

Roll. No. ....

Question Booklet Number

O.M.R. Serial No.

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**B.Com. (Hons.) (SEM.-VI) EXAMINATION, 2025-26  
(NEP & BACK PAPER)  
COMMERCE ( GROUP-B : INTERNATIONAL  
TRADE & EXPORT MANAGEMENT )  
( Foreign Trade Procedures & Documentation )**

Paper Code							
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[CODE : BCH-605 (ITEM)]

Question Booklet  
Series

**A**

Time : 1 : 30 Hours

Max. Marks : 75

**Instructions to the Examinee :**

1. Do not open the booklet unless you are asked to do so.
2. The booklet contains 100 questions. Examinee is required to answer 75 questions in the OMR Answer-Sheet provided and not in the question booklet. All questions carry equal marks.
3. Examine the Booklet and the OMR Answer-Sheet very carefully before you proceed. Faulty question booklet due to missing or duplicate pages/questions or having any other discrepancy should be got immediately replaced.
4. Four alternative answers are mentioned for each question as - A, B, C & D in the booklet. The candidate has to choose the correct / answer and mark the same in the OMR Answer-Sheet as per the direction :

*(Remaining instructions on last page)*

**परीक्षार्थियों के लिए निर्देश :**

1. प्रश्न-पुस्तिका को तब तक न खोलें जब तक आपसे कहा न जाए।
2. प्रश्न-पुस्तिका में 100 प्रश्न हैं। परीक्षार्थी को 75 प्रश्नों को केवल दी गई OMR आन्सर-शीट पर ही हल करना है, प्रश्न-पुस्तिका पर नहीं। सभी प्रश्नों के अंक समान हैं।
3. प्रश्नों के उत्तर अंकित करने से पूर्व प्रश्न-पुस्तिका तथा OMR आन्सर-शीट को सावधानीपूर्वक देख लें। दोषपूर्ण प्रश्न-पुस्तिका जिसमें कुछ भाग छपने से छूट गए हों या प्रश्न एक से अधिक बार छप गए हों या उसमें किसी अन्य प्रकार की कमी हो, उसे तुरन्त बदल लें।
4. प्रश्न-पुस्तिका में प्रत्येक प्रश्न के चार सम्भावित उत्तर- A, B, C एवं D हैं। परीक्षार्थी को उन चारों विकल्पों में से सही उत्तर छोटना है। उत्तर को OMR उत्तर-पत्रक में सम्बन्धित प्रश्न संख्या में निम्न प्रकार भरना है :

*(शेष निर्देश अन्तिम पृष्ठ पर)*

1. India's foreign trade refers to the exchange of goods and services between:
  - (A) States
  - (B) Domestic markets
  - (C) Countries
  - (D) Cities
2. The direction of foreign trade indicates:
  - (A) Quantity of exports
  - (B) Countries with which trade occurs
  - (C) Volume of imports
  - (D) Balance of trade
3. Which factor affects export pricing?
  - (A) Domestic demand
  - (B) Exchange rate
  - (C) International competition
  - (D) All of these
4. Export costing mainly includes:
  - (A) Production cost
  - (B) Freight and insurance
  - (C) Packing cost
  - (D) All of these
5. The first step before exporting goods is:
  - (A) Shipment
  - (B) Market research
  - (C) Payment collection
  - (D) Customs clearance
6. Export contract is an agreement between:
  - (A) Government and exporter
  - (B) Importer and exporter
  - (C) Exporter and bank
  - (D) Importer and customs
7. Which document confirms export order acceptance?
  - (A) Bill of Lading
  - (B) Letter of Credit
  - (C) Sales Contract
  - (D) Shipping Bill
8. India's foreign trade policy is announced by:
  - (A) RBI
  - (B) Ministry of Commerce
  - (C) SEBI
  - (D) NITI Aayog
9. Export promotion measures are mainly designed to:
  - (A) Reduce imports
  - (B) Increase exports
  - (C) Increase taxes
  - (D) Restrict trade

