

IMC CHAMBER OF COMMERCE AND INDUSTRY
ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION
DECEMBER 2023
SUBJECT: INTERNATIONAL MARKETING & ORGANIZATIONAL BEHAVIOUR
Date: 02.12.2023 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) Marketing activities beyond the _____ boundaries of the country are termed as International Marketing.
- b) Trading Blocks create _____ in the growth of free global trade.
- c) International Monetary Fund renders _____ advise to its members.
- d) Successful _____ of a product is a distinctive international marketing skill.
- e) With the help of _____ it is easy to identify a particular product.
- f) Mark-up means the difference between the _____ price and _____ of the product.
- g) In _____ exporting the exporter decides to use the services of intermediary agencies to sell the products in the overseas markets.
- h) When decision making is concentrated in the hands of a few powerful individuals in an organisation, it is called _____.

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

5 Marks

- a) The aim of market segmentation is sales promotion, consumer satisfaction and achieving marketing objective.
- b) In marginal cost pricing method, only the marginal cost (direct cost) of the export product is considered to arrive at the export price.
- c) International Monetary Fund came into existence in the year 1999.
- d) Contract manufacturing is a kind of outsourcing.
- e) International Trade has two broad divisions of Import and Export Trade.
- f) Product Positioning perspectives include four different positioning strategies.
- g) Demands, Competition, incentives offered by government, etc. are part of the internal factors affecting the international pricing.
- h) Transfer pricing refers to the pricing of various goods and services of subsidiaries within the same organisation.

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

10 Marks

- a) Motivation
- b) Break-even Price
- c) Brand
- d) International Market Segmentation.
- e) International Product Positioning
- f) Globalisation
- g) Counter Trade

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

20 marks

- (a) Product Positioning
- (b) Export through Web marketing
- (c) Need for conducting International Marketing Research
- (d) Concept of Cultural Environment.
- (e) Factors controlling International Prices
- (f) Skimming and Penetration Pricing Strategies.
- (g) Steps in product positioning.

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

30 Marks

- (a) Trade Barriers
- (b) Breakeven Pricing
- (c) Product Adaptation
- (d) Star Export Houses
- (e) Difference between GATT and WTO
- (f) Concept of Globalisation

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

30 marks

- (a) Discuss the impotence of international marketing in the current economic scenario?
- (b) What are the various forces that affect modern organisations?
- (c) Please discuss the importance of packing, marking and labelling in foreign trade?
- (d) Discuss the impact of trading blocks on international trade.
- (e) What is marketing research? Explain its importance in international marketing.

IMC CHAMBER OF COMMERCE AND INDUSTRY
ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION
DECEMBER 2023
SUBJECT: EXPORT FINANCE AND BANKING EXCHANGE CONTROL REGULATIONS

Date: 03.12.2023

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. Indian rupee was long back made fully convertible only on -----account transaction.
- ii. The Break Even Point I.e. BEP is worked out by dividing ----- by the Profit Contribution
- iii. As per liberalized remittance scheme an individual is allowed to remit per year outside the country USD -----
----- for any current or capital account Transaction.
- iv. The security for availing ----- Shipment Finance from the Bank is hyphenation of Export Receivables
- v. The Notional Transit Period for a Usance export order, where Usance is 90 days from the date of shipment is-----days.

B. True or False

- I. Forfeiting is a type of Short term financing from an International Financing Agency (True/False)
- II. FEMA has defined as to who is a Authorized Person (AP) in FEX (True/False)
- III. Two stages of Export Finance are Packing credit and Pre-shipment (True/False)
- IV. Deferred Payment Export Credit is a Short Term Export credit. (True/False)
- V. Post Shipment Finance is allowed maximum for a period of 9 months (True/False)

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

10 Marks

- I. Current and Capital Account Transaction
- II. Pre Shipment Finance
- III. Notional Transit Period and Notional Due date
- IV. Forfeiting as International Financial Product
- V. Delivered Duty Paid (DDP), INCO Term
- VI. Who is a person of Indian Origin (PIO)

