

**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**  
**November-December 2024**

**SUBJECT: INTERNATIONAL MARKETING & ORGANIZATIONAL BEHAVIOUR**

**Date: 30.11.2024**

**Marks: 100**

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

**NOTES:**

- Correct question number should be indicated against each answer.

**Question 1 (A) – Fill in the blanks – (Any 5 (five) of the following)**

**5 Marks**

- a) The two important elements of demand are \_\_\_\_\_ and \_\_\_\_\_ of the selling goods.
- b) \_\_\_\_\_ and \_\_\_\_\_ are the two easy ways of entering the foreign markets with minimum commitments of resources and efforts on the part of the international marketer.
- c) International Marketing can be defined as “the marketing of \_\_\_\_\_ and \_\_\_\_\_ across the national frontiers”.
- d) \_\_\_\_\_ Costs are the costs which vary with the variation in the level of output.
- e) The Breakeven analysis helps to understand the \_\_\_\_\_ sales required to avoid any \_\_\_\_\_ at various levels of sales.
- f) \_\_\_\_\_ refers to a direct exchange of goods of equal value with no money or third-party involvement in the sale.
- g) Under the product \_\_\_\_\_ strategy the product is properly modified to suit the environment of the foreign market.
- h) EPCs are dedicated and special organisations who create \_\_\_\_\_ about India’s export potentials.

**Question 1 (B) - Say true or false (any 5 (five) of the following: -**

**5 Marks**

- a) In marginal cost pricing method, only the marginal cost (direct cost) of the export product is considered to arrive at the export price.
- b) When a foreign buyer specifies the price at which he is willing to buy the product, it is known as Customer Determined Price.
- c) Product Positioning perspectives include Six (6) different positioning strategies.
- d) Demand, Competition, and export incentives may not have any important bearing on the international pricing.
- e) Transfer Pricing as a pricing tool is generally resorted to by the MNCs.
- f) Market Oriented Pricing is a flexible pricing policy because it allows the prices to be charged as per changes in the market conditions.
- g) EXIM Bank of India was set up in the year 1988 for the purpose of financing, facilitating and promoting foreign trade of India.
- h) The primary role of ECGC is to support and strengthen the export promotion drive in India.
- i) An irrevocable letter of credit is the one that can be revoked, amended, or modified by issuing bank without express consent of other parties concerned.

**Question No. 2 - Define the following terms (any five (5) only**

**10 Marks**

- (a) Primary Data
- (b) Convenience Sampling Method.
- (c) Globalisation
- (d) Product Extension
- (e) Certificate of Origin
- (f) Delivered Duty Paid (DDP)
- (g) Trade Related Investment Measures (TRIMS)
- (h) Licensing and Franchising in International Markets.

**Question No.3 - Give Reasons (Any 4 (FOUR) ) -**

**20 marks**

- (a) Factors controlling International Prices
- (b) Packing, marking and Labelling
- (c) Lay off in a B to B organisation.
- (d) Transaction Value for Customs Purpose.
- (e) Electronic Bank Realisation Certificate
- (f) Hull and Machinery Insurance
- (g) Repository of Shipping Bills

**. Question No.4 - Write Short Notes (Any 3 (three)-**

**30 marks**

- a) What are the reasons for International Marketing?
- b) What do you mean by MNC and State the various merits and demerits of MNCs?
- c) Tariff Barriers
- d) Star Export Houses
- e) Product Life Cycle and its various stages.
- f) Components of the Logistic Management.

**Question No. 5. Answer in Brief (Any 3 (three):-**

**30 Marks**

- a) State the types of Motivation? Also explain Motivation and its features?
- b) Define leadership? Explain the traits, qualities, and motives of an effective leader?
- c) Discuss the various factors affecting export pricing preferably with examples?
- d) What is marketing research? Explain its importance in international marketing.
- e) What are the decisions that a firm has to take while selecting a market segment?
- f) What are the various quality control objectives in exporting? What are the current institutional set up for quality control and inspection of export goods.

