

Name:

Enrolment No:



**UNIVERSITY OF PETROLEUM AND ENERGY STUDIES**

**End Semester Examination May, 2023**

**Course: International Logistics**

**Programme: BBA(LM)**

**Time: 03 hrs.**

**Semester: IV**

**Course Code: LSCM2012**

**Max. Marks: 100**

**Instructions: All sections are compulsory & this question paper carries 4 sections.**

**Section – A (20 Marks)**  
**Attempt all questions in this section.**

**Marks**

**CO**

**Q-1**

**Very short answers-**

**2\*5=10**

1. Apart from Mexico, which countries are the members of NAFTA?

**2**

**CO1**

2. Mention two advantages of EDI in International business.

**2**

**CO1**

3. What is the significance of 'Force Majeure' in Contract Management?

**2**

**CO1**

4. What is RFI in procurement?

**2**

**CO1**

5. What is Railway Receipt (RR)?

**2**

**CO1**

**Fill in the blanks-**

**2\*5=10**

**CO**

6. \_\_\_\_\_ is the duty imposed on articles exported from any country to a country if the value found at less the normal rates.

**2**

**CO1**

7. CISG stands for\_\_\_\_\_.

**2**

**CO1**

8. Special Drawing Rights (SDR) is a notional currency introduced by \_\_\_\_\_.

**2**

**CO1**

9. \_\_\_\_\_ is a type of protectionism that sets a physical limit on the quantity of a good that can be imported into a country in a given period.

**2**

**CO1**

10. \_\_\_\_\_ is the total capacity of the ship i.e max weight of cargo ship can carry.

**2**

**CO1**

**Section – B (20 Marks)**

**Attempt any four questions in this section, each carries 5 marks (5\*4=20 marks)  
Write a short note on any four**

Q.2	Cooperative Export	5	CO2
Q.3	Joint Venture	5	CO2
Q.4	IGM (Import General Manifest)	5	CO2
Q.5	Royalty	5	CO2
Q.6	Pull Factors in globalization	5	CO2

**Section – C (30 Marks)**

**Attempt any 3 questions, each question carries 10 marks (10\*3=30 marks)**

Q -7	“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.	10	CO2
Q-8	Discuss the complexities of International sourcing and suggest different measures to overcome those. Also, write the importance of incoterms in international business.	10	CO3
Q-9	What are ICDs and how are these different from the seaports? What is the importance of an ICD in International transportation? Also, explain the difference between an ICD and CFS.	10	CO4
Q-10	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?	10	CO4

**SECTION-D**

**Answer the following**

**(15\*2=30 marks)**

Q-7	What is a contract? Discuss its significance in business? What are the three essential elements a contract should have to make it enforceable? Explain it with suitable example.	15	CO3
Q-8	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:	3 4 4	CO4 CO4 CO4

	<ul style="list-style-type: none"><li>• Certificate of origin and its importance</li><li>• Negotiable bill of lading and its importance</li><li>• Bill of Entry.</li></ul>	<b>4</b>	<b>CO4</b>
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