

**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**  
**MAY-JUNE 2018**

**INTERNATIONAL MARKETING AND ORGANIZATIONAL BEHAVIOUR**

**DATE: 26.05.2018**

**Marks: 100**

**TIME: 10:30 A.M. to 1:30 P.M.**

---

**Notes:**

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

Q.1. Define Motivation? Also Explain the Maslow's Theory of Motivation and the five levels of need hierarchy?

OR

Q.1. Explain what organizational structure means and describe the different elements of organizational structure?

Q.2. What are the advantages and disadvantages of group decision making and in what ways groups make better decisions than individuals?

OR

Q.2. (A) What are the positive and negative impact/influence on International Trade?  
(B) Explain the main challenges in International Marketing?

Q.3. What do you mean by Marketing Research? Explain its impact on International Marketing?

OR

Q.3. What are the factors influencing selection of International Distribution channels?

Q.4. Write Short Notes on: (a) Benefits of Indirect Exporting (b) Trading Blocks (c) Non-tariff Barriers and (d) Contract manufacturing

OR

Q.4. What are the different factors affecting the International Pricing?

Q.5. (a) What are the different types of counter Trade?  
(b) Explain the types of International Distribution Channels?

OR

Q.5. Explain the different methods of entering international markets?

Q.6. What are the different measures taken by Government and other agencies to boost India's foreign Trade?

OR

Q.6. Explain the impact of Globalization and introduction of Goods and Service Tax in India's International Trade?

**IMC CHAMBER OF COMMERCE AND INDUSTRY**

**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**

**MAY-JUNE 2018**

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

**Marks: 100**

**DATE: 27.05.2018**

**TIME: 10:30 A.M. to 1:30 P.M.**

---

**NOTES:**

- **Answer any 5 questions.**
- **All questions carry equal marks.**

1. What do you understand by negotiation of export documents under Letter of Credit? What treatment is to be given if the documents submitted under LC are discrepant?
2. What is the role of Export Credit and Guarantee Corporation (ECGC) in protecting the interest of our Indian Exporter as also the banks that finance exports at both the stages i.e. Pre-shipment and Post-Shipment?
3. The main competition an exporter faces in the international market is on the price front. Kindly discuss. How export incentives help an exporter in quoting the competitive price to the International buyer?
4. Discuss various foreign currency accounts allowed to be opened by Resident Indians.
5. Work out notional due date (NDD) for a 180 days usance (DA) export document submitted to the bank for negotiation.

Date of Shipment: 1st April, 2018

Date of Submission of Documents to the bank: 15th April, 2018.

6. Discuss in brief the current account and capital account transactions under Foreign Exchange Management Act (FEMA). What are Schedule III current account transactions?
7. What is difference between FACTORING and FORFEITING as two International financial products?

-----  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**

**MAY-JUNE 2018**

**EXPORT PROCEDURE AND DOCUMENTATION**

**Marks: 100**

**DATE: 02.06.2018**

**TIME: 10:30 A.M. to 1:30 P.M.**

---

**NOTES:**

- **Answer any 5 questions.**
- **All questions carry equal marks.**

1. What is an Export order? Discuss various parameters of an export order.
2. Discuss Letter of Credit. Explain various parties to the letter of credit transaction. What are the liabilities and responsibilities attached to the advising bank?
3. What is the main difference between Institute Cargo Clause ICC (c), ICC (b) and ICC (a) covers as attached to the Marine Insurance Policy?
4. What is combined certificate of origin/ GSP? What purpose it serves and how it helps to boost the export of a developing country?
5. Briefly discuss Consular, Legalized, Customs and Proforma invoice used in International trade.
6. What is the main advantage of an advance payment method of settlement of trade transaction between Indian Exporter and the foreign buyer? Is it a common method of settlement between both the parties?
7. Why it is important for an exporter to get him registered with an appropriate export promotion organization? Discuss few export promotion organizations.

-----

**IMC CHAMBER OF COMMERCE AND INDUSTRY**

**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**

**MAY-JUNE 2018**

**IMPORT MANAGEMENT**

**DATE: 03.06.2018**  
**1:30 P.M.**

**Marks: 100**  
**TIME: 10:30 A.M. to**

---

**NOTES:**

- **Answer any 5 questions.**
- **Each question carries 20 marks.**

Q.1. Can India survive without imports? Explain in brief.

Q.2. What are the different types of custom duties?

Q.3. Describe mandatory documents required for import of goods into India.

Q.4. Describe “Customs clearance procedure of imported goods” under the manual system or the EDI system.

Q.5. Calculate total import duty payable in Indian Rupees only while importing goods based on

following given data, foreign supplier’s invoice value of the goods are as under (prior to GST --Indirect Tax Applicable)

CIF value of the Imported Goods in US Dollar -----10,000:00

Basic Custom Duty: (BCD) ----- 5%

“CVD”----- 8%

Special Additional Duty (SAD) ----- 4%

Education Cess on custom is -----3%

(2% on primary and 1% on secondary education)

Port Landing Charges on CIF value in rupees-----1%

(CBEC- customs exchange rate Rs 65:00 per Dollar)

### OR

Note: Calculate Import Duty in Indian rupees only

(with New Indirect Tax Regime -GST)

Calculate total import duty in rupees only while importing goods as per the following given

data, Foreign Supplier’s invoice value of the goods are as under (Import duty is to be calculated as per GST Rate)

A. CIF Value of the goods up to NHAVASHEVA Seaport: ----- \$1000:00

B. Basic Custom Duty(BCD): -----5%

C. Education Cess on Customs is -----3%

(2% on primary and 1% on secondary education)

D. Integrated Goods & Service Tax (IGST) while Importing cargo in India ---- 18%

E. Port Landing Charges on CIF value in rupees ----- 1%

(CBEC-customs exchange rate Rs 65:00 per Dollar)

Note: Calculate Import Duty in Indian rupees only

Q.6. Write short notes (any two):

(a) ITC ( HS) classification

(b) Various types of Bill of Entries for Import of goods

(c) Basic difference between IMPORT & EXPORT

Q.7. Explain in detail (any two):

(a) MEIS -Merchandise Export from India Scheme

(b) 100% EOU scheme

(c) Export Promotion Capital Goods Scheme ( EPCG )

(d) AA-- Advance Authorization Scheme

(e) DFIA-- Duty Free Import Authorization Scheme

Q.8:- write a detailed note on “Project Import”

-----

**IMC CHAMBER OF COMMERCE AND INDUSTRY**

**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION  
MAY-JUNE 2018**

**FOREIGN TRADE POLICY**

**DATE: 09.06.2018**

**Marks: 100**

**TIME: 10:30 A.M. to 1:30 P.M.**

---

**Notes:**

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

Q.1. Explain the Important “Legal Framework and Trade facilitation” provisions under the FTP as amended on 5th December 2017?