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**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**  
**DECEMBER 2024**  
**SUBJECT: EXPORT FINANCE AND BANKING EXCHANGE CONTROL REGULATIONS**

**Date: 01.12.2024**

**Marks: 100**

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

**NOTES:**

- Correct question number should be indicated against each answer.

**Q No.1 OBJECTIVE TYPES OF QUESTIONS**

**A. Fill in the blanks:**

**10 marks**

- i. Factoring is a type of ----- term International Financial Product.
- ii. As per liberalized remittance scheme an individual is allowed to remit per year outside the country USD -----
- iii. The security for availing Post Shipment Finance from the Bank is hypothecation of ----- Receivables from the foreign Buyer
- iv. EEFC account is allowed to be opened in Foreign Currency by an ----- for his realization proceeds
- v. As per FEMA export proceeds to be realised maximum within a period of 270 days from the date of -----

**B. True or False**

- i. Forfeiting is a type of Medium to long term financing From an International Financing Agency (True/False)
- ii. FCNR account is allowed to be opened by NRI (True/False)
- iii. Pre shipment and Post shipment Finance are both short term credit from Bank. (True/False)
- iv. Deferred Payment Export Credit is a Medium to Long term Export credit . (True/False)
- v. Pre-Shipment Finance is allowed maximum for a period of 360 days (True/False)

**Q No.2 Define the following Terms (Any Five)**

**10 Marks**

- i. Post Shipment Finance
- ii. Negotiation of Documents under LC
- iii. Factoring an International Financial Product
- iv. INCO term CIF
- v. Who is a Person of Indian Origin (PIO)
- vi. Buyer's Credit under Deferred Export

**P.T.O.**

**Q No.3 Give Reasons (Any Four)**

**20 Marks**

- i. Letter of credit is always a better option for an exporter
- ii. How having an EEFC account helps Indian Exporters.
- iii. Why there are two stages of Export Finance.
- iv. FEMA as a liberalised law as compared to FERA
- v. How ECGC helps Exporters to protect their payment risk.

**Q No.4 Write Short Notes (Any Three)**

**30 Marks**

- i. RFC Resident Foreign Currency account
- ii. Foreign Currency Non Resident account ( FCNR) account
- iii. Irrevocable Letter of Credit
- iv. Different parties in any LC transaction

**Q No.5. Answer in Brief (Any Three)**

**30 marks**

- i. What is uncommon between Domestic Finance and Export Finance
- ii. What is the difference between NRE and NRO the two foreign Currency accounts
- iii. What are the main factors an exporter should keep in mind while quoting the price to the foreign Buyer
- iv. Calculate BEP, BEP sales and number of units to be produced to get profit of Rs.400/- with the following available data.

Selling Price per unit

Rs.9

Variable cost/unit

Rs.5

Fixed Cost

Rs.2000

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**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**  
**DECEMBER 2024**

**SUBJECT: EXPORT PROCEDURE AND DOCUMENTATION**

**Date: 07.12.2024**

**Marks: 100**

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

**NOTES:**

- Correct question number should be indicated against each answer.

**Q No.1 OBJECTIVE TYPES OF QUESTIONS**

**A) Fill in the blanks:**

**10 Marks**

- i. Filing of ----- bill at the time of exports is as per Indian customs Act. 1962
- ii. Two types of export orders are documents against payment and documents against -----
- iii. As per revised FEMA guidelines, export proceeds to be realized into the country maximum within a period ----- days from the date of shipment.
- iv. Bill of lading represents the ----- of goods meant for exports.
- v. RCMC stands for Registration cum ----- certificate.

