

**IMC CHAMBER OF COMMERCE AND INDUSTRY  
ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION  
DECEMBER 2022**

**Subject: INTERNATIONAL MARKETING AND ORGANISATION BEHAVIOUR**

**Date: 03.12.2022**

**Marks: 100**

**Time: 10:30 a.m. to 1:30 p.m.**

**NOTE:**

- Answer any five questions. Answer one sub question (a) or (b) from each of them.
- Each question carries 20 marks.
- Correct question number should be indicated against each answer.

**Q.1 (a)** What are the reasons/causes for group formations in an organization? What do you mean by formal and informal groups in an organization?

**OR**

**Q.1 (b)** Define Stress and describe the nature of stress. What are the various causes of stress in an organization?

**Q.2 (a)** State the different theories of Motivation? Also discuss the role of “Money” as a motivator with reference various Theories of Motivation.

**OR**

**Q.2 (b)** What is International Marketing and how far is International Marketing different from Domestic Marketing?

**Q.3 (a)** State and explain Marketing Research. To what extent could Marketing Research impact International Marketing?

**OR**

**Q.3 (b)** State and explain briefly the stages of Product Life Cycle with a help of Graph.

**Q.4 (a) Write Short Notes on the following (any four): -**

- i. International Pricing Strategies
- ii. Trading Blocks
- iii. Export Promotion Councils & Commodity Boards
- iv. Preferential Trade Agreement and International Marketing
- v. Leadership and various behavioral approaches to Leadership

**OR**

**Q.4 (b)** Explain the basis of International Market Segmentation. What are the requirements for an effective market segmentation?

**Q.5 (a)** What do you mean by Globalization? Discuss the Impact of Globalization, Disintermediation, Liberalization, and introduction of GST on the International market.

**OR**

**Q.5 (b)** What are the different factors affecting Export Pricing? Also how important is break-even analysis for International Trade.

**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**  
**DECEMBER 2022**

**Subject: EXPORT FINANCE AND BANKING & EXCHANGE CONTROL REGULATIONS**

**Date: 04.12.2022**

**Marks: 100**

**Time: 10:30 a.m. to 1:30 p.m.**

**NOTE:**

- a) Answer any five questions. Each Question carries 20 marks.
- b) Correct question numbers should be indicated against each answer.

**Q.1. Discuss Forfeiting as an International Financial Product for financing of Medium to Long Term Deferred Payment Exports.**

**Q.2. What are current account and capital account transactions in terms of FEMA. They say Indian Rupee has become fully convertible, only on current account transaction. Discuss.**

**Q.3. What are the two stages of Export Finance? If an exporter has availed Preshipment Finance from the bank, is it must for him to avail Post shipment finance also. Why?**

**Q.4. Discuss NRO, NRE and FCNR foreign currency accounts that are allowed to be opened and maintained by NRI's.**

**Q.5. Discuss the concept of Notional transit period (NTP) and Notional due date (NDD) for Post-shipment Finance in case of sight Export Order and Usance Export Order.**

If the last date of Shipment is

30<sup>th</sup> September, 2022

Date of Submission of documents to the bank is 15<sup>th</sup> October, 2022

And usance allowed by the exporter to the Buyer is 180 Days, then work out the NTP and NDD.

**Q.6. What is the difference between Domestic Pricing and Export Pricing? What are the main objectives that an exporter should keep in mind while quoting Export Price to the foreign Buyer.**

**Q.7. Calculate FOB price to be quoted by the exporter to the European buyer with the following available data.**

Ex-factory Cost	: Rs.220000/-
Labour Charges	: Rs.30000/-
Packing Cost	: Rs.15000/-
Local Transport charges	: Rs.50000/-
Exporter expects a Profit of	: 20%
Export Incentive is	: 5%
If Euro is	: Rs.90

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**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION  
DECEMBER 2022**

**Subject: EXPORT PROCEDURE & DOCUMENTATION**

**Date: 10. 12.2022**

**Marks: 100**

**Time: 10:30 a.m. to 1:30 p.m.**

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**NOTE:**

- Answer any five questions.
- Each question carries 20 marks.
- Correct question number should be indicated against each answer.

- Q.1. Describe in detail the procedure for obtaining RCMC. How does it help the Indian exporters to boost their export business?**
- Q.2. Describe Bill of Lading as the most important Export document. What is straight BL and an order BL?**
- Q.3. Discuss the main Export Documents that are in use at present. Has documentation undergone some change in terms of EASE OF DOING BUSINESS in India with effect from 2015? Discuss briefly.**
- Q.4. What are Marine All Risk (MAR) Insurance covers mainly used for in International Trade?**
- Q.5. What is a Proforma Invoice? Discuss any five important parameters/Ingredients of an Export Order.**
- Q.6. Why is Certificate of Origin an important Export document and what purpose does it serve in International Trade transaction?**
- Q.7. What is the difference between Export Order and a Letter of Credit? Why is Letter of Credit considered the most popular Instrument in International Trade?**

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**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
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**DECEMBER 2022**

**Subject: IMPORT MANAGEMENT**

**Date: 11.12.2022**

**Marks 100**

**Time: 10:30 a.m. to 1:30 p.m.**

NOTE:

- c) Answer any five questions. Each Question carries 20 marks.
- d) Correct question numbers should be indicated against each answer.