10. Which organization regulates India's foreign trade policy?
- (A) DGFT  
(B) SEBI  
(C) NABARD  
(D) LIC
11. If export prices rise due to higher freight cost, it reflects:
- (A) Export costing impact  
(B) Trade surplus  
(C) Trade deficit  
(D) Dumping
12. Composition of trade refers to:
- (A) Type of goods traded  
(B) Countries traded with  
(C) Balance of payment  
(D) Currency rate
13. A country exporting mainly agricultural products shows:
- (A) Industrial composition  
(B) Primary product composition  
(C) Manufacturing composition  
(D) Service composition
14. The main objective of export planning is:
- (A) Profit maximization  
(B) International expansion  
(C) Market penetration  
(D) All of these
15. Which step comes after receiving export order?
- (A) Shipment  
(B) Production  
(C) Market research  
(D) Advertising
16. A contract specifying delivery terms is called:
- (A) Export agreement  
(B) Trade policy  
(C) Import license  
(D) Letter of credit
17. Which factor determines direction of trade?
- (A) Trade agreements  
(B) Transport cost  
(C) Market demand  
(D) All of these
18. Foreign trade policy usually lasts for:
- (A) 2 years  
(B) 5 years  
(C) 10 years  
(D) 1 year

19. If India exports more than it imports, it results in:
- (A) Trade deficit
  - (B) Trade surplus
  - (C) Trade balance
  - (D) Trade barrier
20. Export readiness mainly includes:
- (A) Product quality
  - (B) Market knowledge
  - (C) Finance
  - (D) All of these
21. Export documentation begins after:
- (A) Payment
  - (B) Export order
  - (C) Delivery
  - (D) Production
22. Which factor influences export demand the most?
- (A) Income level of importing country
  - (B) Weather
  - (C) Local taxes
  - (D) Domestic consumption
23. An exporter must obtain registration from:
- (A) RBI
  - (B) DGFT
  - (C) GST Department
  - (D) SEBI
24. Trade agreements between countries promote:
- (A) Restrictions
  - (B) Free trade
  - (C) Tariffs
  - (D) Import bans
25. Export planning helps firms to:
- (A) Reduce risk
  - (B) Expand market
  - (C) Increase profits
  - (D) All of these
26. Export documentation refers to:
- (A) Legal papers for export
  - (B) Transport records
  - (C) Trade records
  - (D) All of these
27. Letter of Credit is issued by:
- (A) Exporter
  - (B) Importer's bank
  - (C) Exporter's bank
  - (D) Government

28. Documentary credit ensures:
- (A) Payment security
  - (B) Transport safety
  - (C) Quality control
  - (D) Government approval
29. Pre-shipment finance is given:
- (A) Before production
  - (B) Before export shipment
  - (C) After shipment
  - (D) After payment
30. Post-shipment finance is provided:
- (A) After shipment
  - (B) Before production
  - (C) During packing
  - (D) Before contract
31. ECGC stands for:
- (A) Export Credit Guarantee Corporation
  - (B) Export Credit Global Council
  - (C) Export Credit Government Council
  - (D) Export Corporation Guarantee Council
32. ECGC protects exporters against:
- (A) Political risks
  - (B) Commercial risks
  - (C) Non-payment risks
  - (D) All of these
33. Cargo insurance protects against:
- (A) Loss during transport
  - (B) Market risk
  - (C) Exchange risk
  - (D) Inflation
34. Quality inspection in exports ensures:
- (A) Compliance with standards
  - (B) Lower cost
  - (C) Higher production
  - (D) Reduced shipment
35. Bill of Lading is issued by:
- (A) Exporter
  - (B) Shipping company
  - (C) Bank
  - (D) Insurance company
36. Which term defines risk transfer between Buyer and Seller?
- (A) INCOTERMS
  - (B) WTO terms
  - (C) IMF rules
  - (D) Tariff codes

37. If goods are damaged during shipping, claim is made under:
- (A) Cargo insurance
  - (B) Export license
  - (C) Shipping bill
  - (D) Letter of credit
38. Documentary collection involves:
- (A) Bank as intermediary
  - (B) Direct payment
  - (C) Government payment
  - (D) Cash payment
39. Which organization promotes export credit insurance in India?
- (A) ECGC
  - (B) RBI
  - (C) NABARD
  - (D) SEBI
40. Export planning mainly helps a firm to:
- (A) Identify international market opportunities
  - (B) Reduce domestic production
  - (C) Avoid export procedures
  - (D) Eliminate competition
41. The first step in export planning is generally:
- (A) Market research
  - (B) Shipment of goods
  - (C) Advertising abroad
  - (D) Import licensing
42. Product adaptation in export means:
- (A) Modifying products to suit foreign markets
  - (B) Selling identical products globally
  - (C) Reducing production cost
  - (D) Eliminating product features
43. Export packaging is important mainly because it:
- (A) Protects goods during international transit
  - (B) Reduces labour cost
  - (C) Eliminates documentation
  - (D) Controls domestic demand
44. One major objective of export packaging is to:
- (A) Prevent damage during transportation
  - (B) Reduce product price
  - (C) Avoid customs duties
  - (D) Limit international trade