**B. True or False**

- I. At the time of export Bill of entry is required to be presented before the customs authorities. (True/False)
- II. Air Way Bill is a negotiable transport Document (True/False)
- III. FTDR Act.1992 deals with Inward and out ward remittance of FEX (True/False)
- IV. Uniform Customs and Practices for Documentary credit deals with the documents on collection basis. (True/False)
- V. The validity of RCMC is one year from the date of Issue. (True/False)

**Q No.2 Define the following Terms (Any Five)**

**10 Marks**

- I. NOSTRO Account
- II. Proforma Invoice
- III. Exporters Declaration Form (EDF)
- IV. Role of Authorized Dealer
- V. Certificate of Origin
- VI. Shipping Instructions.

**P.T.O.**

**Q No.3 Give Reasons (Any Four)**

**20 Marks**

- I. LC is always a better option for an exporter than an Export Order.
- II. Proforma Invoice and Commercial Invoice are Just like mirror image of one another.
- III. Why there are two rates for any foreign Exchange transaction.
- IV. Straight BL is not considered a good security for banks.
- V. Why ECGC Buyer's Cover is needed in case of documents on Collection method.

**Q No.4 Write Short Notes (Any Three)**

**30 Marks**

- I. Insurance Certificate
- II. Open Account method of settlement of Export Transaction
- III. RCMC
- IV. Bill of Lading

**Q No.5 Answer in Brief (Any Three)**

**30 Marks**

- I. Difference between Bill of Lading and Bill of Exchange.
- II. Role of Confirming Bank in case of Letter of Credit
- III. Provision under IPQC Insp. Act 1963 regarding goods meant for exports
- IV. What is combined CO/GSP certificate.

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**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**  
**DECEMBER 2024**  
**SUBJECT: IMPORT MANAGEMENT**

**Date: 08.12.2024**

**Marks: 100**

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

**NOTES:**

- **Correct question number should be indicated against each answer.**

**Question 1 - Identify whether the statement is true or false (ANY 10 ONLY) - 10 Marks**

- A. Import of mass consumable items/food products fall under the restricted category of the current FTP.
- B. A request for (i) Cancellation of existing IEC and (ii) PAN change, if any, has to be made to the DGFT – New Delhi.
- C. Personal baggage of international travellers is subject to payment of duty under the Baggage Rules of Customs.
- D. Payment of applicable duty is waived when warehoused goods are exported out of India against a Shipping Bill / Bill of Export.
- E. ECGC provides insurance protection to Indian Exporters against fire, tsunami, earthquake and theft risks.
- F. Insurers are liable only if an insured peril is both the proximate and remote causes of the loss in question.
- G. Balance of Trade is never a broad component of the current account.
- H. The Fallback Method under Customs Valuation of Imported goods shall be based on previous methods with greater flexibility under Rule 5 (five) of the Customs Valuation Rules.
- I. The primary objective of Project Import Scheme is to simplify the assessment of import of capital goods and all related items required for setting up of an approved projects.
- J. As a measure to reduce the number of mandatory documents, the Indian customs may accept a combined commercial invoice and a packing list.
- K. Technology transfer facilitates import of Drawings and Designs, capital goods, equipment etc. for study and development by the manufacturing sector in India.
- L. An Indian resident is permitted to open with bank (AD), EEFC Account for credit of his foreign exchange earnings to the extent of 65%.
- M. Parts, components, raw materials, etc. imported duty free under Duty Exemption Scheme, cannot be sold, transferred or otherwise disposed of even after completion of the stipulated export obligation.
- N. CAROTAR provides the minimum basic information that the importer should know before importing the goods under various Foreign Trade Agreements.
- O. In the case of import under High Sea Sales, the carrier in the name of the HSS buyer should only file the Import General manifest at customs.

