

MAY 2012

P/ID 77560/PMBN4

Time : Three hours

Maximum : 100 marks

PART A — (5 × 6 = 30 marks)

Answer any FIVE out of Eight questions.

1. Explain the recent trends in India's import trade.
2. Define the term 'Open General License'.
3. Explain any two type of payment terms prevailed in import trade.
4. What are the major criteria for selecting overseas supplier?
5. Explain the various stages involved in the processing of import order.
6. Explain the operational mechanism of letter of credit.
7. What are the different prevailing exchange rates at Global level?
8. State any three salient features of new Foreign Trade Policy (F.T.P).

PART B — (5 × 10 = 50 marks)

Answer any FIVE out of Eight questions.

9. Analyze the role of new foreign trade policy in import trade control regulation practices in India.
10. State the particulars and significance of various documents used in imports trade.
11. Define the term 'Counter Trade'. Why are imports canalised? Give reasons.
12. What do you mean by insurance document? Give a detailed account of insurance claiming process.
13. Discuss various types of pre-shipment finances available for importers.
14. What do you meant by negative list of imports? Explain capital goods scheme.
15. Bring out the reasons for deficit balance of payment prevailing in India. What are the remedies need to change it into surplus?
16. Discuss the various RBI's regulation for making payment for import's.

PART C — (1 × 20 = 20 marks)

(Compulsory question)

17. The buyer is entitled to inspect, or to have its agent inspect, the goods at the seller's place of business or point of shipping. The seller will pay return freight charges and will replace goods that the buyer or its agent reject, with goods that meet the description and specifications set forth in the agreement. On completion of the inspection and acceptance of the goods, the buyer or its agent will execute a certificate of inspection and acceptance. The buyer's failure to inspect the goods will constitute a waiver of the right of inspection, and the buyer will be deemed to have accepted the goods as delivered.

Based on the provisions, comment on the following with examples.

- (a) The buyer should insist on a right of inspection of the goods before taking delivery to determine whether goods meet the contract specifications.
- (b) This clause should specify who will do the inspection—the buyer, an agent, a neutral third party or a licensed inspector?
- (c) Where will the inspection occur—at seller's plant, the buyer's work house, or a receiving deck?