

Name:

Enrolment No:



UNIVERSITY OF PETROLEUM AND ENERGY STUDIES
End Semester Examination, December 2018

Name of the Program: BBA (FT)

Semester – III

Subject Name : Trade Documentation

Max. Marks: 100

Subject Code : BBFT111

Duration: 3 Hrs

This question paper has 2 page(s).

SECTION A

S. No.		Marks	CO
	Fill in the Blanks with correct answer.	10	CO1
	<ol style="list-style-type: none">1. A Limited Liability Company (LLC) is a _____ structure whereby the members of the company cannot be held personally liable for the company's debts or liabilities.2. A Letter of Credit is a letter from a bank _____ that a buyer's payment to a seller will be received on time and for the correct amount.3. A Memorandum of Understanding (MoU) is referred to as a written _____ which completely describes the principles of an arrangement between the two or more parties forming a bilateral or multilateral agreement duly signed by the parties.4. Registration Cum Membership Certificate (RCMC) is a _____ certificate issued for 5 years by Export Promotional Councils or commodity board of India.5. Licensing is a relatively sophisticated arrangement where a firm _____ the rights to the use of a product or service to another firm.		
	Define the following	10	CO2
	<ol style="list-style-type: none">1. Negotiation2. Registration Cum Membership Certificate3. Contract4. Letter of Intent5. Delivered Duty Paid		
SECTION B			
	Write Short notes on any four Questions as per your choice	20	CO2
	<ol style="list-style-type: none">1. Franchising2. Packing List3. FOB		

	4. Cluster Sampling 5. Partnership		
SECTION-C			
	Attempt any two Questions as per your choice	30	
	1. Define Sampling and its types.		C03
	2. What is Commercial Documentation and define its types?		C02
	3. What is an Incoterm and types of Incoterm?		C02
SECTION-D			
	Attempt any three from the below Questions	30	
	1. What is Negotiation and define its factors?		C03
	2. What is the difference between Public, Private and Govt. Company?		C03
	3. Define Letter of Credit and its types.		C02
	4. Define Sole Proprietorship & Partnership and differentiate.		C03