**Question No. 2 - Define the following terms (any five (5) only)**

**10 Marks**

- a) Irrevocable Letter of Credit.
- b) DA and DP documents for collection of payment.
- c) Authorised Dealer in Foreign Exchange.
- d) Value in relation to any goods under the Customs Act.
- e) Transaction Value for Customs Purpose.
- f) FAS and FOB Terms under INCOTERMS.
- g) Meaning of Bank Guarantee for importers.
- h) Home Consumption Bills of Entry.
- i) Certificate of Insurance

**Question No.3 - Give Reasons (Any 4 (FOUR) ) -**

**20 marks**

- a) Provisional Assessment under Section 18 of Customs Act.
- b) Duty under protest.
- c) Average level of Exports under EPCG Scheme.
- d) Updating of IEC with DGFT.
- e) Bonding and Ex-Bonding of Imported Goods
- f) Risk Management System in customs.

**Question No. 4- Write Short Notes (Any 3 (three) -**

**30 Marks**

- a) Various Types of Bills of Entry for import of goods
- b) Refund of IGST paid against imports.
- c) Import under EPCG Scheme
- d) Rules under CAROTAR 2020.
- e) Customs Duty Drawback under Sec. 74 of the Customs Act.
- f) Classification of Goods under Project Import Scheme.

**Question No. 5- Answer in Brief (Any 3 (three):-**

**30 marks**

- a) Describe procedure of “Customs Clearance of Imported Goods”, payment of Duty and dispatch of materials.
- b) Discuss the Fundamental Principles and types of Marine Insurance for importing.
- c) Discuss the various Status Holder Provisions under the current Foreign Trade Policy.
- d) Discuss Export Credit Guarantee Corporation (ECGC) and the various Insurance coverages and Guarantees issued by them?
- e) State and discuss the various types of duties and taxes applicable on importation?
- f) Discuss the procedures for warehousing of imported goods and various advantages and disadvantages of warehousing by importers?

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**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**  
**DECEMBER 2024**  
**SUBJECT- FOREIGN TRADE POLICY**

**Date: 14.12.2024**

**Marks: 100**

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

**Question 1 (A) Identify whether the statement is TRUE or FALSE (10 ONLY) 10 Marks**

- A. The duration of the Current Foreign Trade Policy started on 1<sup>st</sup> April 2023 and shall continue to be in operation unless otherwise specified or amended.
- B. Duty Exemption Scheme under Chapter 4 of FTP allows duty free import of inputs/raw-materials required, including reasonable wastage, for export production.
- C. The value addition stipulated is 50% under duty exemption and remission scheme.
- D. Goods already imported / shipped / arrived, in advance, but not cleared from Customs may also be cleared against an authorisation issued subsequently.
- E. EPCG Scheme under FTP does not permit import of capital goods which are required at the pre-production and post production stages of the export product.
- F. "Supporting Manufacturer" for the EPCG Scheme shall be the one in whose premises/factory, the Capital Goods imported/ procured under EPCG Authorisation are installed.
- G. Under Deemed Exports the materials supplied leaves India and foreign exchange is received in free foreign exchange or in Indian Rupees as may be permitted.
- H. Under the current FTP import or export of any restricted items can be done only after obtaining a valid Advance Release Order from the concerned Regional Licensing Authority.
- I. 100% retention of foreign exchange in their current account is one of the benefits of exporters who are recognised as Status Holder.
- J. Import of capital goods under EPCG Scheme shall be subject to Actual User condition till export obligation is completed.
- K. The EPCG Scheme is subject to maintaining the average level of exports by the exporter in addition to the export obligation that will be stipulated under the respective EPCG authorisation.
- L. If an IEC holder does not wish to operate the allotted IEC, he or she may surrender the same online to the issuing authority.
- M. Passenger baggage up to the permissible limits with HSN 9803 is exempt from the GST.
- N. Inter Unit Transfers of Supply of Goods from one EOU to another EOU (inter-unit-transfer) will require payment of applicable GST.

