



Name:

Enrolment No:

UPES

End Semester Examination, December 2024

Course: International Trade Documentation and Trade Finance

Program: MBA

Course Code: INTB8021_3

Semester: III

Time : 03 hrs.

Max. Marks: 100

Instructions: Answer all the questions.

SECTION A
10Qx2M=20Marks

S. No.		Marks	CO
Q 1	Define international trade. List key players in international trade.	2	CO1
Q 2	Describe the primary function of WTO.	2	CO1
Q 3	State any two transport documents used in international shipping.	2	CO1
Q 4	Define the important information included in a Packing List.	2	CO1
Q 5	State the purpose of a Marine Insurance Policy.	2	CO1
Q 6	Define Customs Declaration.	2	CO1
Q 7	Mention any two purposes of a Certificate of Inspection.	2	CO1
Q 8	Define Structured Trade Finance.	2	CO1
Q 9	State the role of Fintech in trade finance.	2	CO1
Q 10	Define the political risk in global trade.	2	CO1

SECTION B
4Qx5M= 20 Marks

Q 11	Explain the role of insurance in mitigating financial risks in international trade.	5	CO2
Q 12	Outline the basic steps involved in the claims handling process for an insurance claim.	5	CO2
Q 13	Explain the different types of risks encountered in international trade and give one example of each.	5	CO3
Q 14	Define the Harmonized System Codes, and why are they essential in global trade?	5	CO3

SECTION-C
3Qx10M=30 Marks

Q 15	Discuss the significance of trade documentation in international trade and how it impacts the efficiency of trade transactions.	10	CO4
Q 16	Explain the concept of Absolute Advantage as proposed by Adam Smith. How are the limitations of absolute advantage theory overcome by comparative advantage theory?	10	CO3

Q 17	<p>Explain the roles of banks in facilitating international trade. Provide examples of financial instruments used.</p> <p style="text-align: center;">OR</p> <p>Explain the impact of digitalization on trade documentation and finance, focusing on the role of e-Documentation and blockchain applications.</p>	10	CO4									
<p>SECTION-D</p> <p>2Qx15M= 30 Marks</p>												
Q 18	<p>Consider two countries, Country A and Country B, which both produce two goods: rice and cloth. The following table shows the number of labor hours required to produce one unit of each good in both countries:</p> <table border="1" data-bbox="228 600 1117 705" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>Country</th> <th>Hours to produce 1 unit of rice</th> <th>Hours to produce 1 unit of cloth</th> </tr> </thead> <tbody> <tr> <td>Country A</td> <td style="text-align: center;">4</td> <td style="text-align: center;">12</td> </tr> <tr> <td>Country B</td> <td style="text-align: center;">6</td> <td style="text-align: center;">8</td> </tr> </tbody> </table> <p>a. Which country has the absolute advantage in producing rice? Which country has the absolute advantage in producing cloth? Give reasons. (6M)</p> <p>b. Calculate the opportunity cost of producing one unit of rice and one unit of cloth in both countries. (3 M)</p> <p>c. Based on the opportunity cost, determine which country has the comparative advantage in producing rice and which has the comparative advantage in producing cloth. (3 M)</p> <p>d. If both countries specialize according to their comparative advantage and then trade, which good will Country A export and which good will Country B export? (3 M)</p>	Country	Hours to produce 1 unit of rice	Hours to produce 1 unit of cloth	Country A	4	12	Country B	6	8	15	CO5
Country	Hours to produce 1 unit of rice	Hours to produce 1 unit of cloth										
Country A	4	12										
Country B	6	8										
Q 19	<p>Explain the concept of Incoterms and discuss their significance in international trade. How do Incoterms help in defining the responsibilities and risks between the buyer and seller?</p> <p style="text-align: center;">OR</p> <p>Describe the different types of commercial documents used in international trade, such as the Proforma Invoice, Commercial Invoice, Packing List, Purchase Order, and Certificate of Origin. Discuss the purpose and critical components of each document.</p>	15	CO4									