

Instructions:

- Question no 1 to 4 carry 14 marks each, with both the questions mentioned in
- Question no 5 carries 14 marks (each question of 2 marks). Out of the 12 questions, Attempt any seven.

Question 1**14 marks**

Explain the key elements of an efficient logistics strategy in global supply chains. Discuss how logistics planning, transportation management, and inventory control can reduce costs and enhance service quality in international operations

Or

Discuss the process of managing export-import logistics for perishable goods. Explain the specific challenges involved, such as temperature control, regulatory compliance, and quick customs clearance, and how these challenges are addressed through specialized documentation and logistics practices.

Question 2**14 marks**

Describe the importance of INCOTERMS in export-import transactions. Choose three common INCOTERMS (e.g., FOB, CIF, DDP) and explain how they assign responsibilities between exporters and importers. Discuss the effect of INCOTERMS on documentation requirements, insurance, and cost-sharing.

Or

What are the essential documents needed in the import customs clearance process? Explain the purpose of each document, including the Import Declaration, Bill of Lading, Certificate of Origin, and Commercial Invoice, and discuss how incomplete documentation can affect the timeline and cost of import clearance

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Question 3**14 marks**

Explain the purpose and structure of the Harmonized System (HS) in international trade. Discuss how accurate HS code classification impacts tariffs, compliance, and customs processing times. Provide examples of how incorrect classification can affect costs, lead to penalties, or cause shipment delays for exporters and importers. In your answer, also describe the challenges companies face in correctly classifying products under the HS system and suggest strategies they can use to ensure accuracy

Or

Discuss the role of compliance and documentation in managing customs processes. Analyze how key documents such as the Commercial Invoice, Bill of Lading, and Packing List help in reducing customs delays and preventing penalties.

Question 4**14 marks**

Fresh Farm Ltd., a company based in India, specializes in exporting organic fruits to European markets. Fresh Farm recently secured a large order from a chain of organic grocery stores in Germany. Due to the perishable nature of the goods, it's essential that the shipment reaches its destination within 5 days to maintain product freshness and quality. Fresh Farm Ltd. opted to ship the produce via air freight.

As the shipment approached customs in Germany, the customs officers flagged it for further inspection due to incomplete and inconsistent documentation. The **Commercial Invoice** did not match the product descriptions on the **Packing List**, and the **Certificate of Origin** was missing. These discrepancies delayed the shipment by 2 days, impacting the produce's freshness and leading to quality concerns from the buyer.

To prevent similar issues in future shipments, Fresh Farm Ltd. is evaluating its documentation practices and exploring digital solutions to streamline its supply chain operations.

- A) Identify and discuss the importance of the key documents involved in this case (Commercial Invoice, Packing List, and Certificate of Origin) and explain how each one contributes to customs compliance and smooth logistics operations for perishable goods. What steps could Fresh Farm Ltd. take to ensure accurate and complete documentation for future shipments?

- B) Analyze the potential benefits of adopting digital solutions, for Fresh Farm Ltd. in managing its supply chain documentation. How might digital documentation improve accuracy, efficiency, and reduce the risk of delays for perishable shipments? Provide examples to support your answer.

Question 5 (Attempt every seven)

14 marks

- 1.) Which Incoterms place the maximum responsibility on the seller?
 - (a) FOB
 - (b) CIF
 - (c) EXW
 - (d) DDP
- 2.) Which department in India is primarily responsible for overseeing exports and imports?
 - (a) Ministry of Commerce and Industry
 - (b) Ministry of Finance
 - (c) Ministry of Foreign Affairs
 - (d) Ministry of Home Affairs
- 3.) What does HS Code stand for in international trade?
 - (a) Harmonized System Code
 - (b) Hazardous Substance Code
 - (c) Homeland Security Code
 - (d) Handling and Shipping Code
- 4.) FEUs stand for?
 - (a) Forty Feet Equivalent Unit
 - (b) Forty Foot Equivalent Unit
 - (c) Forty Foot Equipment Unit
 - (d) Forty Feet Equipment Unit
- 5.) In a Letter of Credit transaction, which entity provides assurance to the exporter that they will receive payment?
 - (a) Importer's bank
 - (b) Exporter's bank
 - (c) Exporter
 - (d) Importer
- 6.) EDI in export-import logistics stands for:
 - (a) Electronic Data Interchange
 - (b) Export Development Initiative
 - (c) Environmental Data Index
 - (d) External Documentation Interface

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7.) What is a drawback of air freight?

- a) Speed
- b) Limited size
- c) High cost
- d) Lack of reliability

8.) A consignee is best described as:

- a) The person who imports goods
- b) The agent for customs
- c) The freight forwarder
- d) The warehouse manager

9.) The primary responsibility of a customs broker is to:

- a) Arrange transportation
- b) Clear goods through customs
- c) Issue Bills of Lading
- d) Inspect cargo

10.) Which of the following refers to the physical distribution and handling of goods within a warehouse?

- a) Logistics
- b) Warehousing Management
- c) Inventory Control
- d) Supply Chain Management

11.) What is the function of the Proforma Invoice?

- a) Acts as a preliminary bill before shipping
- b) Confirms delivery of goods
- c) Provides proof of payment
- d) Serves as a customs clearance document

12.) Which of the following is a duty imposed on imported goods?

- a) Excise Duty
 - b) Export Duty
 - c) Import Duty
 - d) Goods and Services Tax
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