**Question No. 2 - Define the following terms (any five (5) only)**

**10 Marks**

- a) Capital Goods as defined under FTP
- b) Interpretation of the Policy
- c) Actual user Conditions
- d) Supply in anticipation of Advance Authorisation
- e) Advance Release Order
- f) Value Addition
- g) Floating Marine Insurance Policy

**Question No. 3 - Give Reasons (Any 4 (FOUR) -**

**20 Marks**

- a) Bonafide Default under Advance Licensing Scheme.
- b) Modification of the IEC.
- c) Transfer of Goods imported under EPCG Scheme.
- d) Export Promotion Councils/Commodity Boards.
- e) Standard Out Put Norms
- f) Status holder certification.
- g) Redemption of Advance Licence Authorisations.
- h) Export and Import of Samples

**Question No. 4 - Write Short Notes (Any 3 (three) -**

**30 Marks**

- a) Categories of Supplies under Deemed Exports
- b) Exemption from Policy and Procedures
- c) Grievance Redressal at DGFT
- d) Fixation of Norms by the Norms Committee under Duty Exemption scheme.
- e) Facility for Clubbing of Authorizations in the event of shortfall in EO.
- f) Status Holder Certification under FTP and the various benefits to them.

**Question No .5. Answer in Brief (Any 3 (three) -**

**30 Marks**

- a) Explain Duty Exemption and Duty Remission Scheme?
- b) Explain Export promotion Capital Goods Scheme?
- c) Discuss Quality Complaints and Trade Disputes under FTP/HB 2023?
- d) Critically state and evaluate the various Export Incentives available for exporters from India as on date?
- e) Define Deemed Exports. Briefly discuss the various provisions of Deemed Exports?
- f) Define Export Oriented Units? Discuss a few important provisions under FTP pertaining to EOU?

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**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**  
**DECEMBER 2024**

**SUBJECT- FOREIGN TRADE LOGISTICS**

**Date: 15.12.2024**

**Marks: 100**

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

**Q.1 (A) FILL IN THE BLANKS**

**5 MARKS**

1. Type of Container used for Perishable Cargo\_\_\_\_\_.
2. Name the Delivery Terms where the Buyers responsibility is maximum\_\_\_\_\_.
3. Type of Container used for Export of (ODC) Over Dimension Cargo. \_\_\_\_\_.
4. \_\_\_\_\_ Packaging also known as Consumer or Marketing Packaging.
5. Higher the Density \_\_\_\_\_ the Freight

**Q.1 (B) TRUE OR FALSE**

**5 MARKS**

1. Import Duty is paid by the Exporter in case of DDP Shipment.
2. Insurance is paid by Importer in case of CIF Shipment.
3. FAS delivery terms is used for all modes of Transport.
4. Custom Clearance is carried out by Importer in case of CIP delivery terms.
5. In case of Dock Stuffing Container is Stuffed at Exporters own premises.

**Q.2 DEFINE FOLLOWING TERMS (ANY 2)**

**10 MARKS**

1. Dock Stuffing
2. Air Transport
3. Post Shipment Stage
4. Voyage Charter

**Q.3 GIVE REASONS (ANY TWO)**

**20 MARKS**

1. Factory Stuffing is better option than Dock stuffing for Fragile Cargo.
2. Higher the Volume lower the Freight & Lower the Volume higher the Freight
3. Market Factors plays important role in fluctuation of Transportation Cost
4. Air Transport is the costliest mode of Transport in International Trade

**Q.4 SHORT NOTES (ANY 3)**

**30 MARKS**

- a) Lay Time
- b) Current Red Sea Crisis in shipping
- c) Rail Transport
- d) Trip & Time Charter
- e) Role of RBI & Customs in EXIM Trade

**Q.5 ANSWER IN BRIEF (ANY 3)**

**30 MARKS**

- a) Types of Ships (Preferably with Diagram).
  - b) Parameters for Selection of Shipping line
  - c) Concept of Multimodal Transport
  - d) Export Logistics Planning Tools
  - e) Leasing of Containers
-