

Name:	
Enrolment No:	

UNIVERSITY OF PETROLEUM AND ENERGY STUDIES
End Semester Examination, December 2019

Course: Introduction to Trade Logistics	Semester: III
Programme: BBA(FT)	CC LSCM2009
Time: 03 hrs.	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-1a.	Very short answers-	2*5=10	
	1. When WTO came into existence?	2	CO5
	2. Mention two advantages of EDI in International business.	2	CO4
	3. Write an example of technical barrier to trade.	2	CO5
	4. What is RFI in procurement?	2	CO3
	5. What is an airway bill (AWB)?	2	CO1
Q-1b.	Fill in the blanks-	2*5=10	CO
	1. _____ is the duty imposed on articles exported from any country to a country if the value found at less the normal rates.	2	CO1
	2. DGFT stands for _____.	2	CO2
	3. _____, which is a declaration that the ship wishes to leave country for onwards voyage with the export cargo.	2	CO2
	4. SDR is a notional currency introduced by _____.	2	CO5
	5. _____ is an example of intellectual property rights (IPR).	2	CO1

Section – B (20 Marks)

Attempt any four questions in this section, each carries 5 marks (5*4=20 marks)

Q-2.	Write a short note on any four <ol style="list-style-type: none"> 1. Preferential Tariff 2. Bill of Entry in Exports 3. Time chartering in shipping 4. Principle of Economies of scale in transportation 		
			CO5
			CO2
			CO4
			CO1

	5. Inbound Logistics		CO1
<u>Section – C (30 Marks)</u>			
Attempt any 3 questions, each question carries 10 marks (10*3=30 marks)			
Q -3	How International sourcing is different from domestic sourcing? Explain the complexities and challenges involved in international sourcing in brief.	10	CO4
Q-4	What is the difference between the direct exports and indirect exports? Explain with suitable examples.	10	CO1
Q-5	Why Arbitration is preferred in resolving dispute between International partners instead of going to courts?	10	CO5
Q-6	Describe the role of transportation and communication technologies, which has acted as drivers of globalization.	10	CO2
SECTION-D			
Answer the following (15*2=30 marks)			
Q-7	Explain Licensing as a market entry strategy in International Business. Also, discuss advantages and disadvantages associated with licensing.	5 5 5	CO5
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: <ul style="list-style-type: none"> • Certificate of origin and its importance • Clean bill of lading and its importance • Shipping Bill 	3 4 4 4	CO5 CO5 CO2 CO2