Q.2. What is Importer Exporter Code (IEC)? What are the provisions for IEC? What is the impact of GST on IEC?

Q.3. Write Short Notes on the following:

- a) Interpretation and Exemption provisions of the Foreign Trade Policy and Procedures?
- b) Merchandise Exports from India Schema (MEIS)
- c) Various Privileges of Status Holder
- d) Standard Input-output Norms

Q.4. Explain the main Provisions of Duty Exemption Schemes under FTP?

Q.5. With reference to Deemed Exports explain the following:

- a) Definition
- b) Categories of Projects covered under Deemed Exports Scheme
- c) Benefits of Deemed Exports
- d) Application Procedures for Deemed Export Benefits

Q.6. What do you mean by Export Promotion Capital Goods Scheme? What are the various covers of EPCG Scheme? Also state the various conditions for fulfilling the export obligation under the Scheme?

Q.7. What are the General Provisions under FTP in regard to setting up of EOUs under FTP?

Also, discuss the various benefits available under EOU Scheme?

Q.8. Discuss the main provisions of Quality Complaint and Trade Disputes under the FTP?

-----

## **IMC CHAMBER OF COMMERCE AND INDUSTRY**

### **ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**

**MAY-JUNE 2018**

#### **FOREIGN TRADE LOGISTICS**

**Marks: 100**

**DATE: 10.06.2018**

**TIME: 10:30 A.M. to 1:30 P.M.**

---

#### **NOTES:**

- **Answer any 5 questions.**
- **Each question carries 20 marks.**

Q.1 Define logistics & explain the different functions of logistics in detail.

Q.2 Explain in brief different means & modes of transport used in International Trade.

Q.3 Explain the parameters considered by Insurance Company while charging premium in Marine Insurance.

Q.4 Explain:

- a) Need&importance of Marine Insurance
- b) Concept of 3 PL & 4 PL

Q.5 Define Incoterms 2010& explain in detail any 5 Incoterms.

Q.6 Write short notes (any two):

- a) Types of Ships
- b) Multimodal Transport
- c) Role of "Inland Container Depot "& "CFS"
- d) Role of "NVOCC "as consolidator

-----

**IMC CHAMBER OF COMMECE AND INDUSTRY**  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE**  
**EXAMINATION**  
**MAY-JUNE 2019**  
**INTERNATIONAL MARKETING AND ORGANIZATION BEHAVIOUR**

**Date: 25/05/2019**  
**to 1.30 PM**

**MARKS 100**

**Time 10.30 AM**

-----

-----**INSTRUCTIONS:** Answer any five questions. Each Question carries 20 marks.  
Wherever OR option is given attempt any one of the options only.

---

Q.1. What are the different types of organization culture?

OR

Q.1. State the different theories of Motivation? Also discuss the role of Money as a motivator with reference various theories of Motivation?

Q.2. What are the advantages and disadvantages of group decision making and in what ways groups can make better decision than individuals?

OR

Q.2. Define International Marketing. Discuss in detail, the various benefits and challenges of International marketing?

Q.3. Define Marketing Research? Explain the need for conducting International Marketing Research and also its processes?

Q.4. State and Explain in detail International Product Life Cycle?

Q.5. Write short notes on any four:

- a) International Pricing Strategies
- b) Trading Blocks
- c) Counter Trade
- d) Transfer Pricing
- e) SAARC
- f) IMF

OR

Q.5. Explain the basis of International Market Segmentation. What are the requirements for effective market segmentation?

Q.6. What do you mean by Globalization? Explain how India's economic liberation, introduction of GST, a stable Government at the center, effective trade and credit policies have impacted India's International Trade as of now?

OR

Q.6. Discuss the various needs and benefits of International Marketing?

Q.7. What are the various factors influencing selection of distribution channels?

---

**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**  
**May- June 2019**  
**Export-Finance and Banking & Exchange Control Regulations**

**DATE: 26.05.2019**

**Marks: 100**

**TIME: 10:30 A.M. to 1:30 P.M.**

**NOTES: Answer any 5**

**questions. All questions carry equal marks.**

1. What are the stages of Export finance and how it is different from working capital finance extended to the domestic businessman?
2. What is the difference between Factoring and Forfeiting as the two international financial products?
3. a) What are Current account and Capital account transactions under FEMA.  
b) Discuss who is an authorized person in terms of FEMA. How many categories of authorized persons are there.
4. a) Who can open an NRE account with a bank? What are the features of an NRE account?  
b) Discuss execution of Overseas construction contract by an Exporter is largely a deferred Payment Export.
5. a) What are the main factors an Exporter should keep in mind while quoting price to the foreign buyer?  
b) What is Break Even Point in case of an Export Pricing?



Exporter is having following data with him:

Selling Price = Rs. 12

Variable Cost/unit = Rs.7

Fixed Cost = Rs. 1500

Calculate the Break Even number units.

