



Name:

Enrolment No:

UPES

End Semester Examination, May 2024

Course: Trade Documentation

Program: BBA Foreign Trade

Course Code: INTB2003

Semester: IV

Time: 03 hrs.

Max. Marks: 100

Instructions:

- Read the question paper carefully before you begin. Pay attention to any specific instructions and question numbering.
- Section A contains 10 Objective type questions of 2 marks each, carrying a total of 20 marks.
- Section B contains 4 Questions of 5 marks each, totaling 20 marks. These questions are short answer type. All the questions are compulsory.
- Section C contains 3 Questions of 10 marks each, totaling 30 marks. Out of 3 questions, 2 Questions are compulsory and 1 Question has internal choice to attempt any one. These Questions are of medium duration type.
- Section D contains 2 Questions of 15 marks each, totaling 30 marks. Out of the 2 questions, 1 Question is compulsory and 1 Question has internal choice to attempt any one. These Questions are of long answer type.
- All electronic devices, including but not limited to calculator, mobile phones, tablets, smartwatches, and laptops, must be turned off and placed out of reach. No electronic devices are allowed during the exam.

SECTION A
10Qx2M=20Marks

S. No.		Marks	CO
Q 1	Which document serves as a contract of carriage between the exporter and the carrier? A) Certificate of Origin B) Bill of Lading C) Proforma Invoice D) Packing List		CO1
Q 2	What document provides detailed information about the contents of each package in a shipment, including weights and dimensions?		CO1

	<p>A) Commercial Invoice</p> <p>B) Certificate of Origin</p> <p>C) Packing List</p> <p>D) Inspection Certificate</p>		
Q 3	<p>Which document certifies the origin of goods being exported, stating where they were produced or manufactured?</p> <p>A) Certificate of Origin</p> <p>B) Bill of Lading</p> <p>C) Proforma Invoice</p> <p>D) Import License</p>		CO1
Q 4	<p>What document outlines the terms of sale between the exporter and importer, including the price, quantity, and specifications of the goods?</p> <p>A) Packing List</p> <p>B) Bill of Lading</p> <p>C) Commercial Invoice</p> <p>D) Letter of Credit</p>		CO1
Q 5	<p>Which document provides evidence that the goods conform to certain standards or specifications required by the importing country?</p> <p>A) Certificate of Origin</p> <p>B) Inspection Certificate</p> <p>C) Export License</p> <p>D) Bill of Lading</p>		CO1
Q 6	<p>Which trade theory emphasizes the importance of a country specializing in the production of goods it can produce most efficiently and trading for goods it cannot produce as efficiently?</p> <p>A) Mercantilism</p> <p>B) Comparative Advantage</p> <p>C) Absolute Advantage</p> <p>D) Factor Proportions Theory</p>		CO1

Q 7	Which trade theory suggests that countries should specialize in the production of goods that intensively use the factors of production they have in abundance? A) Mercantilism B) Comparative Advantage C) Heckscher-Ohlin Theory D) Product Life Cycle Theory		CO1
Q 8	What does the term "HS Code" stand for? A) Harmonized Shipping Code B) Home Sales Code C) Harmonized System Code D) High Standard Code		CO1
Q 9	How many digits are there in a standard HS code? A) 4 B) 6 C) 8 D) 10		CO1
Q 10	In the HS code "8516.60", what does the "60" represent? A) The chapter B) The heading C) The subheading D) The commodity code		CO1
SECTION B 4Qx5M= 20 Marks			
Q 11	What is the Heckscher-Ohlin theorem of international trade?		CO2
Q 12	Describe the various levels of the harmonized system of coding and classification (HS code).		CO2

Q 13	What is the Indian Tariff Code (ITC).		CO2
Q 14	What is the significance of HS coding in facilitating international trade?		CO2
SECTION-C 3Qx10M=30 Marks			
Q 15	Discuss Ricardo's Comparative Advantage theory of international trade, using Balassa's RCA index.		CO3
Q 16	Discuss the consequences of failing to meet the requirements of necessary trade documents while engaging in export-import.		CO3
Q 17	Evaluate the statement: "Letters of credit is the principal document to trade". Or "Bills of exchange serve as negotiable instruments used in international trade transactions, providing a mechanism for deferred payment and facilitating financing arrangements between exporters and importers".		CO3
SECTION-D 2Qx15M= 30 Marks			
Q 18	Examine the differences in principal documents and auxiliary documents required in international trade.		CO4
Q 19	A car manufacturing company based in Japan, "Auto Japan," is seeking to export automobile parts to the United States. These parts include engines, transmissions, and various components used in the assembly of vehicles. To facilitate the importation process, Auto Japan must accurately classify its products according to the Harmonized System (HS) codes and comply with U.S. customs regulations. Comment on the challenges that the company may face in navigating the HS coding for their products and possible strategies the company may employ to succeed. OR Global Tech Ltd. has established itself as a leading manufacturer of consumer electronics, including smartphones, tablets, and laptops. With increasing demand for its products overseas, the company is keen to explore new markets and expand its export activities. However, navigating the complexities of international trade regulations, particularly HS coding, presents a daunting task for the company's export team. Comment on the product specific documentation that may be required for trade. Also, discuss the relevance of certificate of origin.		CO4