

K.J. Somaiya Institute of Management Studies and Research.

International Logistics Management

End Term Examination- Trimester IV.

(PGDM / MMS (Opns) Batch 2018-20)

Time 3 hrs

Marks 50

Date : 20th Sept, 2019

Pls. Note: - Question No. 1 is compulsory and carries 20 marks, attempt any 3 questions from questions 2 to 5 (each carries 10 marks).

- 1. Based on your knowledge of ILM and based on the annexed article inputs (Khan, 2019), attempt any 2 questions.... (each carries 10 marks) (20)**
 - a) Review why logistics has emerged as an important benchmark in the country's economic progress; how could improved logistics help India to establish itself as a global hub of trading, manufacturing and services?**
 - b) What are the issues and challenges faced by Indian logisticians, SME's and other industries?**
 - c) What are your suggestions and recommendations in the improvement of logistics infrastructure in India, to make India's exports globally competitive (say, against China).**

- 2. A printing SME (small and medium enterprise) is planning to export a container load of the printed products to Europe for the first time... as a consultant, please guide the exporter to execute the order suitably, and with minimum risks. Please make necessary assumptions, stating clearly the logic for the same. Your advice should cover (among other relevant issues) the following points... (10)**
 - a) Market entry strategies (suggestions in general)**
 - b) Export mandatory requirements**
 - c) Payment terms & banking**
 - d) Transport documentation**
 - e) Export incentive schemes (both in short term and long term)**
 - f) Customs clearances**
 - g) Marks & labels**
 - h) Use of freight forwarders**
 - i) Transport mode selection & Incoterms**

j) **Packing & Packaging**

k) **Insurance**

l) **Risk management**

m) **Use of CFS/ICDs if necessary**

n) **Utilisation of CHA's**

3. a) **Explain clearly the Harmonised system of commodity classification or HS Codes. Why is it so important in global trade and customs clearance? (5)**

3 b) **What do you mean by terms of delivery (incoterms)? What role do they play in the formation of an international sales contract? Discuss briefly the incoterms under Group "F". (5)**

4. a) **Elaborate on the various factors affecting the transport mode selection criteria of a firm in servicing international markets effectively and efficiently.**

b) **An importer has imported a printing machine from the USA at a FOB New York cost of 100,000 USD and will be moved to India by sea in a full 20 feet container. The marine transport cost for a 20 feet container from New York port to JNPT is 2000 USD.**

Other details are as follows:-

(i) **Insurance was paid to the insurer in India: Rs. 50,000.**

(ii) **Basic customs duty is 10%**

(iii) **If the similar goods produced in India, IGST payable is 12%**

(iv) **Rate of exchange as announced by RBI was: Rs. 72= 1 USD.**

Find out

a) **CIF Cost ex. JNPT in USD**

b) **Customs duty payable, and the landed cost to the importer (5)**

5. **Write Short Notes (any four) (10)**

a) **Liner vs. Tramp shipping.**

b) **The functions of the Bill of lading document**

c) **D/A and D/P methods of payment**

d) **Customs House Agents(CHAs)**

e) **Unitisation and palletisation**

f) **Containerisation and globalization.**

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