Q. No.3 Give Reasons (Any Four)

20 Marks

- I. Who can open an Exchange Earners Foreign Currency (EEFC) Account.
- II. How working out Break Event Point helps exporters to quote most competitive price to the foreign Buyer.
- III. Why RBI has directed all banks to charge concessional rate of Interest to the exporters
- IV. ECGC not only help the exporters, but also help the banks financing the exporter in case of default from the Foreign Buyer. Explain.
- V. EXIM bank as facilitator in extending long Term Deferred Payment Export Credit

Q No.4 Write Short Notes (Any Three)

30 Marks

- I. Resident Foreign Currency (Domestic) (RFC(D)) Account
- II. Negotiation Bank and Nominated Bank under LC transaction.
- III. Buyer's Credit under Deferred Payment Export Credit.
- IV. Export Letter of Credit

Q No.5. Answer in Brief (Any Three)**30 marks**

- I. How Domestic and Export Finance differ with one another.
- II. Why Export Finance is extended in two stages namely Pre- Shipment and Post-- shipment.
- III. Why an Exporter prefers to have an FOB Shipment as compared CIF Shipment.
- IV. Calculate export price to be quoted by the exporter to the American buyer in US Dollars with the following data submitted to the Exporter

Material Cost	: Rs.210000
Labour Charges	: Rs.90000
Packing Cost	: Rs.10000
Local Transport charges	: Rs.5000
Profit	: 20 % on FOB Cost
Export Incentive	: 5 % on FOB Price
The US Dollar/Rs. Conversion Rate	: 75

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

SUBJECT: EXPORT PROCEDURE AND DOCUMENTATION

Date: 9.12.2023

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

- vi. Basic law that governs the movement of FEX going and coming inside the country is -----
- vii. For Facilitating Export/Import transaction Exporters bank needs to open an ----- account in foreign currency account in their bank in their country.
- viii. The highly risky method for settlement of Foreign Trade transaction for an exporter is ----- method.
- ix. Bill of lading is a contract between ----- and the shipping company.
- x. Registration cum Membership Certificate (RCMC) is issued for a period -----years.

B) True or False

- I. At the time of export Shipping Bill is required to be presented before the customs authorities (True/False)
- II. Air Way Bill is a negotiable transport Document (True/False)
- III. FEMA deals with Inward and out ward remittance of FEX (True/False)
- IV. As per the revised UCPDC Publication No. 600 all LCs are to be treated as Irrevocable (True/False)
- V. The validity of IEC is five years from the date of Issue. (True/False)

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

10 Marks

- I. VOSTRO Account
- II. Usance Bill of Exchange
- III. Shipping Bill
- IV. CIF/FOB as two most common INCO Terms
- V. Proforma Invoice
- VI. Bill of Exchange

Q. No.3 Give Reasons (Any Four)

20 marks

- I. Letter of Credit method is one of the best method for an Exporter.
- II. Proforma Invoice and Commercial Invoice are Just the replica of each.
- III. Bill of lading is a Contract of Carriage between Exporter and the Shipping Company
- IV. Order BL is always treated as good security for the bank as compared to Straight BL.
- V. Why Banks in India are referred to as Authorized Dealers in Foreign Exchange.

Q No.4 Write Short Notes (Any Three)

30 marks

- V. Export Packing List
- VI. Documents on Collection Basis as one of the methods for settlement of Trade Transaction between Exporter and the foreign Buyer
- VII. Importer Exporter Code (IEC)
- VIII. Air Way Bill

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

30 marks

- I. Role of Customs in case of Export of Goods outside the country.
- II. What is the role of Advising bank and Confirming bank in case of an LC
- III. Why an Exporter prefers to have an FOB Shipment as compared CIF Shipment.
- IV. Why goods meant for Exports are subjected to compulsory pre-Inspection formalities.

