

**Indian Maritime University**  
(A Central University, Govt of India)  
MBA-International Transportation and Logistics Management  
PG22T2402 (Semester IV)  
International Logistics  
May/June 2018 End Semester Examinations

Time: 3 Hours  
Date: 29.05.2018

Max Marks:60  
Pass Marks:30

**SECTION A**

**12 X 1=12 Marks**

Answer all the questions  
All the questions carry equal marks

1. Which of the following organizations was created by the Bretton-Woods Conference in 1945?
  - a. World Trade Organization.
  - b. International Monetary Fund.
  - c. International Chamber of Commerce.
  - d. UNCTAD.
2. Availability of a brand in many countries signifies
  - a. That the product is a low cost product.
  - b. That the product is an indispensable product.
  - c. That consumer' tastes and preferences have become uniform.
  - d. That the product is a mass produced product.
3. Logistics Cluster Theory is developed by
  - a. Michael Porter.
  - b. Yossi Sheffi.
  - c. David Ricardo.
  - d. Raymond Vernon.
4. Infrastructure in the context of Logistics does not include
  - a. Ports.
  - b. Banking system.
  - c. Shipping Lines.
  - d. Water supply.
5. An intermediary that purchases goods in the exporting country and resells them to a customer in a foreign country is called as
  - a. A Distributor.
  - b. An Agent.
  - c. A Principal.
  - d. An Export Trading Company.

6. The Incoterm DAP specifies what regarding delivery?
- The mode of transportation for delivery.
  - Who pays for delivery.
  - Who unloads the goods from the means of conveyance.
  - Who buys insurance for delivery.
7. In a Documentary credit method of payment, sometimes a Page 1 of 4 in addition to the issuing bank and the advising bank, ..... involved. This bank is referred as
- Secondary Bank.
  - Intermediary Bank.
  - Amending Bank.
  - None of the above.
8. The risk resulting from possible fluctuations in currency exchange rates is called
- Hedging.
  - Transaction exposure.
  - Floating.
  - None of the above.
9. Which of the following factors in a port or cargo facility has no influence in the type of security measures put in place?
- Location.
  - Size.
  - Physical Layout.
  - Type of cargo.
10. When a security detection process determines that a cargo contains dangerous goods, even though the goods are innocuous (safe), what type of error is it?
- Type I error.
  - Type II error
  - Sampling error.
  - Type III error.
11. In international trade, improper packaging can
- Result in rejection of the claim by the insurance company.
  - Result in rejection of the claim by the carrier.
  - Result in both the above.
  - Result in none of the above.
12. Which of the following approaches is advisable when meeting a person of foreign culture for the first time?

- a. Cautious approach.
- b. Formal approach.
- c. Casual approach.
- d. None of the above.

**SECTION B**

**5 X 4 = 20 Marks**

Answer any 5 out of 7 questions  
Each answer should not exceed 200 words

- 13. What are various drivers of international trade?
- 14. List the factors which may call for use of an agent in the importing country.
- 15. What are the Exporter's and Importer's Responsibilities under the INCOTERM - FCA?
- 16. Explain the difference between spot rates in foreign exchange and forward exchange rates and give an illustration for options market hedging as a transaction risk management tool.
- 17. Explain the importance of understanding the mode of transportation for choosing the appropriate packaging.
- 18. What are the salient features of International English required for success in International Business?
- 19. Cultural sensitivity is important in International trade. - Explain.

**SECTION C**

**4 X 7 = 28 Marks**

Question No. 20 is compulsory  
Answer any 3 out of 5 remaining questions  
Each answer should not exceed 500 Words

20. Documentary credit is the most popular method of payment in International trade. Explain the salient features of the Letter of Credit method and highlight its benefits to both the exporter and the importer.
  21. List the components of Transportation infrastructure required for International logistics.
  22. Explain the developments in international logistics and supply chain management.
  23. Discuss the salient aspects of packaging for ocean transportation.
  24. Different countries have chosen different paths for securing the international infrastructure - Elucidate.
  25. What are the areas in which a company can obtain a strategic advantage over its competitors by making customer-driven decisions?
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