

PSG COLLEGE OF ARTS & SCIENCE  
(AUTONOMOUS)

**BCom DEGREE EXAMINATION DECEMBER 2019**  
(Sixth Semester)

Branch - **COMMERCE (FOREIGN TRADE)**

**CORE ELECTIVE - II: FOREIGN TRADE PROCEDURES AND  
DOCUMENTATION**

Time : Three Hours

Maximum : 75 Marks

**SECTION-A (20 Marks)**

Answer **ALL** questions

**ALL** questions carry **EQUAL** marks (10 x 2 = 20)

- 1 What is meant by International Trade?
- 2 What is the merchandise Trade?
- 3 Explain International Trade Contracts.
- 4 Write a short note on Inrex.
- 5 What is Consular invoice?
- 6 Define Letter of credit.
- 7 What is meant by Export Financing?
- 8 What is pre-shipment finance?
- 9 Explain bill of entry.
- 10 What is Clean Import Loan?

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**SECTION - B (25 Marks)**

Answer **ALL** Questions

**ALL** Questions Carry **EQUAL** Marks (5 x 5 = 25)

- 11 a Explain the significance of changes in the terms of Trade.  
OR  
b What is Counter Trade? Explain.
- 12 a State the advantages of using export houses.  
OR  
b How do you get an Export order?
- 13 a What is transport documents in international trade?  
OR  
b What is the purpose of bill of exchange loading?
- 14 a What are the documents used in Foreign Trade?  
OR  
b What are the functions of EXIM Bank?
- 15 a State the guidelines for trade credit.  
OR  
b What are the advantages of trade loans?

**SECTION - C (30 Marks)**

Answer any **THREE** Questions

**ALL** Questions Carry **EQUAL** Marks (3 x 10 = 30)

- 16 What are the various methods of correcting disequilibrium in the balance of payments?
- 17 What documents are required for customs clearance?
- 18 Describe the various types of guarantees provided by ECGC.
- 19 What are the documents required for export from India?