



Name:

Enrolment No:

UNIVERSITY OF PETROLEUM AND ENERGY STUDIES

End Semester Examination, December 2022

Course: Introduction to Trade Logistics

Program: BBA (FT)

Course Code: LSCM2009

Semester: III

Time: 03 hrs.

Max. Marks: 100

Instructions:

This Question Paper comprises of four Sections

All questions are compulsory

SECTION A

10Qx2M=20Marks

S. No.	Questions	Marks	CO
1	_____ is an example of intellectual property right.	2	CO1
2	A _____ is an auxiliary commercial document that conveys the exporter's quoted prices, description, quantity and quality of for sale of goods to the importer.	2	CO1
3.	GATT stands for_____.	2	CO1
4.	_____ is the process by which the world is becoming increasingly interconnected as a result of massively increased trade and cultural exchange.	2	CO1
5.	GATT was replaced by the _____ in 1995.	2	CO1
6	What is DWT in shipping stands for?	2	CO1
7	What are RORO ships in International ocean transportation?	2	CO1
8	The ships which can pass through panama canal are called_____.	2	CO1
9	What is antidumping duties in imports?	2	CO1
10	In some cases importing countries insist on legalization or visaed commercial invoice and such invoices known as _____	2	CO1
SECTION B			
4Qx5M= 20 Marks			
11	Logistics is a system concept. Explain with suitable example by taking an example of an organization.	5	CO2

12	What is the difference between tramp and liner ships in International Shipping?	5	CO2
13	Explain the push and pull factors for the organizations in connection to globalization.	5	CO2
14	What is Contract manufacturing? What are potential advantages and disadvantages associated with it?	5	CO2
SECTION-C 3Qx10M=30 Marks			
15	Explain in detail the letter of credit, types and its significance in International trade. How does a letter of credit works explain it with a process flowchart/stepwise?	10	CO3
16	What is a contract and its significance in International logistics? What are the elements of contract explain with suitable examples? Also, explain the force majeure clause and its implications on business	10	CO3
17	What are trade blocs and discuss the role played by these trade blocs in facilitating the free trade? Give examples of two major trade blocs of the world.	10	CO3
SECTION-D 2Qx15M= 30 Marks			
18	Documents are the soul of international trade transactions". Elaborate this statement and discuss the importance of documentation in EXIM business. In continuation, explain the following documents: <ul style="list-style-type: none"> • Differentiate between Shipping Bill and Bill of Entry. • Commercial Invoice. 	15	CO4
19	"The whole universe is a potential market for your products". Discuss any two-market entry strategies that need to be evolved to exploit this potential. Also, differentiate between direct and indirect exporting.	15	CO4