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

SUBJECT: IMPORT MANAGEMENT

Date: 10.12.2023

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 10 (Ten) of the following)

10 Marks

- a) According to Customs Valuation Rules, the Customs Value should normally be the _____ value.
- b) Special Valuation Branch in Customs handle _____ party transactions.
- c) Self-sealing facility refers to sealing of containers for _____ purpose.
- d) Provisions for import of Samples into India are provided by the _____, _____, _____ of India.
- e) Registration of Contracts with the customs is part of the procedures to be followed under the _____ import Regulations.
- f) Duty Exemption Scheme under THE FOREIGN TRADE POLICY allows duty free import of _____ required for -----production.
- g) Need identification is an _____ part of the import management before contemplating to import of any item.
- h) Customs Tariff Act, 1975, provides the details regarding different types of _____, _____ leviable from the importers.
- i) Personal Baggage are cleared subject to _____ Rules applicable under the Customs Act. 1962
- j) Warehoused goods may be exported out of India _____ payment of duty after filing Shipping Bill / Bill of Export.
- k) Movement of Goods from one bonded warehouse to another can be done under the _____ of the Customs Officer.
- l) In _____ a product is introduced to the commerce of another country at less than the normal value.
- m) _____ transfer means import of Drawings and Designs, capital goods, equipment etc.
- n) _____ duty is based on the total value of the commodity imported.

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

10 Marks

- (a) Project Imports
- (c) Customs House Brokers.
- (e) Letter of Credit
- (f) Documents on collection basis.
- (g) Adjudication Procedure
- (h) Classification of Imported Goods.
- (i) Balance of Payment

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

20 marks

- (a) Demurrage Charges against import.
- (b) Provisional Assessment under Section 18 of Customs Act.
- (c) Requirement of Certificate of Origin
- (d) Direct and Indirect Importing
- (e) Duty under protest.
- (f) Restricted items import
- (g) Risk Management System in customs.

Q.4. Write Short Notes (Any 3 (three) -

30 Marks

- (a) Import of Samples/Prototypes.
- (b) Various Types of Bills of Entry for import of goods
- (d) Refund of IGST paid against imports.
- (e) Direct and Indirect Importing
- (g) Import under EPCG Scheme

Q.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) Define Letter of Credit and explain opening of a Letter of Credit.
- (c) Discuss the procedure for Import of items restricted under FTP.
- (d) Discuss Customs Valuation of Imported Goods.
- (e) Examine the procedures involved for importing through Courier and Foreign Post Office.

IMC CHAMBER OF COMMERCE AND INDUSTRY
ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION
DECEMBER 2023
SUBJECT- FOREIGN TRADE POLICY – 2023

Date: 16.12.2023

Marks: 100

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

Question 1 (A) – Fill in the blanks – (Any 10 (Ten) of the following)

10 Marks

- i) ____ Scheme for short fall in export obligations, announced under the FTP 2023 is one its' of salient features.
- j) FTP 2023 has ____ validity and would be amended by government as and when need arises.
- k) FTP 2023 based on the principles of ____ and ____ with exporters and aims at process re-engineering and automation to facilitate ease of doing business for exporters.
- l) Duty Exemption Scheme under Chapter 4 of FTP allows ____, ____ import of inputs required for export production including packing materials, catalysts, and reasonable wastage during the production.
- m) Under Deemed Exports the materials supplied do not leave the ____ and ____ is received in free foreign exchange or in Indian Rupees as may be permitted.
- f) EPCG Scheme permits import of ____, ____ required for manufacture of export products.
- (g) Any goods, export or import of which is ____ under ITC(HS) may be exported or imported only in accordance with an Authorisation or in terms of a public notice issued in this regard.
- (h) Board of Trade has a clear and dynamic role in advising government on relevant issues connected with ____.
- (i) ____ % retention of foreign exchange in EEFC account is one of the benefits of exporters who are recognised as Status Holder.
- (j) Import under Duty Exemption scheme are subject to ____ addition as stipulated under the FTP.
- (k) Import of capital goods under EPCG Scheme shall be subject to ____ condition till export obligation is completed.
- (l) Supply to projects funded by UN Agencies are eligible for the benefits of ____.
- (m) “____” means one of the parts of a sub-assembly or assembly of which a manufactured product is made up and into which it may be resolved
- (n) “-____” means any consumption goods, which can directly satisfy human needs without further processing.

