



UNIVERSITY WITH A PURPOSE

UNIVERSITY OF PETROLEUM AND ENERGY STUDIES
End Semester Examination, December 2021

Course: Contracts in International Business & Trades
Program: BBA FT
Course Code: INTB3002

Semester : V
Duration : 03 hrs.
Max. Marks: 100

Instructions:

Q. No	Section A (Type the answers in test box)	10Qx2M=20Marks	COs
Q1	Explain contract and agreement	2 Marks	CO2
Q2	What is the latest Incoterms?	2 Marks	CO1
Q3	How many incoterms are there at present?	2 Marks	CO1
Q4	Define offer and acceptance	2 Marks	CO1
Q5	What is bill of lading?	2 Marks	CO1
Q6	Define FOB, EX-WORK incoterms	2 Marks	CO1
Q7	What is Letter of Credit	2 Marks	CO1
Q8	Explain confidentiality clause	2 Marks	CO1
Q9	Describe Anti-competing clause	2 Marks	CO1
Q10	What is counter offer?	2 Marks	CO1
	Section B (Scan and upload)	4Qx5M= 20 Marks	
Q1	Demonstrate the advantages of INCOTERMS in the foreign trade	5 Marks	CO2
Q2	What is counter offer? Provide example	5 Marks	CO2
Q3	How 'confidentiality clause' benefits the parties?	5 Marks	CO2
Q4	Describe the advantages of 'Bill of Lading'	5 Marks	CO2
	Section C (Scan and upload)	3Qx10M=30 Marks	

Q1	Why there is a need for written contracts in international trade?	10 Marks	CO4
Q2	Highlight the remedies available to the buyer in case of breach of sales contract	10 Marks	CO3
Q3	Explain the 'Force Majeure' clause Or What is Commercial Agency Contract? Also explain its features		CO3
	Section D (Scan and upload)	2Qx15M= 30 Marks	
Q1	Discuss the common international contract clauses	15 Marks	CO4
Q2	How negotiations tactics help in getting the best deal? Or What are skills required for the best negotiation	15 Marks	CO4