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23FTU626N

PSG COLLEGE OF ARTS & SCIENCE
(AUTONOMOUS)

BCom DEGREE EXAMINATION MAY 2026
(Sixth Semester)

Branch – **COMMERCE (FOREIGN TRADE)**

FOREIGN TRADE PROCEDURES AND DOCUMENTATION

Time: Three Hours　　　　　　　　　　Maximum: 75 Marks

SECTION-A (10 Marks)

Answer **ALL** questions

ALL questions carry **EQUAL** marks　　(10 × 1 = 10)

Module No.	Question No.	Question	K Level	CO
1	1	Which of the following refers to the exchange of physical goods between countries? (i) Trade in Services (ii) Counter Trade (iii) Merchandise Trade (iv) Offshoring	K1	CO1
	2	Which of the following is considered a barrier to international trade? (i) Free trade agreement (ii) Tariff (iii) Global sourcing (iv) Foreign direct investment	K2	CO1
2	3	A Registered Exporter is a person or firm registered with (i) RBI (ii) SEBI (iii) DGFT (iv) IRDA	K1	CO2
	4	Which of the following is an essential element of an export contract? (i) Personal opinion (ii) Quality specification (iii) Political condition (iv) Social obligation	K2	CO2
3	5	ECGC primarily provides protection against (i) Transport delay (ii) Credit risk (iii) Currency printing (iv) Price control	K1	CO3
	6	Which document is required for customs clearance of export goods? (i) Bill of Entry (ii) Shipping Bill (iii) Promissory Note (iv) Delivery Order	K2	CO3
4	7	The document filed by the importer for clearance of goods is called (i) Shipping Bill (ii) Bill of Lading (iii) Bill of Entry (iv) Letter of Credit	K1	CO4
	8	Import financing through short-term supplier credit is known as (i) Factoring (ii) Trade Credit (iii) Leasing (iv) Forfaiting	K2	CO4
5	9	Which pricing method is influenced directly by government control? (i) Competitive pricing (ii) Administrative pricing (iii) Cost plus pricing (iv) Penetration pricing	K1	CO5
	10	Fluctuation in exchange rates leads to (i) Transport risk (ii) Political risk (iii) Currency risk (iv) Contract risk	K2	CO5

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SECTION - B (35 Marks)

Answer **ALL** questions

ALL questions carry **EQUAL** Marks (5 × 7 = 35)

Module No.	Question No.	Question	K Level	CO
1	11.a.	Explain the growth and features of global trade.	K2	CO1
		(OR)		
	11.b.	Discuss the barriers in international trade.		
2	12.a.	Explain the essentials and contents of an export contract.	K3	CO2
		(OR)		
	12.b.	Describe the regulatory framework governing international trade contracts in India.		
3	13.a.	Summarize the export procedures and documentation required for international trade.	K2	CO3
		(OR)		
	13.b.	Explain the role of ECGC and customs clearance procedures in export trade.		
4	14.a.	Apply the steps involved in import procedures and documentation.	K4	CO4
		(OR)		
	14.b.	Illustrate the process of customs clearance and import financing method.		
5	15.a.	Explain the objectives and factors affecting pricing decisions in foreign trade.	K3	CO5
		(OR)		
	15.b.	Discuss the various risks involved in international trade and their management.		

SECTION -C (30 Marks)

Answer **ANY THREE** questions

ALL questions carry **EQUAL** Marks (3 × 10 = 30)

Module No.	Question No.	Question	K Level	CO
1	16	Explain the features and composition of global trade and the barriers faced in international trade.	K2	CO1
2	17	Describe the importance of International Trade Contract	K4	CO2
3	18	Analyse the features of ECGC	K4	CO3
4	19	Explain the importance of pre-import procedures,.	K4	CO4
5	20	Explain the methods of pricing	K5	CO5

Z-Z-Z

END