6. Calculate the FOB price to be quoted to the German buyer for Export of Garments.

Exporter is submitted with the following data:

Raw material Cost : Rs.88000

Packing cost : Rs.6000

Expenses up to Loading : Rs.20000

Labour Charges : Rs.12000

Exporter expects profit of : 20%

Duty drawback is available on export Price is at: 5%

Euro/ Rs. conversion Rate is : 1 Euro = Rs.60/-

7. Write short notes on the following:

(i) Persons of Indian Origin (PIO)

(ii) EEFC Account

\*\*\*\*\*

## **IMC CHAMBER OF COMMERCE AND INDUSTRY**

### **ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**

**May- June 2019**

#### **Export Procedure & Documentation**

**DATE: 01.06.2019**  
**10:30 A.M. to 1:30 P.M.**

**Marks: 100**  
**TIME:**

---

**NOTES: Answer any 5 questions. All questions carry equal marks.**

1. a) Discuss few Export Promotion organizations. How they assist an exporter in his export business.  
b) What is Bill of Lading and why it is one of the most important export document?
2. Describe in detail the online procedure for obtaining IEC.
3. Discuss documents on collection basis as one of the methods of settlement of foreign trade transaction.
4. (a) Briefly discuss few important parameters of an export order.  
(b) Explain Advising bank, Confirming Bank and Negotiating Bank as applicable to the Letter of Credit Transaction.
5. What is your understanding regarding Exchange Rate Mechanism? What are the different types of rates quoted to their Exporter/Importer clients and the rules

that are being followed by the banks in this regard?

6. Briefly discuss Marine Insurance. Which are "Marine All Risks" Insurance covers attached to the Insurance Certificate issued in case of International transport of goods?
7. Write short notes on the following:
- i) Bill of Exchange
  - ii) Various types of invoice

\*\*\*\*\*

**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE**  
**May June -2019**  
**IMPORT MANAGEMENT**

**DATE: 02.06.2019**  
**A.M. to 1:30 P.M.**

**Marks: 100**

**TIME: 10:30**

---

**NOTES: Answer any 5 questions. Each question carries 20 marks.**

- Q.1. Why India needs to Import & Export? Explain in brief?
- Q.2. What is the basic difference between basic custom duties and GST?
- Q.3. Describe mandatory documents required while importing restricted goods in India.
- Q.4. Describe "Customs Clearance Procedure of Imported Goods" under the manual system or the EDI systems.
- Q.5. Calculate total import duty payable in Indian Rupees only while importing goods based on

following given data, foreign supplier's invoice value of the goods are as under (prior to GST --Indirect Tax Applicable)

CIF value of the Imported Goods in US Dollar -----	5000.00
Basic Custom Duty: (BCD) -----	5%
"CVD"-----	8%
Special Additional Duty (SAD) -----	4%
Education Cess on custom is -----	3%
(2% on primary and 1% on secondary education)	
Port Landing Charges on CIF value in rupees-----	1%
(CBEC- customs exchange rate Rs 70:00 per Dollar)	

**OR**

Note: Calculate Import Duty in Indian rupees only (with New Indirect Tax Regime - GST)

Calculate total import duty in rupees only while importing goods as per the following given

data, Foreign Supplier's invoice value of the goods are as under (Import duty is to be calculated as per GST Rate)

- |  |           |
|--|-----------|
| F. CIF Value of the goods up to NHAVASHEVA Seaport:                          | \$2000:00 |
| G. Basic Custom Duty(BCD):-----  | 5%        |
| H. Education Cess on Customs is:-----  | 3%        |
| (2% on primary and 1% on secondary education)                                |           |
| I. Integrated Goods & Service Tax (IGST) while Importing cargo in India----- | 18%       |

- J. Port Landing Charges on CIF value in rupees ----- 1%  
(CBEC-customs exchange rate Rs 70:00 per Dollar)

Note: Calculate Import Duty in Indian rupees only

Q.6. Write short notes (Any Two):

- a) ITC (HS) classification
- b) Various Types of Bill of Entries for Import of goods
- c) Basic difference between IMPORT & EXPORT

Q.7. Explain in detail (Any Two):

- a) MEIS -Merchandise Export from India Scheme
- b) 100% EOU scheme
- c) Export Promotion Capital Goods Scheme (EPCG)
- d) AA-- Advance Authorization Scheme
- e) DFIA-- Duty Free Import Authorization Scheme

Q. 8.

- a) Can you import second hand goods i.e Air Conditioners and Diesel Generating Sets under present FTP- 2015-2020? Yes /no- explain in brief.
- b) Can you import any goods under OGL (Open General License)? Yes /no- explain in brief.
- c) Does 'e' BRC is required for claiming MEIS (Merchandise Exports From India Scheme) AUTHORIZATION? Yes /no- explain in brief.
- d) Can you import raw materials duty free under EPCG (Export Promotion Capital Goods Scheme as per Current FTP policy 2015-2020)? Yes /no- explain

in brief.

-----

**IMC CHAMBER OF COMMECE AND INDUSTRY  
ADVANCED CERTIFICATE IN INTERNATIONAL TRADE  
EXAMINATION  
MAY-JUNE 2019  
FOREIGN TRADE POLICY**

**Date: 08/06/2019  
1.30 p.m.**

**Marks: 100**

**Time 10.30 a.m. to**

---

**INSTRUCTIONS:** Answer any five questions. Each Question carries 20 marks. Correct questions Numbers should be indicated against each answer.

Q. No.1.

- (a) Explain the e-Trade Project under para 1.19 of Hand Book of Procedures 2015-2020 as amended upto 31<sup>st</sup> March 2019.
- (b) Briefly state a few important provisions of Trade Facilitation and Ease of doing Business under Chapter 1 of Foreign Trade Policy 2015-2020.

Q. No.2. Explain the various provisions and importance of Importer Exporter Code / e.IEC, under  
the current FTP /HBP as amended up-to 31<sup>st</sup> March 2019.

- Q. No.3. Write Short Notes on any four (4) of the following:
- a) Merchandise Exports from India Scheme (MEIS)
  - b) Various Privileges of Status Holders
  - c) Standard Input-out-put Norms
  - d) EXIM facilitation Committee
  - e) Deemed Exports
  - f) Post Export EPCG Duty Credit Scrips.

