to what will happen if none of these documents are issued?	20	CO3, CO4

Q 3	<p>A Contract and Quotation are one of the most important documents in business and have strong legal implications. How is a Quotation different from a Contract? A contract can be proved VOID AB-INITIO even after it is signed by both parties. Can you explain in detail as to what are those 6 important elements, the absence of which makes the contract null and void?</p>		
Q.4	<p>Bill of lading and Airway Bill are 2 very important documents required in International Business. How are they different?</p> <p>Although it sounds very simple yet there can be many situations in which shipments are made. Sometimes a buyer is not known to the exporter when he starts sailing with his goods loaded on ship, sometimes the ship sails after the last date of contract, sometimes goods are received in a damaged condition by the shipping company etc. There are different names given to each B/L in each situation mentioned above. What are those types of B/Ls, which match the situation? How is an Airway Bill different from a B/L and why is an AWB called a non-negotiable document?</p>	20	CO3, CO4
Q.5	<p>A buyer can make payments to the seller in many ways. 5 methods are very prominently used in international trading/Business. Each method can be ideal for the buyer but extremely dangerous for the exporter and vice versa. Evaluate each method of payment in detail and conclude which method can be ideal for both, buyer as well as the seller and why do you think so?</p>	20	CO3, CO4

**ANSWERS SHOULD BE WRITTEN ON A SEPARATE WORD FILE.
THIS QUESTION PAPER SHOULD NOT BE INCLUDED IN THE ANSWER
SHEET/FILE.**

