

Enrollment No.....



Faculty of Management Studies

End Sem Examination May-2024

MS5EL02 Export-Import Procedure &amp; Documentation

Programme: MBA

Branch/Specialisation: Management

**Duration: 3 Hrs.****Maximum Marks: 60**

Note: All questions are compulsory. Internal choices, if any, are indicated. Answers of Q.1 (MCQs) should be written in full instead of only a, b, c or d. Assume suitable data if necessary. Notations and symbols have their usual meaning.

- Q.1 i. Which document serves as evidence of the contract of carriage and receipt of goods? **1**  
 (a) Bill of lading (b) Commercial invoice  
 (c) Packing list (d) None of these
- ii. Which document certifies the country of origin of goods? **1**  
 (a) Certificate of origin (b) Bill of entry  
 (c) Shipping bill (d) None of these
- iii. What is the purpose of a commercial invoice in international trade? **1**  
 (a) To certify the country of origin of goods  
 (b) To specify the terms of payment  
 (c) To serve as a contract of sale between the buyer and seller  
 (d) None of these
- iv. Which of the following is the first step in the processing of an export order? **1**  
 (a) Negotiation of order (b) Receipt of order  
 (c) Pre-shipment inspection (d) None of these
- v. Which type of marine insurance policy covers the risks of loss or damage to goods while in transit by sea? **1**  
 (a) Voyage policy (b) Time policy  
 (c) Mixed policy (d) None of these
- vi. What does BIS 14000 certification primarily focus on? **1**  
 (a) Quality management  
 (b) Environmental management  
 (c) Health and safety management  
 (d) None of these

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	vii.	Which agency is responsible for customs clearance of export cargo in India? (a) Directorate General of Foreign Trade (DGFT) (b) Export Inspection Council (EIC) (c) Customs department (d) None of these	1
	viii.	What is the purpose of post-shipment credit? (a) To finance the purchase of goods before shipment (b) To finance the shipment of goods after shipment (c) To finance the purchase of goods after shipment (d) None of these	1
	ix.	What is the term used to describe the total value of a country's export minus the total value of its imports? (a) Trade deficit (b) Trade surplus (c) Balance of trade (d) Current account balance	1
	x.	Which mode of shipment is typically the fastest for exporting goods? (a) Sea (b) Air (c) ICD (d) Land customs station	1
Q.2	i.	What is an Aligned Documentation System (ADS)?	3
	ii.	Describe the process and key documents involved in obtaining ISO 9000 certifications for export-import businesses.	7
OR	iii.	How does the Indian Institute of Foreign Trade (IIFT) contribute to the promotion of international trade and management education in India?	7
Q.3	i.	Describe the step-by-step process involved in processing an export order.	4
	ii.	Explain the differences between a proforma invoice and a commercial invoice.	6
OR	iii.	How do commodity boards contribute to the development and promotion of specific export-oriented industries? Provide examples of industries supported by commodity boards.	6
Q.4	i.	What is a commercial invoice in the context of international trade?	3
	ii.	Describe the purpose and significance of a mate's receipt in the pre-shipment documentation process.	7

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OR	iii.	Describe the significance of a marine insurance policy in international trade. What are the different types of marine insurance policies?	7
Q.5	i.	What is a freight declaration? Why is it required for importing goods?	4
	ii.	Explain the process of obtaining a certificate of measurements for imported goods. What are the standard requirements for issuing such a certificate?	6
OR	iii.	Discuss the role of third-party inspection agencies in issuing certificates of inspection.	6
Q.6		Attempt any two:	
	i.	Differentiate between the negative list and restricted list in foreign trade.	5
	ii.	Discuss the regulatory framework governing multimodal transport in India.	5
	iii.	Explain the customs clearance process for export cargo.	5

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**Marking Scheme**  
**Export-Import Documentation (T) - MS5EL02(T)**

Q.1	i)	Which document serves as evidence of the contract of carriage and receipt of goods? <b>(a) Bill of Lading</b>	1
	ii)	Which document certifies the country of origin of goods? <b>(a) Certificate of Origin</b>	1
	iii)	What is the purpose of a commercial invoice in international trade? <b>c) To serve as a contract of sale between the buyer and seller</b>	1
	iv)	Which of the following is the first step in the processing of an export order? <b>b) Receipt of Order</b>	1
	v)	Which type of marine insurance policy covers the risks of loss or damage to goods while in transit by sea? <b>a) Voyage Policy</b>	1
	vi)	What does BIS 14000 certification primarily focus on? <b>b) Environmental Management</b>	1
	vii)	Which agency is responsible for customs clearance of export cargo in India? <b>c) Customs Department</b>	1
	viii)	What is the purpose of post-shipment credit? <b>b) To finance the shipment of goods after shipment</b>	1
	ix)	(c) Balance of Trade.	1
	x)	Which mode of shipment is typically the fastest for exporting goods? <b>b) Air</b>	1
Q.2	i.	What is an Aligned Documentation System (ADS) . Defination 3 mark	3
	ii.	Describe the process and key documents involved in obtaining ISO 9000 certifications for export-import businesses. Process -4 Key documents:3	7

OR	iii.	How does the Indian Institute of Foreign Trade (IIFT) contribute to the promotion of international trade and management education in India? Explanation-7 mark	7
Q.3	i.	Describe the step-by-step process involved in processing an export order. Process-4 mark	4
	ii.	Explain the differences between a Proforma Invoice and a Commercial Invoice. Difference 1 mark each for proforma. 1*3=3 1 mark each for Commercial Invoice. 1*3=3	6
OR	iii.	How do Commodity Boards contribute to the development and promotion of specific export-oriented industries? Provide examples of industries supported by Commodity Boards. Explanation-4 mark Example -2 mark	6
Q.4	i.	What is a commercial invoice in the context of international trade. Defination-3 mark	3
	ii.	Describe the purpose and significance of a mate's receipt in the pre-shipment documentation process. Purpose-3.5 mark Significance:3.5 mark	7
OR	iii.	Describe the significance of a Marine Insurance Policy in international trade. What are the different types of Marine Insurance Policies. Significance any 3. 1 mark each Describe Any 3 policy 1 mark each	7
Q.5	i.	What is a Freight Declaration, and why is it required for importing goods? Definition -2 mark Part 2 -2 mark	4

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|-----|------------------|--|----------|
|     | ii.              | Explain the process of obtaining a Certificate of Measurements for imported goods. What are the standard requirements for issuing such a certificate?<br>Process 3 mark<br>Standard requirement-3 mark | <b>6</b> |
| OR  | iii.             | Discuss the role of third-party inspection agencies in issuing Certificates of Inspection.<br>Role -1 mark each  | <b>6</b> |
| Q.6 | Attempt any two: |  |          |
|     | i.               | Differentiate between the Negative List and Restricted List in foreign trade.<br>Any 5 1 mark each   | <b>5</b> |
|     | ii.              | Discuss the regulatory framework governing multimodal transport in India.<br>Discuss 5 mark  | <b>5</b> |
|     | iii.             | Explain the customs clearance process for export cargo.<br>Process 5 mark  | <b>5</b> |

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