Q. No.4. Explain Duty Exemption/ Remission Schemes under Chapter 4 FTP?

- Q. No.5. With reference to the Export Promotion Capital Goods Scheme – Chapter 5, explain all the following:
- a) Coverage under the Scheme
  - b) Export Obligation
  - c) Nexus Certification
  - d) Certificate of Installation of Capital Goods
  - e) Realization of Export Proceeds

Q. No. 6.With reference to Export Oriented Units, discuss all the following concepts:

- a) Objective of the Scheme
- b) Entitlement for supplies from DTA to EOU/ EHTP/ STP/ BTP
- c) Import and Domestic Procurements of goods by EOU/ EHTP/ STP/ BTP
- d) Net Foreign Exchange Earning and it's importance.
- e) Maintenance of Accounts

Q. No.7. Discuss the various provisions of Quality Complaint and Trade Disputes under Chapter  
8 of the FTP ?

Q. No.8. Write short notes on any four of the following:

- a) SEIS
- b) Define and Explain "Actual User" under Chapter 9.03 of FTP
- c) Define and explain Capital Goods under 9.08 of FTP
- d) Risk Management System under FTP
- e) Privileges of Status Holders
- f) Towns of Export Excellence.

-----

**IMC Chambers of Commerce and Industry  
Advance Certificate in International Trade  
May June 2019  
Foreign Trade Logistics**

**DATE: 09.06.2019**

**Marks: 100**

**TIME: 10:30 A.M. to 1:30 P.M.**

---

**NOTES: Answer any 5 questions. Each question carries 20 marks.**

Q.1. Define “Logistics” & explain any four functions of Logistics in detail.

Q.2. List out & explain the different means & modes of Transport used in International Trade.

Q.3. List out the advantages of Containerization & explain any four types of Containers.  
(Preferably with Diagram)

Q.4 (a) Write the significance of “Bill Of Lading”.

(b) Discuss the types of Shipping Services- Liner & Tramp.

Q.5. Define Inco term & explain any four Inco terms 2010 in detail.

Q.6. Write short notes: (any two)

- a. List out & explain different types of Ships. ( Preferably with Diagram )
- b. Explain the Concept of 3 PL & 4 PL
- c. Marine Insurance
- d. Shipment Stage (Dock Stuffing, Factory Stuffing & ICD- Factory Stuffing)

-----

**IMC CHAMBER OF COMMECE AND INDUSTRY  
ADVANCED CERTIFICATE IN INTERNATIONAL TRADE  
EXAMINATION  
MAY-JUNE 2019  
INTERNATIONAL MARKETING AND ORGANIZATION BEHAVIOUR**

**Date: 25/05/2019**  
**to 1.30 PM**

**MARKS 100**

**Time 10.30 AM**

---

-----**INSTRUCTIONS:** Answer any five questions. Each Question carries 20 marks.  
Wherever OR option is given attempt any one of the options only.

---

Q.1. What are the different types of organization culture?

OR

Q.1. State the different theories of Motivation? Also discuss the role of Money as a motivator with reference various theories of Motivation?

Q.2. What are the advantages and disadvantages of group decision making and in what ways groups can make better decision than individuals?

OR

Q.2. Define International Marketing. Discuss in detail, the various benefits and challenges of International marketing?

Q.3. Define Marketing Research? Explain the need for conducting International Marketing Research and also its processes?

Q.4. State and Explain in detail International Product Life Cycle?

Q.5. Write short notes on any four:

- g) International Pricing Strategies
- h) Trading Blocks
- i) Counter Trade
- j) Transfer Pricing
- k) SAARC
- l) IMF

OR

Q.5. Explain the basis of International Market Segmentation. What are the requirements for effective market segmentation?

Q.6. What do you mean by Globalization? Explain how India's economic liberation, introduction of GST, a stable Government at the center, effective trade and credit policies have impacted India's International Trade as of now?

OR

Q.6. Discuss the various needs and benefits of International Marketing?

Q.7. What are the various factors influencing selection of distribution channels?

---

**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**  
**May- June 2019**  
**Export-Finance and Banking & Exchange Control Regulations**

**DATE: 26.05.2019**

**Marks: 100**

**TIME: 10:30 A.M. to 1:30 P.M.**

**NOTES: Answer any 5**

**questions. All questions carry equal marks.**

6. What are the stages of Export finance and how it is different from working capital finance extended to the domestic businessman?
7. What is the difference between Factoring and Forfeiting as the two international financial products?
8. a) What are Current account and Capital account transactions under FEMA.  
b) Discuss who is an authorized person in terms of FEMA. How many categories of authorized persons are there.
9. a) Who can open an NRE account with a bank? What are the features of an NRE account?  
b) Discuss execution of Overseas construction contract by an Exporter is largely a deferred Payment Export.
10. a) What are the main factors an Exporter should keep in mind while quoting price to the foreign buyer?  
b) What is Break Even Point in case of an Export Pricing?  
Exporter is having following data with him:  
Selling Price = Rs. 12  
Variable Cost/unit = Rs.7  
Fixed Cost = Rs. 1500  
Calculate the Break Even number units.
6. Calculate the FOB price to be quoted to the German buyer for Export of Garments. Exporter is submitted with the following data:  
Raw material Cost : Rs.88000  
Packing cost : Rs.6000  
Expenses up to Loading : Rs.20000  
Labour Charges : Rs.12000  
Exporter expects profit of : 20%  
Duty drawback is available on export Price is at: 5%  
Euro/ Rs. conversion Rate is : 1 Euro = Rs.60/-
7. Write short notes on the following:  
(i) Persons of Indian Origin (PIO) (ii) EEFC Account

\*\*\*\*\*

# **IMC CHAMBER OF COMMERCE AND INDUSTRY**

## **ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**

**May- June 2019**

### **Export Procedure & Documentation**

**Marks: 100**

**DATE: 01.06.2019**  
**10:30 A.M. to 1:30 P.M.**

**TIME:**

---

**NOTES: Answer any 5 questions. All questions carry equal marks.**

3. a) Discuss few Export Promotion organizations. How they assist an exporter in his export business.  
b) What is Bill of Lading and why it is one of the most important export document?
4. Describe in detail the online procedure for obtaining IEC.
3. Discuss documents on collection basis as one of the methods of settlement of foreign trade transaction.
4. (a) Briefly discuss few important parameters of an export order.  
(b) Explain Advising bank, Confirming Bank and Negotiating Bank as applicable to the Letter of Credit Transaction.
5. What is your understanding regarding Exchange Rate Mechanism? What are the different types of rates quoted to their Exporter/Importer clients and the rules that are being followed by the banks in this regard?
6. Briefly discuss Marine Insurance. Which are "Marine All Risks" Insurance covers attached to the Insurance Certificate issued in case of International transport of goods?
7. Write short notes on the following:
  - i) Bill of Exchange
  - ii) Various types of invoice

