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Course Code

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Fourth Semester MBA Degree Examinations, August 2026

EXIM EDGE-STRATEGIES FOR GLOBAL TRADE

Duration: 3 hrs

Max. Marks: 100

Note: 1. Answer any FOUR full questions from Question No. 1 to 7.

2. Question No. 8 is compulsory

3. Missing data, if any, may be suitably assumed

<u>Q. No</u>	<u>Question</u>	<u>Marks</u>	<u>(RBTl:CO:PO)</u>
1	a. Name the differences between domestic trade and international trade.	03	(3:1:1)
	b. Apply the 4 Pillars of India's Trade policy 2023.	07	(3:1:2)
	c. Explain the roles and responsibilities of Directorate General of Foreign Trade (DGFT).	10	(4:1:3)
2.	a. Outline three key reasons for documentation.	03	(3:2:1)
	b. Illustrate the key foreign trade simplification initiatives in India.	07	(3:2:2)
	c. Analyse the global Aligned Documentation System (ADS).	10	(4:2:3)
3.	a. Name the three types of export contracts.	03	(3:3:1)
	b. Classify the 11 Incoterms 2020.	07	(3:3:2)
	c. Analyse the elements of Export Contracts.	10	(4:3:3)
4.	a. Outline the three main kinds of legal systems applicable in international business.	03	(3:4:1)
	b. Illustrate the documentary credit under Letter of Credit (L/C).	07	(3:4:2)
	c. Analyze different types of Letters of Credit.	10	(4:4:3)
5	a. Explain the difference between pre-shipment finance and post shipment finance.	03	(3:5:1)
	b. Examine the factors affecting currency value.	07	(3:5:2)
	c. Analyse various methods of financing exports / imports.	10	(4:5:3)
6.	a. Discuss the supply chain and logistics risks of international trade.	03	(3:5:1)
	b. Construct risk identification and assessment process for exports and imports.	07	(3:5:2)
	c. Analyse the risk management strategies and tools.	10	(4:5:3)
7.	a. Outline at least three important global regulatory bodies for international trade.	03	(3:1:1)

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| b. | Summarize the key aspects that needs to be considered while preparing export business plan. | 07 | (3:1:2) |
| c. | Analyse the steps involved in executing export orders. | 10 | (4:1:3) |

8.

Case Study

"The Missing HS Code & The Stalled Machinery"

An Indian engineering firm based in Andhra Pradesh manufactured and sold a \$100,000 industrial printing machine to a buyer in Germany. The sales contract specified a Letter of Credit (LC), meaning the exporter's bank would only release the funds upon presentation of flawless, matching shipping documents.

The exporter's logistics team declared a generalized, approximate HS Code on the Commercial Invoice instead of the exact 8-digit code required for specialized machinery. Also, the net weight on the Packing List did not match the weight recorded on the Commercial Invoice, due to an administrative data-entry mistake.

German Customs flagged the shipment upon arrival due to the vague HS Code and weight discrepancy. The cargo was held for mandatory inspection. The cargo sat at the port of entry for 14 days, racking up \$3,500 in port demurrage and detention fees.

When the exporter submitted their documents to the bank to claim their \$100,000 payment, the bank refused to process the payment due to the document discrepancies (mismatched weights between the packing list and invoice).

As a result, the exporter had to pay \$1,500 in amendment fees to fix the documents, lost \$3,500 in storage fees, and severely strained their relationship with the German buyer, who almost canceled the order due to the delay.

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| a. | Based on the case study, explain the importance of documentation in exports. | 10 | (4:4:4) |
| b. | Suggest what steps the exporter would have taken to avoid, mitigate such risks. | 10 | (4:2:3) |

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