

Semester IV November 2025		
Maximum Marks: 25 Examination: End Sem Exam Date: 18/11/2025 Duration: 1.5 hrs.		
Programme code: 19 Programme: PGDM -Executive (Ops & SCM)	Class: SY	Semester: IV
College: K. J. Somaiya Institute of Management	Name of the department/Section/Center: Operations	
Course Code: 117I19C404	Name of the Course: International Logistics	
Instructions: Answer any two questions from Part A (10 marks each), and any one question from Part B (5 marks)		

PART A

Question No.		Max. Marks
1.	<p>An SME (Small and Medium Enterprise) in the packaging sector plans to export its eco-friendly products to the USA for the first time. As they are unfamiliar with international logistics procedures, they have appointed you as an EXIM (Export–Import) consultant to guide them in executing the order efficiently and sustainably.</p> <p>Using appropriate assumptions, clearly state your logic and provide advice to the exporter on the following aspects:</p> <ul style="list-style-type: none"> i) Export documentation and mandatory requirements ii) Selection of appropriate Incoterms and modes of transport considering cost, risk, and sustainability implications iii) Payment terms and the role of trade finance instruments iv) Transport documentation and the role of freight forwarders v) Customs clearance procedures and compliance with export regulations vi) Export incentive schemes available to Indian exporters vii) Marking, labelling, packing, and packaging requirements for international shipments viii) Insurance and risk management in global logistics operations 	10

2 A.	<p>Sunrise Textiles Pvt. Ltd., based in Tirupur, India, received an order from a retailer in Germany for organic cotton T-shirts. The buyer requested the quote on a CIF (Cost, Insurance, and Freight) Hamburg Port basis. Accordingly, Sunrise arranged export packing and inland transport to Chennai Port and paid ocean freight and marine insurance up to Hamburg.</p> <p>i) Explain how Incoterms clarify responsibilities, costs, and risk transfer between Sunrise and its buyers.</p> <p>ii) What should the retailer in Germany do if minor damage occurred during sea transit and its buyers discovered this at their Hamburg warehouse?</p>	5																											
2 B.	Clearly explain the Harmonised system of commodity classification or HS Codes. Why is it so important in global trade and customs clearance?	5																											
3.	<p>Repro India produces printed books for Walmart, USA. The costs for shipping a container from Mumbai to New York are indicated in the table below.</p> <table border="1" data-bbox="261 984 1276 1992"> <thead> <tr> <th data-bbox="261 984 355 1094">Sr. No.</th> <th data-bbox="355 984 829 1094">Cost Head/ Activity</th> <th data-bbox="829 984 1276 1094">Cost</th> </tr> </thead> <tbody> <tr> <td data-bbox="261 1094 355 1209">1.</td> <td data-bbox="355 1094 829 1209">Material Cost INR (inc. Export packing)</td> <td data-bbox="829 1094 1276 1209">10,00,000</td> </tr> <tr> <td data-bbox="261 1209 355 1362">2.</td> <td data-bbox="355 1209 829 1362">Truck charges for bringing the container to the factory/ sending it to port INR</td> <td data-bbox="829 1209 1276 1362">25,000</td> </tr> <tr> <td data-bbox="261 1362 355 1478">3.</td> <td data-bbox="355 1362 829 1478">Loading charges at JNPT Port INR</td> <td data-bbox="829 1362 1276 1478">20,000</td> </tr> <tr> <td data-bbox="261 1478 355 1593">4.</td> <td data-bbox="355 1478 829 1593">CHA Charges at JNPT for outbound clearances INR</td> <td data-bbox="829 1478 1276 1593">10,000</td> </tr> <tr> <td data-bbox="261 1593 355 1709">5.</td> <td data-bbox="355 1593 829 1709">Sea freight to New York, NY (USD)</td> <td data-bbox="829 1593 1276 1709">3000</td> </tr> <tr> <td data-bbox="261 1709 355 1824">6.</td> <td data-bbox="355 1709 829 1824">Terminal handling charges at the port of NY (USD)</td> <td data-bbox="829 1709 1276 1824">500</td> </tr> <tr> <td data-bbox="261 1824 355 1940">7.</td> <td data-bbox="355 1824 829 1940">CHA Charges at NY for inbound clearances (USD)</td> <td data-bbox="829 1824 1276 1940">300</td> </tr> <tr> <td data-bbox="261 1940 355 1992">8.</td> <td data-bbox="355 1940 829 1992">Insurance charges in India (INR)</td> <td data-bbox="829 1940 1276 1992">25,000</td> </tr> </tbody> </table>	Sr. No.	Cost Head/ Activity	Cost	1.	Material Cost INR (inc. Export packing)	10,00,000	2.	Truck charges for bringing the container to the factory/ sending it to port INR	25,000	3.	Loading charges at JNPT Port INR	20,000	4.	CHA Charges at JNPT for outbound clearances INR	10,000	5.	Sea freight to New York, NY (USD)	3000	6.	Terminal handling charges at the port of NY (USD)	500	7.	CHA Charges at NY for inbound clearances (USD)	300	8.	Insurance charges in India (INR)	25,000	10
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	9.	Delivery charges to the warehouse in New York (USD)	500	
	<p>i) Calculate the price to be quoted by Repro, India, for the Incoterms Ex Works, Mumbai (in USD) and CIF Port of New York (in USD) (assume an exchange rate of 1USD=88 Rs.)</p> <p>ii) What would be the logistics cost for Walmart to transport the container from Mumbai to its warehouse in NY, if the incoterms were Ex Works, Mumbai?</p>			
4A.	What is insurance, and what role does it play in international logistics? What are the principles underlying the insurance process?			5
4B.	Elaborate on the concept of inland container depots (ICDs) and container freight stations (CFSs). How would you differentiate between ICDs and CFSs? What is the advantage of these dry ports in international trade and logistics?			5

PART B

5	Elaborate on the various transport documents used in international trade.	5
6	How would International Logistics vary from Domestic Logistics?	5