\*\*\*\*\*

## **IMC CHAMBER OF COMMERCE AND INDUSTRY** **ADVANCED CERTIFICATE IN INTERNATIONAL TRADE**

**May June -2019**

### **IMPORT MANAGEMENT**

**DATE: 02.06.2019**  
**A.M. to 1:30 P.M.**

**Marks: 100**

**TIME: 10:30**

---



**NOTES: Answer any 5 questions. Each question carries 20 marks.**

Q.1. Why India needs to Import & Export? Explain in brief?

Q.2. What is the basic difference between basic custom duties and GST?

Q.3. Describe mandatory documents required while importing restricted goods in India.

Q.4. Describe “Customs Clearance Procedure of Imported Goods” under the manual system or

the EDI systems.

Q.5. Calculate total import duty payable in Indian Rupees only while importing goods based on

following given data, foreign supplier’s invoice value of the goods are as under (prior to GST --Indirect Tax Applicable)

CIF value of the Imported Goods in US Dollar ----- 5000.00

Basic Custom Duty: (BCD) ----- 5%

“CVD”----- 8%

Special Additional Duty (SAD) ----- 4%

Education Cess on custom is ----- 3%

(2% on primary and 1% on secondary education)

Port Landing Charges on CIF value in rupees-----1%

(CBEC- customs exchange rate Rs 70:00 per Dollar)

**OR**

Note: Calculate Import Duty in Indian rupees only (with New Indirect Tax Regime - GST)

Calculate total import duty in rupees only while importing goods as per the following given

data, Foreign Supplier’s invoice value of the goods are as under (Import duty is to be calculated as per GST Rate)

K. CIF Value of the goods up to NHAVASHEVA Seaport: \$2000:00

L. Basic Custom Duty(BCD):----- 5%

M. Education Cess on Customs is:-----3%

(2% on primary and 1% on secondary education)

N. Integrated Goods & Service Tax (IGST) while Importing cargo in India-----18%

O. Port Landing Charges on CIF value in rupees ----- 1%

(CBEC-customs exchange rate Rs 70:00 per Dollar)

Note: Calculate Import Duty in Indian rupees only

Q.6. Write short notes (Any Two):

d) ITC ( HS) classification

e) Various Types of Bill of Entries for Import of goods

f) Basic difference between IMPORT & EXPORT

Q.7. Explain in detail (Any Two):

f) MEIS -Merchandise Export from India Scheme

g) 100% EOU scheme

h) Export Promotion Capital Goods Scheme (EPCG)

i) AA-- Advance Authorization Scheme

j) DFIA-- Duty Free Import Authorization Scheme

Q. 8.

e) Can you import second hand goods i.e Air Conditioners and Diesel Generating Sets under present FTP- 2015-2020? Yes /no- explain in brief.

f) Can you import any goods under OGL (Open General License)? Yes /no- explain in brief.

g) Does ‘e’ BRC is required for claiming MEIS (Merchandise Exports From India Scheme) AUTHORIZATION? Yes /no- explain in brief.

h) Can you import raw materials duty free under EPCG (Export Promotion

Capital Goods Scheme as per Current FTP policy 2015-2020)? Yes /no- explain in brief.

-----

**IMC CHAMBER OF COMMECE AND INDUSTRY  
ADVANCED CERTIFICATE IN INTERNATIONAL TRADE  
EXAMINATION  
MAY-JUNE 2019  
FOREIGN TRADE POLICY**

**Date: 08/06/2019  
1.30 p.m.**

**Marks: 100**

**Time 10.30 a.m. to**

---

**INSTRUCTIONS:** Answer any five questions. Each Question carries 20 marks. Correct questions Numbers should be indicated against each answer.

Q. No.1.

- (c) Explain the e-Trade Project under para 1.19 of Hand Book of Procedures 2015-2020 as amended upto 31<sup>st</sup> March 2019.
- (d) Briefly state a few important provisions of Trade Facilitation and Ease of doing Business under Chapter 1 of Foreign Trade Policy 2015-2020.

Q. No.2. Explain the various provisions and importance of Importer Exporter Code / e.IEC, under the current FTP /HBP as amended up-to 31<sup>st</sup> March 2019.

Q. No.3. Write Short Notes on any four (4) of the following:

- g) Merchandise Exports from India Scheme (MEIS)
- h) Various Privileges of Status Holders
- i) Standard Input-out-put Norms
- j) EXIM facilitation Committee
- k) Deemed Exports
- l) Post Export EPCG Duty Credit Scrips.

Q. No.4. Explain Duty Exemption/ Remission Schemes under Chapter 4 FTP?

Q. No.5. With reference to the Export Promotion Capital Goods Scheme – Chapter 5, explain all the following:

- f) Coverage under the Scheme
- g) Export Obligation
- h) Nexus Certification
- i) Certificate of Installation of Capital Goods
- j) Realization of Export Proceeds

Q. No. 6. With reference to Export Oriented Units, discuss all the following concepts:

- f) Objective of the Scheme
- g) Entitlement for supplies from DTA to EOU/ EHTP/ STP/ BTP
- h) Import and Domestic Procurements of goods by EOU/ EHTP/ STP/ BTP
- i) Net Foreign Exchange Earning and its importance.
- j) Maintenance of Accounts

Q. No.7. Discuss the various provisions of Quality Complaint and Trade Disputes under Chapter 8 of the FTP ?

Q. No.8. Write short notes on any four of the following:

- g) SEIS
- h) Define and Explain "Actual User" under Chapter 9.03 of FTP
- i) Define and explain Capital Goods under 9.08 of FTP
- j) Risk Management System under FTP
- k) Privileges of Status Holders
- l) Towns of Export Excellence.

