

**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**  
**MAY-JUNE 2023**  
**INTERNATIONAL MARKETING AND ORGANISATION BEHAVIOUR**

**Date: 20.05.2023**

**Marks: 100**

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

**NOTES:**

- Question No.1 is Compulsory. PLEASE ATTEMPT.
- Correct question number should be indicated against each answer.

**Question No.1**

**Attempt ANY TWO SUB-QUESTIONS from the following :- (10 Marks each)**

- a) Define Organization behavior and state the various goals of the organization?
- b) Discuss the role of money as a motivator with reference to theories of motivation.
- c) Discuss Human Limitations in decision making.
- d) Define Stress and describe the nature of Stress.

**Question No. 2**

**Attempt ANY TWO SUB-QUESTIONS from the following :- (10 Marks each)**

- a) Define international Marketing? Discuss its main features.
- b) What are trade barriers? Explain their objectives?
- c) Discuss Direct Exports and Indirect Exports?
- d) Explain modes of entering in to international market?

**Question No. 3**

**Attempt ANY TWO SUB-QUESTIONS from the following :- (10 Marks each)**

- a) Explain the meaning, objective, and functions of World Bank?
- b) Explain international product liner decisions with illustrations?
- c) Discuss the various factors determining the International Prices?
- d) Explain the role of packaging in international marketing?

**Questions No.4**

**Attempt ANY TWO SUB-QUESTIONS from the following :- (10 Marks each)**

- a) Discuss the product Life Cycle?
- b) Discuss Export Promotion Councils and their roles
- c) Discuss your understanding of globalization and state how far it has helped India's economic growth?
- d) Discuss International Pricing strategies?

**Questions No.5**

**Attempt ANY TWO SUB-QUESTIONS from the following :- (10 Marks each)**

- a) Discuss International Market segmentation and what are its Requirements?
  - b) Explain trading blocks and what are its impacts on international Trade?
  - c) Discuss the role of labeling in International marketing and its Importance?
- Discuss the Product Standardization and its advantages?

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**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**  
**June 2023**

**EXPORT FINANCE AND BANKING EXCHANGE CONTROL REGULATIONS**

**Date: 21.05.2023**

**Marks: 100**

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

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**NOTE:**

PLEASE ANSWER ANY 5 QUESTIONS.

ALL QUESTIONS CARRY EQUAL MARKS.

1. Discuss Factoring as an International Financial Product for financing of exports on open account basis.
2. Who is an authorized person as per FEMA Discuss different types of these authorized persons?
3. What are the two stages of Export Finance? If an exporter has availed Packing Credit from his bank is it must for him to avail Post shipment finance also. Why?
4. Discuss few foreign currency accounts that are allowed to be opened and maintained by Residents in India?
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 1<sup>st</sup> March, 2023
  - Date of Submission of documents to the bank is 15<sup>th</sup> March, 2023Work out the NTP and NDD, if the Usance allowed by the exporter to the Buyer is 90 days from the date of Shipment.
6. What is Break Even Point (BEP). How it helps exporters to quote a competitive price to the buyer. What are the main factors that an exporter should keep in mind while quoting Export Price to the foreign Buyer.
7. Calculate FOB price to be quoted by the exporter to the Singapore Buyer with the following available data.

Material Cost	: Rs.400000/-
Labour Charges	: Rs.100000/-
Packing Cost	: Rs.20000/-
Transport charges up to the Port	: Rs.30000/-
Exporter expects a Profit of	: 10 %
Export Incentive is	: 25 %
If Singapore dollar is	: Rs.80

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**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
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**June 2023**

**EXPORT PROCEDURE & DOCUMENTATION**

**Date: 27.05.2023**

**Marks: 100**

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

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**NOTE:**

- ANSWER ANY 5 QUESTIONS. ALL QUESTIONS CARRY EQUAL MARKS.
- CORRECT QUESTION NUMBER SHOULD BE INDICATED AGAINST EACH ANSWER

1. Show the diagrammatic representation of an export transaction and various laws governing an export transaction
2. Which are the different types of Exchange rates quoted by the AD's to their customers for different types of Foreign exchange transaction
3. Why it is must for an exporter to get himself registered as RCMC. Name few Export Promotion organizations. How they help exporter to promote their Exports
4. What are the advantages of Letter of credit to an exporter over Documents on collection basis? Which are the main parties in the LC transaction.
5. What is Bill of Lading and why it is considered as most important export Document.
6. Why a certificate of origin is an important export document and what purpose it serves.
7. What are the mandatory declarations required to be given by the exporter to RBI at the time of customs clearance of his goods for exports and which is the document meant for the purpose

**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**  
**June 2023**

**IMPORT MANAGEMENT**

**Date: 28.05.2023**

**Marks: 100**

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

**NOTE:**

- ANSWER ANY 5 QUESTIONS. ALL QUESTIONS CARRY EQUAL MARKS.
- CORRECT QUESTION NUMBER SHOULD BE INDICATED AGAINST EACH ANSWER

Q.1 Define the term “Import”. Describe procedure of “Customs Clearance of Imported Goods”, Payment of Duty and dispatch of materials?

