

Name:	
Enrolment No:	

**UNIVERSITY OF PETROLEUM AND ENERGY STUDIES**

**End Semester Examination, May 2021**

**Course: Foreign Trade Policy, Procedure and Documentation**

**Semester: II**

**Programme: MBA (International Business)**

**Course Code: INTB 7001**

**Time: 03 hrs.**

**Max. Marks: 100**

**SECTION A (30 Marks)**

**Instructions: All questions in this section are compulsory. Each question carries 5 marks.**

Question No.	QUESTION	CO
Q 1	Incase of Exports, which document is issued first, a Bill of Lading or a Shipping Bill?	CO1
Q 2	A “stale” Bill of Lading means.....?	CO1
Q 3	What is the most important registration required to start International Business in India? Which authority issues this registration document?	CO1
Q 4	Which are the <b>SPECIFIC</b> “ <u>point/place of delivery</u> ” in each case of EXW, FAS, FOB, CIF and DDP incoterms <b>respectively</b> ?	CO1
Q 5	An L/C is issued.....(after / before) a contract is signed by both parties.	CO1
Q 6	Document issued by Customs (as permission) for export of Goods by Road/Rail is called.....	CO1

**SECTION B (50 MARKS)**

**Instructions: Attempt all questions. Each question carries 10 marks.**

Q 1	<p>What is the scheme under which all Customs Duty and Excise Duty <b>already paid</b> by you to CBIC while procuring inputs and raw material for the production of a new product (different HS Code) is <b>REIMBURSED</b> to you when you export the new product? Explain the scheme and procedure.</p> <p>How is the above scheme different from the <b>new RoDTEP scheme</b>? <b>Explain the new scheme.</b></p>	CO3
Q 2	<p>Is there a possibility of avoiding payment of customs duty on import of <b>Machinery / Capital Goods</b> for your factory? What is the way out and <b>what commitments</b> will you have to make to CBIC and DGFT for its waiver?</p> <p>How will you save customs duty on import of <b>Raw Material</b> to feed into those machinery? What is the <b>EO</b> in both the situations?</p>	CO3

Q 3	<p>What do you understand by an Agreement enforceable by law? What are the <b>6 BASIC ESSENTIALS</b> of an agreement to make it enforceable by law and the absence of which, will make the agreement invalid?</p> <p>Although the agreements are designed to suit the requirements of both/all the parties involved, yet there are some <b>IMPORTANT CLAUSES</b>, which should necessarily be included to ensure smooth execution of business without disputes. Explain <b>atleast 5 important clauses</b>.</p>		<b>CO3</b>
Q 4	<p>What are the different methods of payment in international business? Explain the full process of operation of a “Documentary Credit”. How is it different from D/P mode of payment?</p>		<b>CO3</b>
Q 5	<p>What is a <b>Bill of Entry</b>? Who issues this document, to whom and when? Explain the 3 different types of BoE and in what conditions are they issued? At what forex conversion rate is the customs duty calculated on? (Prevailing bank buying rate, selling rate or some other conversion rate?)</p>		<b>CO3</b>
<b>SECTION-C (20 MARKS)</b>			
Q	<p>It is a saying that “No work is complete without Paperwork”. Meaning thereby that documentation is one of the most important aspects of Business, especially that of International Business. Explain as to <b>who issues, to whom issued, when issued</b> and list out <b>the many purposes</b> of each of the following documents.</p> <ol style="list-style-type: none"> <li>1. Let Export Order</li> <li>2. Bill of Lading (incl. TYPES of B/L)</li> <li>3. Commercial Invoice</li> <li>4. SDF / GR Form</li> </ol>		<b>CO4</b>