-----

**IMC Chambers of Commerce and Industry**  
**Advance Certificate in International Trade**  
**May June 2019**  
**Foreign Trade Logistics**

**DATE: 09.06.2019**

**Marks: 100**

**TIME: 10:30 A.M. to 1:30 P.M.**

---

**NOTES: Answer any 5 questions. Each question carries 20 marks.**

Q.1. Define "Logistics" & explain any four functions of Logistics in detail.

Q.2. List out & explain the different means & modes of Transport used in International Trade.

Q.3. List out the advantages of Containerization & explain any four types of Containers.

(Preferably with Diagram)

Q.4 (a) Write the significance of “Bill Of Lading”.

(b) Discuss the types of Shipping Services- Liner & Tramp.

Q.5. Define Inco term & explain any four Inco terms 2010 in detail.

Q.6. Write short notes: (any two)

- e. List out & explain different types of Ships. ( Preferably with Diagram )
- f. Explain the Concept of 3 PL & 4 PL
- g. Marine Insurance
- h. Shipment Stage (Dock Stuffing, Factory Stuffing & ICD- Factory Stuffing)

-----

**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**Advanced Certificate in International Trade Examination**  
**December 2020**  
**International Marketing and Organization Behavior**

Date: 16.01.2021

Marks: 100

Time: 10.30 am- 1.30 pm

- 
1. PLEASE ANSWER ANY TWO (2) SUB-QUESTIONS ONLY FROM EACH QUESTION. DO NOT ANSWER ALL THREE SUB-QUESTIONS AGAINST EACH QUESTION.
  2. Correct questions Numbers should be indicated against each answer.
  3. The answers should be relevant to questions attempted.
  4. Question No.5 pertains to organization behavior.

- Q.1 Attempt any two questions 2Marks**
- a) Define International Marketing. Discuss its features?
  - b) Define Trade Blocks? Explain the degree of integration chosen by countries.
  - c) "International marketing is not as easy as domestic marketing" What are your views on this statement? What are the challenges faced in International Marketing?
- Q.2 Attempt any two questions 20Marks**
- a) Explain the components of International Marketing Environment?
  - b) Write short notes on (i) World Bank, (ii) IMF (iii) Counter Trade?
  - c) Explain the process of International Marketing Research?
- Q.3 Attempt Any Two questions 20 Marks**
- a) Discuss Product Standardization and Product Adaptations with suitable Examples?
  - b) What do you mean by International Organization Design?
  - c) What are the various methods of pricing in International Marketing?
- Q.4 Attempt any two questions 20marks**
- a) A company is planning to enter the international market. What recommendations you will suggest them with regard to various channels of distribution they should consider to enter the international market?
  - b) If your firm is intending to export from India what are the international marketing plan, they should consider?
  - c) Discuss the different types of Trade Barriers in International marketing?
- Q.5 Attempt any two questions 20Marks**

- a) What do you mean by Group? Why do people in organizations forming groups?
- b) Explain Leadership? Explain the problem, if any, of women leaders in India? What are leadership qualities a leader is expected to possess?
- c) Briefly discuss Stress management and brain storming in different organizations?

End

**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**Advanced Certificate in International Trade Examination**  
**December 2020**  
**Export-Finance and Banking & Exchange Control Regulations**

**DATE: 17.01.2021**

**Marks: 100**

**TIME: 10:30 am to 1:30 pm**

---

**NOTES: Answer any 5 questions. All questions carry equal marks.**

1. Calculate the FOB price to be quoted to the German buyer in Euros for Export of Readymade Garments. Exporter is submitted with the following data.
 

i. Export Factory Cost	: Rs.25000/-
ii. Packing Cost	: Rs.2000/-
iii. Local Transport Charges	: Rs.3000/-
iv. Exporter expects profit of	: 10%
v. Export Incentive on the FOB Price	: 25 %
vi. Euro / Rupee spot rate is	: Rs.66/-
2. What is the difference between Factoring and Forfeiting as two international financial products.
3. What are the main objectives an Exporter should keep in mind while quoting export price to the foreign buyer.
4. What is the difference between Current account and capital account transactions as per FEMA.
5. What are the salient features of an EEFC account allowed to be opened by an exporter.
6. What are the different methods of creating securities in favour of bank while availing Export Finance.
7. Discuss the concept of Break Even Point. Why it is important to work out the same while offering the price to the foreign Buyer.
8. What are the two stages of export finance extended to the exporters for execution of an export order.

-----

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

**December 2020**

**Export Procedure & Documentation**

**Marks: 100**

**DATE: 23.01.2021**

**TIME: 10:30 A.M. to 1:30 P.M.**

---

**NOTES: Answer any 5 questions. All questions carry equal marks.**

1. How to find, or identify the buyers in the international market.
2. Discuss Step by step procedure for starting an Export business.
3. Discuss various Insurance covers attached to the marine Insurance Policy.
4. Why an exporter is required to register himself and obtain RCMC. Name few Export Promotion Organisations.
5. Discuss any five FEMA 99 provisions for Exports
6. Open account method of settlement of foreign trade transaction is highly risky for an exporter. Why.
7. Dis Which are the various Invoices used in the International Trade. Discuss.

