

**INDIAN MARITIME UNIVERSITY**  
(A Central University, Govt. of India)  
**End Semester Examinations – June 2022**  
**MBA (Port and Shipping Management) / (International  
Transportation and Logistics Management)**  
**II-Semester**

**PG21T2206/PG22T2206 -EXPORT AND IMPORT DOCUMENTATION**

**Date : 27.06.2022**

**Maximum Marks: 60**

**Duration : 3 Hours**

**Pass Marks : 30**

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**Part A – 10 MCQs (10 X 01 Mark)**

- (i) Which one of the following does not fall under the purview of post shipment advance \_\_\_\_\_
- Negotiation of bill under letter of credit
  - Purchase of foreign bill.
  - Advance against foreign bill for collection
  - Packing credit.
- (ii) Credits transferable by original beneficiary in favour of secondary beneficiary are known as
- Deferred credits
  - Transit credits
  - Instalment credits
  - Transferable credits
- (iii) The party which is ordered to pay the amount of bill of exchange is called
- Drawer
  - Drawee
  - Payee
  - None of these
- (iv) Which document implies that the goods, that are exported has been manufactured in a particular country mentioned therein.
- Shipping bill
  - Bill of Entry
  - Performa invoice
  - Certificate of origin
- (v) A Negotiable Receipt for Goods to be shipped that can be used to transfer title from one person to another is known as
- Straight bill of lading
  - Letter of credit
  - Bill of exchange
  - Ordered bill of lading
- (vi) Who can transfer LC to other beneficiary?
- Buyer
  - Broker
  - Shipping Company

d. Original Beneficiary

(vii) The basic objective of export Promotion Council is to promote and develop the Exports of the \_\_\_\_\_

- a. Particular products of country
- b. Only attractive projects of the country
- c. Only services industry products of the country.
- d. Overall exports of the country.

(viii) Which of the following agricultural commodity of India gives largest in terms of export value?

- a. Spices
- b. Tea
- c. Basmati Rice
- d. Cotton

(ix) The seller makes the goods available at their premises, or at another named place.

- a. FAS
- b. ExW
- c. DDP
- d. CIF

(x) The following is not a post shipment advance \_\_\_\_\_

- a. Packing credit.
- b. Purchase of foreign bill.
- c. Negotiation of bill under letter of credit
- d. Advance against foreign bill for collection

**Part B – 5 Short Questions (05 X 02 Marks)**

(i) What is bill of exchange? What are the limitations of bill of exchange?

(ii) What are the main formalities of registration as an exporter and importer?

(iii) Explain the procedures and documents required for availing export credit?

(iv) How does the exporter get Certificate of Origin? Why it is important?

(v) Write the importance of Regulatory Framework in the context of exports trade?

**Part C – 7 Long Questions-Answer Any 5 (05 X 8 Marks)**

(i) Describe different regulatory documents, which serve the purpose of monitoring the realization of export proceeds?

(ii) What are the differences between FOB contract and CIF contract and explain the duties and obligations of importers and exporters?

(iii) Explain various methods financing available for Indian exporters and their importance to the trade.

(iv) Explain the following terms

1. Duty Drawback
2. Retirement of Documents
3. Bill of Entry
4. Deemed Exports

(v) What is Letter of Credit? How does it work? What documents are required to open a letter of credit?

(vi) It is said that the ECGC enhances the creditworthiness of not only the export transaction but also the exporter. Do you agree with the statement? Explain

(vii) Significance, types and main functions of Bill of Lading – Explain ?