

Name:  
Enrolment No:



**UNIVERSITY OF PETROLEUM AND ENERGY STUDIES**  
**End Semester Examination, May 2019**

**Course: International Logistics**  
**Programme: BBA(LM)**  
**Time: 03 hrs.**  
**Instructions:**

**Semester: IV**  
**CC: LSCM2012**  
**Max. Marks: 100**

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

	<b><u>Section – A (20 Marks)</u></b> <b>Attempt all questions in this section.</b>	<b>Marks</b>	<b>CO</b>
Q 1	<b>Q-1 a. Write the Full forms-</b> a) OOC b) ICEGATE c) TBT d) GPS e) SDR f) AWB g) CFS h) IEC i) EGM j) DGFT	<b>(1*10=10)</b>	1 4 5 2 5 4 2 5 2 2
Q-1	<b>Q-1 b. Fill in the blanks-</b>  1. _____ is the combining of small components (or units) of a load into a single larger unit. 2. _____ is the duty imposed on articles exported from any country to a country if the value is found at less the normal rates. 3. _____ is the total capacity of the ship i,e max weight of cargo ship can carry. 4. _____ is a place near the port where LCL shipments are consolidated into FCL shipments in exports. 5. _____ relationships are commonly found within a buying organization's preferred/tier-two service providers and suppliers list.	<b>(2*5=10)</b>	1  5  2  1  4

**Section – B (20 Marks)**

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

Q-2.	<b>Write a short note on any four</b>  1. Letter of Credits in International Trade 2. Bill of Entry in Imports 3. Role of CHA in EXIM Business 4. Import Quota 5. Certificate of Origin	<b>(5*4=20)</b>	<b>3 4 4 5 5</b>
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**Section – C (30 Marks)**

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

Q -3	“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.	<b>10</b>	<b>5</b>
Q-4	What are the different categories of import commodities? Explain briefly.	<b>10</b>	<b>4</b>
Q-5	Explain the process of reverse auction in procurement of goods/services and its importance in the business.	<b>10</b>	<b>1</b>
Q-6	What are the challenges involved in international sourcing? Explain briefly.	<b>10</b>	<b>1</b>

**SECTION-D**

**Answer the following**

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

Q-7	Explain in detail, the two commonly used supplier performance based evaluation system with examples.	<b>15</b>	<b>4</b>
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"><li>• Certificate of origin and its importance</li><li>• Clean bill of lading and its importance</li><li>• Bill of entry</li></ul>	<b>15</b>	<b>2</b>

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**Section – A (20 Marks)**

**Attempt all questions in this section.**

**Marks**

**CO**

**Q 1 Q-1 a. Write the Full forms-**

- a) SPS
- b) SDR
- c) TBT
- d) HSN
- e) AWB
- f) FEU
- g) IWAI
- h) IEC
- i) IGM
- j) NVOCC

**(1\*10=10)**

**5**  
**5**  
**5**  
**5**  
**2**  
**2**  
**1**  
**1**  
**2**  
**2**

**Q-1 Q-1 b. Fill in the blanks-**

- a) The most significant adaptation of a vessel for container use was made in 1956 by \_\_\_\_\_, creator of Sea Land Corporation.
- b) \_\_\_\_\_ is outsourcing entire or part of manufacturing operations.
- c) DGFT stands for \_\_\_\_\_.
- d) When leaving the customs water of a country, all ships should file the \_\_\_\_\_, which is a declaration that the ship wishes to leave country for onwards voyage with the export cargo.
- e) \_\_\_\_\_ replaces paper transactions with electronic transactions thus it saves times and speeds up transactions.

**(2\*5=10)**

**2**  
**4**  
**5**  
**2**  
**4**

**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**

**(5\*4=20)**

**2**

	1. Tramps 2. Shipping Bill 3. Ship Brokers 4. ICEGATE 5. Joint Venture		<b>1</b> <b>1</b> <b>5</b> <b>1</b> <b>1</b>
<b><u>Section – C (30 Marks)</u></b>			
<b>Attempt any 3 questions, each question carries 10 marks (10*3=30 marks)</b>			
Q -3	What are the challenges involved in international sourcing? Explain briefly.	<b>10</b>	<b>1</b>
Q-4	Explain in brief the different categories of export commodities.	<b>10</b>	<b>1</b>
Q-5	Explain the concept of cross sourcing in supplier relationship management with relevant example.	<b>10</b>	<b>4</b>
Q-6	Explain in detail the letter of credit, types and its significance in International trade.	<b>10</b>	<b>3</b>
<b>SECTION-D</b>			
<b>Answer the following (15*2=30 marks)</b>			
Q-7	What is packaging and its importance in International business? What are the precautions, which are required for export packaging?	<b>15</b>	<b>1</b>
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"> <li>• Certificate of origin and its importance</li> <li>• Commercial Invoice</li> <li>• Shipping Bill</li> </ul>	<b>15</b>	<b>5</b>