8. Discuss any five Important parameters of an Export Order

-----

**IMC CHAMBER OF COMMERCE AND INDUSTRY**

**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION  
December 2020**

**IMPORT MANAGEMENT**

**Marks: 100**

**DATE: 24/01/2021**

**TIME: 10:30 am to 1:30 pm**

**NOTES: Answer any 5 questions. Each question carries 20 marks.**

- Q-1. Why India needs to import OIL, GAS, & COAL? Can India survive without import of these Goods?
- Q-2. Explain in brief Import policy is an essential Tool for balancing the shortage of various commodities i.e. Onion, sugar, cotton, etc
- Q-3. Explain Import Duty Tariff Structure in India i.e. Basic Customs Duty, IGST, Anti-Dumping Duty, Safe Guard Duty, protective Duty
- Q-4. Short Notes on -Freely importable items, Licensed Imports, Canalised items. Prohibited items
- Q-5. Describe procedure of "Customs Clearance of Imported Goods & Payment of Customs Duty
- Q-6. Explain significance about e- SANCHIT introduced by Customs.
- Q-7. Explain significance of FACELESS ASSESSMENT PROCEDURE FOR PROCESSING BILL OF ENTRY IN THE CUSTOMS
- Q-8. Write short notes (Any Two)
  - (a) ITC (HS) CLASSIFICATION
  - (b) Various Types of Bill of Entries for import of goods
  - (c) Basic difference between Import-export



- (d) Role of WTO
- (e) Details of Bill of Lading

Q-9. Explain in Detail (Any Two)

- (a) MEIS -Merchandise Export from India Scheme
- (b) EPCG -Export promotion Capital Goods scheme
- (c) 100% EOU scheme
- (d) AA -Advance Authorization Scheme
- (e) DFIA- Duty Free Import Authorization Scheme

Q-10. Calculate total Import Duty in Indian rupees only ( with new indirect Tax regime )  
Calculate total Import duty in rupees only while importing goods as per the following given data ,Foreign Supplier's Invoice value of the goods are as under ( import duty is to be calculated as per GST Rate )

- A- CIF value of the goods up to Nhava sheva Seaport:-----\$2000.00
- B- Basic Custom Duty (BCD)-----5%
- C- Education Cess on Customs is -----3%  
( 2% on primary and 1% on secondary education )
- D- Integrated Goods and Service Tax (IGST) while importing cargo in India –18%
- E- Port Handling charges on CIF value in rupees -----1%  
( CBEC—customs exchange rate is Rs74.00 per dollar

-----

**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**Advanced Certificate in International Trade Examination**  
**December 2020**

**INTERNATIONAL MARKETING AND ORGANIZATION BEHAVIOR**

**Date: 16.01.2021**

**Marks: 100**

**Time: 10.30 am- 1.30 pm**

---

**NOTE:** PLEASE ANSWER ANY TWO (2) SUB-QUESTIONS ONLY FROM EACH QUESTION. DO NOT ANSWER ALL THREE SUB-QUESTIONS AGAINST EACH QUESTION.

- I. Correct questions Numbers should be indicated against each answer.
- II. The answers should be relevant to questions attempted.
- III. Question No.5 pertains to organization behavior.

**Q.1 Attempt any two questions**

**20Marks**

- d) Define International Marketing. Discuss its features?
- e) Define Trade Blocks? Explain the degree of integration chosen by countries.
- f) "International marketing is not as easy as domestic marketing" What are your views on this statement? What are the challenges faced in International Marketing?

**Q.2 Attempt any two questions**

**20Marks**

- d) Explain the components of International Marketing Environment?
- e) Write short notes on (i) World Bank, (ii) IMF (III) Counter Trade?
- f) Explain the process of International Marketing Research?

**Q.3 Attempt Any Two questions**

**20Marks**

- d) Discuss Product Standardization and Product Adaptations with suitable Examples?
- e) What do you mean by International Organization Design?
- f) What are the various methods of pricing in International Marketing?

**Q.4 Attempt any two questions**

**20Marks**

- d) A company is planning to enter the international market. What recommendations you will suggest them with regard to various channels of distribution they should consider to enter the international market?
- e) If your firm is intending to export from India what are the international marketing plan, they should consider?
- f) Discuss the different types of Trade Barriers in International marketing?

Q.5 Attempt any two questions

20 Marks

- d) What do you mean by Group? Why do people in organizations forming groups?
- e) Explain Leadership? Explain the problem, if any, of women leaders in India? What are leadership qualities a leader is expected to possess?
- f) Briefly discuss Stress management and brain storming in different organizations?

-----

**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**Advanced Certificate in International Trade Examination**  
**December 2020**

**Export-Finance and Banking & Exchange Control Regulations**

**Date: 17.01.2021**

**Marks: 100**

**Time: 10.30 am- 1.30 pm**

---

**NOTE: PLEASE ANSWER ANY 5 QUESTIONS. ALL QUESTIONS CARRY EQUAL MARKS.**

1. Calculate the FOB price to be quoted to the German buyer in Euros for Export of Readymade Garments. Exporter is submitted with the following data.

i. Export Factory Cost	: Rs.25000/-
ii. Packing Cost	: Rs.2000/-
iii. Local Transport Charges	: Rs.3000/-
iv. Exporter expects profit of	: 10%
v. Export Incentive on the FOB Price	: 25 %
vi. Euro / Rupee spot rate is	: Rs.66/-
2. What is the difference between Factoring and Forfeiting as two international financial products?
3. What are the main objectives an Exporter should keep in mind while quoting export price to the foreign buyer.
4. What is the difference between Current account and capital account transactions as per FEMA?
5. What are the salient features of an EEFC account allowed to be opened by an exporter?
6. What are the different methods of creating securities in favour of bank while availing Export Finance?

7. Discuss the concept of Break Even Point. Why it is important to work out the same while offering the price to the foreign Buyer?
8. What are the two stages of export finance extended to the exporters for execution of an export order?

-----

**IMC CHAMBER OF COMMERCE AND INDUSTRY  
ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION  
December 2020**

**EXPORT PROCEDURE AND DOCUMENTATION**

**MARKS 100**

**DATE: 23.01.2021** **TIME: 10.30 am - 1.30 pm**

---

**NOTE:** Answer Any Five Questions. Each Question Carries 20 Marks.

1. How to find or identify the buyers in the international market.?
2. Discuss Step by step procedure for starting an Export business. ?
3. Discuss various Insurance covers attached to the marine Insurance Policy. ?
4. Why an exporter is required to register himself and obtain RCMC. Name few Export Promotion Organisations.?
5. Discuss any five FEMA 99 provisions for Exports.?
6. Open account method of settlement of foreign trade transaction is highly risky for an exporter. Why.?
7. Discuss Which are the various Invoices used in the International Trade.?
8. Discuss any five Important parameters of an Export Order.?

