

**FIFTH SEMESTER U.G. DEGREE [SPECIAL] EXAMINATION
NOVEMBER 2020**

(CUCBCSS—UG)

Foreign Trade

EFT 5B 09—FOREIGN TRADE DOCUMENTATION AND LOGISTICS

Time : Three Hours

Maximum : 80 Marks

Section A

Answer all questions.

Each question carries 1 mark.

1. Logistics is the part of a supply chain involved with the forward and reverse flow of :
 - A. Goods.
 - B. Services.
 - C. Cash.
 - D. All of the above.
2. Distribution requirement planning is a system for :
 - A. Inventory management.
 - B. Distribution planning.
 - C. Both A and B.
 - D. None of the above.
3. Process of managing upstream and downstream of final goods, flow of raw materials and information about resellers and final consumers is classified as :
 - A. Marketing logistics network.
 - B. Supply chain management.
 - C. Delivery network.
 - D. Physical distribution network.
4. One criticism of outsourcing is that :
 - A. There are delays in meeting the demand.
 - B. The interaction bears no flexibility.
 - C. Product quality suffers.
 - D. The price paid by the customer is very high.
5. Benefits of 3PL include :
 - A. Flexibility.
 - B. Efficiency.
 - C. International Reach.
 - D. All the above.

Turn over

6. In marketing intermediaries, way of distribution in which few dealers distribute company's product in selective territories is called :
- A. Selective distribution. B. Intensive distribution.
C. Inclusive distribution. D. Exclusive distribution.
7. The term Supply Chain Management was coined by :
- A. David Blanchard. B. Keith Oliver.
C. David Jacoby. D. Betty A. Kildow.
8. Export-Import Bank of India is a finance institution in India, established in :
- A. 1982. B. 1984.
C. 1985. D. 1988.
9. Identify the advantage of global marketing :
- A. Economies of scale in production and distribution.
B. Lower marketing costs.
C. Consistency in brand image.
D. All the above.
10. Concept of logistics which focuses on teamwork in whole supply chain management to maximize performance of a distribution system is :
- A. Integrated logistics management.
B. Intermodal logistics management.
C. Intra-modal logistics management.
D. Exclusive logistics management.
11. _____ is a document issued by a bank at the request of an importer :
- A. Bill of Lading. B. Letter of Credit.
C. Consular Invoice. D. Commercial Invoice.
12. _____ is Outsourcing on a long term basis with negotiated contracts and integrated IT systems to facilitate free information flow and create supply chain visibility.
- A. Tactical Outsourcing. B. Transactional Outsourcing.
C. Strategic Outsourcing. D. Global outsourcing.

Section B

Answer at least six questions.

Each question carries 3 marks.

All questions can be attended.

Overall Ceiling 18.

13. What is meant by direct shipping ?
14. Define consular invoice
15. What is counter trade ?
16. Prepare a note on CE marking.
17. What is compensation agreement ?
18. What do you mean by Importer Exporter Code ?
19. Briefly explain inventory management.
20. Define strategic outsourcing
21. Point out the benefits of 3PL.
22. What does warehouse receipt indicate ?
23. *Logistics is divided into inbound and outbound categories.* Define them.
24. Highlight the significance of Consular Invoice for Importer.

(6 × 3 = 18 marks)

Section C

Answer at least four questions.

Each question carries 6 marks.

All questions can be attended.

Overall Ceiling 24.

25. Distinguish between dock receipt and warehouse receipt
26. *Export Promotional Council plays important role in export import industry.* Substantiate.
27. Prepare a note on Incoterms
28. Explain different types of distribution channels
29. What is the difference between a bill of lading and a sea waybill ?
30. Discuss the advantages of outsourcing logistics

Turn over

31. Explain horizontal marketing system.
32. What are the factors affecting the selection of channels of distribution ?

(4 × 6 = 24 marks)

Section D

Answer any two questions.

Each question carries 13 marks.

33. Explain Logistics and Supply Chain Management.
34. Discuss the meaning and function of export documentation.
35. Explain the significance of outsourcing in the globalisation era. Identify the advantages and disadvantages of outsourcing.
36. Identify and explain the components of the logistics system.

(2 × 13 = 26 marks)

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