- Q.1.** Define the term "Import". Also explain the procedure for customs clearance of imported goods with special emphasis on import general manifest, filing of bill of Entry, valuation and assessment, payment of duty and dispatch of goods to the importer's warehouse?
- Q.2.** Define Letter of Credit and explain the procedure involved in Letter of Credit. Also state the roles of Importer and Bank in regard to Letter of Credit?
- Q.3.** State and explain the current FTP provisions for Duty Free import of inputs required for export production?
- Q.4.** Is Importing and Exporting necessary? Discuss in what way these can impact India's economic growth.
- Q.5.** Calculate Import Duty in Indian Rupees:-
- |  |                 |
|--|-----------------|
| a) Ex. Factory Cost  | US\$. 1,00,000. |
| b) Local Transportation Up To the Port Of Loading                              | INR. 1,25,000/- |
| c) Quality Inspection And Testing Cost At Supplier's Factory                   | Rs.450.00       |
| d) Ocean Freight -----   | US\$. 800/-     |
| e) Marine Insurance Premium Charges -----                                      | INR.15,000/-    |
| f) Trade Handling Charges At Port Of Import                                    | Rs.10,000.00    |
| g) Port Landing Charges on CIF value in rupees -----                           | 1%              |
| h) Basic Custom Duty (BCD):  | 10%             |
| i) Integrated Goods & Service Tax  | 12%             |
| j) Customs Exchange Rate for the month of November 2022 = INR 85.00 = 1 US \$. |                 |
| k) Bill of entry was filed on 10 <sup>th</sup> November 2022.                  |                 |

With the help of above data, prepare a work-sheet showing calculation of:-

- a) FOB Value
- b) Total CIF value
- c) Assessable Value in Indian Rupees.
- d) Basic Customs Duty
- e) IGST
- f) Import Duty in Indian Rupees

P.T.O.

- Q.6.** Write detailed notes on any Two of the following: -

- a) Various types of Bills of Entries for import of goods
- b) Project Import Regulations
- c) RODTEP i.e. Reimbursement of Duties and Taxes on Export of Products
- d) Role of Customs House Brokers

- Q.7.** State the procedures for warehousing of imported goods and its benefits. Also discuss Customs Bonded Warehouse and Private Bonded Warehousing.
- Q.8.** Examine the procedures involved for importing through Courier and Foreign Post Office.

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**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**  
**DECEMBER 2022**  
**Subject: FOREIGN TRADE POLICY**

**Date: 17.12.2022**

**Marks: 100**

**Time: 10:30 a.m. to 1:30 p.m.**

**NOTE**

- Answer any five questions. Each question carries 20 marks.
- Correct question number should be indicated against each answer.

Q.1. Answer all of the following. Each question carries 2 marks.

- a) What was the original date of validity of current Foreign Trade Policy?
- b) Till which date is the current Foreign Trade Policy valid?
- c) Define "Wild Animal" as mentioned in Foreign Trade Policy.
- d) DGFT comes under which Ministry of Govt. of India?
- e) Who issues Duty Drawback - DGFT or Customs Authorities?
- f) What is the full form of "EHTP" as per Foreign Trade Policy?
- g) Under which Act does the Govt. of India declare the Foreign Trade Policy?
- h) For what reason has DGFT discontinued the MEIS Scheme?
- i) Is India's current Balance of Trade in Surplus or in Deficit?
- j) What is Shipping Bill?

Q.2. Write the definition of any five of the following terms as mentioned in Foreign Trade Policy. Each definition carries 4 marks.

- a) Accessories
- b) Export Obligation
- c) Applicant
- d) Component
- e) Consumer Goods
- f) SCOMET

Q.3. a) Please mention and explain each of the chapter headings of Foreign Trade Policy 2015-20

b) Discuss in detail the EPCG scheme and its various provisions.

Q.4. Explain in detail all the Duty Exemption and Duty Remission Schemes of Foreign Trade Policy 2015-20.

Q.5. a) Discuss in detail "Deemed Exports".

b) Discuss on any 5 topics of General Provision regarding Imports and Exports.

Q.6. Write Short Notes on any four.

- a) How many type of Status Holders are there? What are their eligibility criteria's?
- b) Towns of Exports Excellence.
- c) Risk Management System under FTP.
- d) Name at least five different Export Promotion Councils, and what are their main functions?
- e) Importance of Importer Exporter Code (IEC) under the FTP/HBP as amended till date.

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**IMC CHAMBER OF COMMERCE AND INDUSTRY**

**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**

DECEMBER 2022

Subject: FOREIGN TRADE LOGISTICS

Date: 18.12.2022

Marks: 100

Time: 10:30 a.m. to 1:30 p.m.

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NOTE

- Answer any five questions. Each question carries 20 marks.
- Correct question number should be indicated against each answer.

- Q.1. Explain the Nature, Role and Scope of Logistics in International Trade.
- Q.2. List out and explain in brief Overland Transport, Water Transport and Air Transport used in International Trade.
- Q.3. Define Inco terms. Explain in detail any 5 Inco terms 2020.
- Q.4. Explain the following:
- a) Explain the Role of any five Agencies involved in “EXIM Trade”
  - b) Customer Expectations related to “Logistics Performance”
- Q.5. Explain Pre-Shipment, Shipment Stage and Post shipment Stage of Inbound Logistics.
- Q.6. Explain the following:
- a) Different types of Charter Party Clauses
  - b) Concept of “Multimodal Transport Operator”
- Q.7. Write short notes any two.
- a) Export Logistics Planning.
  - b) Advantages and Disadvantages of Shipments through “Inland Container Depot”.
  - c) Types of Marine Insurance Policy
  - d) Concept of 3 P/L and 4 P/L.

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