-----

**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**ADVANCED CERTIFICATE IN INTERNATIONAL TRADE EXAMINATION**  
**December 2020**

**IMPORT MANAGEMENT**

**MARKS 100**

---

**DATE: 24.01.2021** **TIME: 10.30 am - 1.30 pm**

**NOTE:** Answer Any Five Questions. Each Question Carries 20 Marks.

1. Why India need to import OIL, GAS,& COAL ? Can India survive without import of these Goods?
2. Explain in brief Import policy is an essential Tool for balancing the shortage of various commodities i.e Onion, sugar, cotton, etc ?
3. Explain Import Duty Tariff Structure in India i.e Basic Customs Duty , IGST, Anti- Dumping Duty, Safe Guard Duty, protective Duty ?
4. Short Notes on
  - Freely importable items
  - Licensed Imports
  - Canalised items
  - Prohibited items.
5. Describe procedure of “Customs Clearance of Imported Goods & Payment of Customs Duty?
6. Explain significance about e- SANCHIT introduced by Customs.?
7. Explain significance of FACELESS ASSESSMENT PROCEDURE FOR PROCESSING BILL OF ENTRY IN THE CUSTOMS?
8. Write short notes (Any Two)

- (a) ITC (HS) CLASSIFICATION
- (b) Various Types of Bill of Entries for import of goods
- (c) Basic difference between Import-export
- (d) Role of WTO
- (e) Details of Bill of Lading

9. Explain in Detail (Any Two)

- (a) MEIS -Merchandise Export from India Scheme
- (b) EPCG -Export promotion Capital Goods scheme
- (c) 100% EOU scheme
- (d) AA -Advance Authorization Scheme
- (e) DFIA- Duty Free Import Authorization Scheme

10. Calculate total Import Duty in Indian rupees only (with new indirect Tax regime)

Calculate total Import duty in rupees only while importing goods as per the following given data ,Foreign Supplier's Invoice value of the goods are as under (import duty is to be calculated as per GST Rate )

- A- CIF value of the goods up to Nhava sheva Seaport:-----\$2000.00
- B- Basic Custom Duty (BCD)-----5%
- C- Education Cess on Customs is -----3%  
( 2% on primary and 1% on secondary education )
- D- Integrated Goods and Service Tax (IGST) while importing cargo in India – 18%
- E- Port Handling charges on CIF value in rupees -----1%  
(CBEC—customs exchange rate is Rs74.00 per dollar

-----

**IMC CHAMBER OF COMMERCE AND INDUSTRY**  
**Advanced Certificate in International Trade Examination**  
**December 2020**  
**FOREIGN TRADE POLICY**

**Date: 30.01.2021**

**Marks: 100**

**Time: 10.30 am- 1.30 pm**

**NOTE: PLEASE ANSWER ANY 5 QUESTIONS. ALL QUESTIONS CARRY EQUAL MARKS.**

Q.1 Write SHORT NOTES on the following: -

- a) Actual User Conditions under the Foreign Trade Policy.
- b) Interpretation of Policy and Exemption from Policy and Procedures under certain conditions.
- c) Various Privileges given to Status Holders.
- d) Value Addition and Minimum Value Addition concepts under Duty Exemption and Remission Schemes.

Q.2 What do you understand by Export Promotion Capital Goods Scheme? Also discuss various

provisions of the scheme, coverage and Conditions applicable to Export Obligation, and post

export EPCG Credit, under the scheme?

**OR**

Q.2 Write brief notes on the following: -

- a) Status Certificate issued to Status Holders and the various provisions thereof.
- b) Quality Complaints and Trade Disputes under FTP
- c) General provisions for imports and exports under FTP.
- d) Standard Input-Output Norms (SION) under Duty Exemption Scheme.

Q.3 Discuss important provisions of Export Oriented Units under the Current Foreign Trade Policy?

**OR**

Q.3 What is Deemed Export? State various categories of Supply under Deemed Exports? Discuss

the benefits available to suppliers under Deemed Exports. State the effect of GST on Deemed Exports.

Q.4 Write Short Notes (ANY FOUR)

- a) EXIM facilitation Committee
- b) Post Export EPCG Duty Credit Scrips.
- c) RCMC and various provisions regarding RCMC.
- d) Generalized System of Preference.
- e) Certificate of Origins and Rules thereof.
- f) Risk Management System under FTP.

Q.5 Explain Duty Exemption/Remission Schemes under Chapter 4 of FTP?

**OR**

Q.5 Explain the various provisions and importance of Importer Exporter Code (IEC) under the

current FTP /HBP as amended up-to date?

-----



**IMC CHAMBER OF COMMERCE AND INDUSTRY**

**Advanced Certificate in International Trade Examination  
December 2020**

**FOREIGN TRADE LOGISTICS**

**Date: 31.01.2021  
pm**

**Marks: 100**

**Time: 10.30 am- 1.30**

---

**NOTE: PLEASE ANSWER ANY 5 QUESTIONS. ALL QUESTIONS CARRY EQUAL MARKS.**

Q.1 Define logistics & explain the different functions of logistics in detail.

Q.2 Explain in brief different means & modes of transport used in International Trade.

Q.3 List out challenges faced in Shipping in pandemic Covid 19 & impact of the same on Logistics Cost.

Q.4 Explain:

- c) Voyage & Time Charter.
- d) Factors influencing Transport Cost.

Q.5 Define Inco terms. Explain in detail any 5 Inco terms 2020.

Q.6 a. Explain different types of Ships?

b. Briefly explain the parameters for selection of shipping line?

Q.7 Write short notes (any two):

- e) Types of Containers.
- f) Role of "Inland Container Depot" & "CFS"
- g) Marine Insurance.
- h) Concept of 3 P/L & 4 P/L.

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

**Time: 10:30**

---

**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.**

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

\*\*\*\*\*

**IMC CHAMBER OF COMMERCE AND INDUSTRY**

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

**Subject: EXPORT PROCEDURE & DOCUMENTATION**

**Date: 10. 12.2022**

**Marks: 100  
to 1:30 p.m.**

**Time: 10:30 a.m.**

---

**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.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?**

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.

\*\*\*\*\*

**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.

\*\*\*\*\*

**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.**

**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.



\*\*\*\*\*