Q.2 Discuss the methods of payment available for importers?

Q.3 Write a detailed note on different types of Customs Duty applicable under the Customs Tariff Act 1975.

Q.4 Define “Letter of Credit” and explain the procedure involved in Letter of Credit. Explain the role of an Importer and Bank in regards to Letter of Credit?

Q.5. - Calculate Import Duty in Indian rupees under the Indirect Tax GST: -

- a) EX. FACTORY COST US \$. 40,000
- b) LOCAL TRANSPORTATION UP TO THE PORT OF LOADING US \$.1500
- c) Additional Product Development cost agreed to be paid to supplier US\$.200
- d) Ocean Freight ----- US\$. 700
- e) Marine Insurance Premium Charges -----US\$. 90
- f) Port Landing Charges on CIF value in rupees ----- 1%
- g) Basic Custom Duty (BCD): 10%
- h) SOCIAL WELFARE CHARGES 10% - AS MAY BE APPLICABLE
- i) Integrated Goods& Service Tax (IGST). 12%
- j) CUSTOMS EXCHANGE RATE AS ON DATE OF FILING THE BILL OF ENTRY INR 85.00 = 1 US\$.

INSTRUCTION: -

WITH THE HELP OF DATA GIVEN ABOVE

1. Prepare a work-sheet showing calculation of the FOB VALUE, Total CIF value and Assessable Value in Indian Rupees.
2. Also show the Total applicable Import Duty PAYABLE in Indian Rupees.

Q.5 Write short notes (any FOUR):

- a) Import of Samples/Prototypes.
- b) Various Types of Bills of Entry for import of goods
- c) Certificate of Origin
- d) Basic difference between Import and export
- e) Various types of Bills of Entry for import clearance.
- f) Bills of Lading

Q.6 Why is importing necessary. Discuss in what way importing can impact India's economic growth.

Q. 7 Write short notes (any Four):

- a) Buyers' line of credits.
- b) Direct and Indirect Importing.
- c) Process of Importing through courier and post.
- d) Procedure for stuffing and sealing of containers under GST regime.
- e) Import of Samples
- f) Import of items restricted under FTP.

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**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
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**June 2023**

**FOREGIN TRADE POLICY**

**Date: 03.06.2023**

**Marks: 100**

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

**NOTE:**

- ANSWER ANY 5 QUESTIONS. ALL QUESTIONS CARRY EQUAL MARKS.
- CORRECT QUESTION NUMBER SHOULD BE INDICATED AGAINST EACH ANSWER

Q.NO.1 Write a Note on "Export Obligation under the EPCG Scheme"

Q.NO.2 Discuss various points related to the Advance Authorization Scheme?

Q.NO.3 Write Short Notes (Any 4)

- a) Export Promotion Councils and RCMCs .
- b) ITC (HS) Classification.
- c) Duty Drawback Scheme.
- d) Letter of Permission (LOP) under the 100% EOU scheme.
- e) RODTEP scheme.
- f) IEC

Q.NO.4 Write a detailed Note on Status holders. Indicate definition, objective, performance parameters, validity of status holder certificates and benefits available to Status holders

Q.NO.5 What is Deemed Exports? Indicate the categories of supplies under Deemed Exports and the benefits available to Deemed exports.

Q.NO.6 Explain the procedure to be followed for the setting up of a 100% EOU. What are the benefits available to an EOU?

Q.NO.7 Write Short Notes (Any 5)

- a) Restricted Items
- b) Post – Export EPCG scrips
- c) Duty Credit Scrips
- d) Standard Input Output Norms ( SION)
- e) NFE under the 100% EOU scheme
- f) Nexus Certificate and Installation Certificate
- g) Definitions of (a) Component (b) Consumer Goods

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**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**  
**June 2023**

**FOREGIN TRADE LOGISTICS**

**Date: 04.06.2023**

**Marks: 100**

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

**NOTE:**

- ANSWER ANY 5 QUESTIONS. ALL QUESTIONS CARRY EQUAL MARKS.
- CORRECT QUESTION NUMBER SHOULD BE INDICATED AGAINST EACH ANSWER

Q.NO.1 List out & explain functions of logistics in detail.

Q.NO.2 Explain in brief different means & modes of transport used in International Trade.

Q.NO.3 Explain in detail Pre-Shipment, Shipment & Post Shipment Stages in Inbound Export Logistics.

Q.NO.4 Explain in Detail:

- a) Charter Party Clauses
- b) Factors influencing Transport Cost.

Q.NO.5 Define Inco terms. Explain in detail any 5 Inco terms 2020.

Q.NO.6 List out and explain the role of any five agencies involved in Exim Trade.

Q.NO.7 Write short notes (any two):

- a) Types of Ships (Preferably with Diagram).
- b) Role of “Information Technology” in International Logistics.
- c) Types of Marine Insurance Policies.
- d) Concept of 3 P/L & 4 P/L.

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