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

10 Marks

- a) Nexus certification under EPCG Scheme
- b) Net Foreign Exchange Earning for EOU.
- c) Actual user Conditions
- d) Interpretation of the Policy
- e) Supply in anticipation of Advance Authorisation
- f) DFIA Scheme
- g) Towns of Export Excellence (TEE).

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

20 marks

- a) Electronic Data Interchange
- b) Exporter Importer Code
- c) Annual Advance Authorisation
- d) Bonafide Default under Advance Licensing Scheme.
- e) Standard Out Put Norms
- f) Status holder certification.

Q.4. Write Short Notes (Any 3 (three) -

30 Marks

- a) Time Limit for Fixation of Norms by the Norms Committee?
- b) Value Addition Criteria for Duty Exemption and Duty Remission Scheme
- c) Facility for Clubbing of Authorizations in the event of shortfall in EO.
- d) Exemption from Policy and Procedures
- e) Grievance Redressal at DGFT

Q.5. Answer in Brief (Any 3 (three):-

30 marks

- a) Explain Export promotion Capital Goods Scheme under the FTP-2023
- b) What is Deemed Exports? State various categories of Supply under Deemed Exports? Discuss the benefits available to suppliers under Deemed Exports?
- c) Discuss the provisions of Quality Complaints and Trade Disputes under FTP/HB 2023.
- d) Explain the various High Lights of the current Foreign Trade Policy 2023.
- e) Name some of the export Promotion Organisations and discuss their main roles in the promotion of India's Foreign Trade.

IMC CHAMBER OF COMMERCE AND INDUSTRY
ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION
DECEMBER 2023
SUBJECT- FOREIGN TRADE LOGISTICS

Date: 17.12.2023

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 Liquid Cargo_____.
2. Name the Delivery Terms where the Buyers responsibility is minimum._____.
3. Type of Ship used for Export of Vehicles_____.
4. _____ Packaging also known as Logistics Packaging.
5. Higher the Volume _____ the Freight.

Q.1 (B) True or False

5 Marks

1. Import Duty is paid by the Importer in case of DDP Shipment.
2. Insurance is paid by Exporter 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 CPT delivery terms.
5. In case of Factory Stuffing Container is stuffed at CFS.

Q.2 Define following Terms (Any 2)

10 Marks

1. Factory Stuffing- ICD
2. Railway Transport
3. Pre- Shipment Stage
4. Export Logistics Planning

Q.3 Give Reasons (Any 2)

20 Marks

1. DDP delivery Term is suitable for Small Exporter.
2. Higher the Density lower the Freight & lower the density higher the Freight
3. The Transportation Cost for ODC (Odd Dimension Cargo) is higher than normal Cargo.
4. Factory Stuffing is cheaper option than Dock Stuffing in case of Full Container load Shipment.

Q.4 Short Notes (Any 3)

30 Marks

- a) Types of Factors influencing Transport Cost.
- b) Advantages & Disadvantages of Dock Stuffing
- c) Time Charter
- d) Supply Chain Management
- e) Charter Party Clauses- Any 3

Q.5 Answer in Brief (Any 3)

30 Marks

- a) Types of Containers (Preferably with Diagram).
 - b) Role of "Material Handling Equipment" in International Logistics.
 - c) Types of Marine Insurance Policies.
 - d) Advantages & Disadvantages of 3 P/L & 4 P/L.
 - e) Customer Expectations related to Logistics activities
-