



UNIVERSITY WITH A PURPOSE

**UNIVERSITY OF PETROLEUM & ENERGY STUDIES**

**End Semester Examination, December 2021**

**Course: Introduction to Trade Logistics**  
**Program: BBA (FT)**  
**Course Code: LSCM2009**

**Semester: III**  
**Duration : 3 Hours**  
**Max. Marks: 100**

**IMPORTANT INSTRUCTIONS**

*1. Each Question will carry equal Marks section wise*

Q.No	Section A	10Qx2M=20Marks	COs
1	International Banking Institutions are		CO1
2	Parallel imports are sometimes beneficial for a country. True/False		CO2
3	The incoterm providing or least responsibility to seller is		CO1
4	The incoterm providing or least responsibility to buyer is		CO1
5	Contract manufacturing and Licensing are same thing. True/False		CO1
6	Two major parties involved in franchising are called		CO1
7	In International trade, LOC stands for		CO1
8	Agreement and contract are same thing. True/False		CO2
9	Parallel imports are banned in many countries. True/False		CO1
10	Incoterm stands for		CO1
	<b>Section B</b>	<b>4Qx5M= 20 Marks</b>	
11	How does Protectionism have an effect on country's economy?		CO2
12	In what way International Organizations play role in facilitating trade?		CO3
13	Explain the two different ways of indirect exporting.		CO2
14	What is role of custom duty and its relation to country's GDP?		CO3
	<b>Section C</b>	<b>3Qx10M=30 Marks</b>	
15	What is parallel imports? How it can affect a country's economy?		CO4
16	A company wants to expand its business abroad, what is the best strategy?		CO4
17	Ram wants to purchase a second hand earth mover machine (JCB) from Shyam. What details must be included in the sales contract?		CO4
	<b>Section D</b>	<b>2Qx15M= 30 Marks</b>	
18	Alex is being offered franchising and distributorship by two different multinational companies. He is a bit confused about		CO3

	which is a better choice. Please help him in selecting right choice with reasons.		
19	If you are given a choice to boost country's exports and are restricted to use resources vitally, then which sector needs to be targeted. Explain giving reasons and examples.		CO4