45. Export packaging must comply with:
- (A) International quality standards
  - (B) Local municipal rules only
  - (C) Domestic pricing policies
  - (D) Banking regulations
46. Attractive packaging in export markets helps to:
- (A) Improve product appeal to foreign buyers
  - (B) Increase domestic sales only
  - (C) Reduce transportation cost
  - (D) Eliminate marketing activities
47. Export houses in India are mainly recognized to:
- (A) Promote export activities
  - (B) Control domestic markets
  - (C) Reduce import duties
  - (D) Increase local production
48. Trading houses generally assist exporters by:
- (A) Providing marketing and export support
  - (B) Restricting exports
  - (C) Controlling foreign exchange
  - (D) Reducing production
49. Star export houses are recognized based on:
- (A) Export performance
  - (B) Import restrictions
  - (C) Domestic sales
  - (D) Government subsidies
50. Export-Oriented Units (EOUs) are established to:
- (A) Promote exports by producing mainly for foreign markets
  - (B) Restrict international trade
  - (C) Increase imports
  - (D) Control domestic consumption
51. Free Trade Zones (FTZs) are established to:
- (A) Encourage export production
  - (B) Increase trade barriers
  - (C) Reduce industrial production
  - (D) Control transportation
52. Export processing zones provide exporters with:
- (A) Infrastructure and tax benefits
  - (B) Import restrictions
  - (C) Domestic subsidies only
  - (D) Transport monopolies

53. Proper export packaging reduces:
- (A) Risk of product damage
  - (B) Export demand
  - (C) International competition
  - (D) Shipping time
54. An exporter choosing eco-friendly packaging is mainly addressing:
- (A) Environmental regulations
  - (B) Import duties
  - (C) Labour cost
  - (D) Banking policies
55. Export packaging should consider:
- (A) Climate conditions of importing country
  - (B) Domestic tax rates
  - (C) Local advertising
  - (D) Banking services
56. A company modifying product labels to meet foreign regulations is practicing:
- (A) Product adaptation
  - (B) Product elimination
  - (C) Market withdrawal
  - (D) Domestic marketing
57. Export planning helps firms reduce:
- (A) Business risks in international trade
  - (B) Domestic employment
  - (C) Product demand
  - (D) Import competition
58. Export houses assist small exporters mainly by:
- (A) Providing international marketing support
  - (B) Restricting exports
  - (C) Eliminating packaging
  - (D) Increasing tariffs
59. Packaging for fragile export goods should emphasize:
- (A) Strong protective materials
  - (B) Only bright colours
  - (C) Only low weight
  - (D) Advertising slogans
60. Proper labelling in export packaging helps in:
- (A) Identification and handling of goods
  - (B) Increasing domestic taxes
  - (C) Avoiding production
  - (D) Eliminating transport

61. Export planning requires firms to analyze:
- (A) International market demand
  - (B) Only local weather conditions
  - (C) Domestic transportation
  - (D) Internal company rules
62. Export houses contribute to international trade by:
- (A) Facilitating large-scale export operations
  - (B) Reducing global demand
  - (C) Increasing tariffs
  - (D) Restricting market access
63. A firm entering a new international market should first evaluate:
- (A) Market potential and demand
  - (B) Local political elections
  - (C) Domestic trade unions
  - (D) Internal office structure
64. Export packaging symbols such as "Fragile" mainly indicate:
- (A) Special handling requirements
  - (B) Customs documentation
  - (C) Banking procedures
  - (D) Market segmentation
65. Export incentives are mainly provided by the government to:
- (A) Encourage exports
  - (B) Restrict international trade
  - (C) Increase imports
  - (D) Control domestic markets
66. Which institution in India provides financial assistance for export promotion?
- (A) EXIM Bank
  - (B) SEBI
  - (C) LIC
  - (D) IRDA
67. The main objective of export incentives is to:
- (A) Increase competitiveness of exporters
  - (B) Reduce international trade
  - (C) Increase production cost
  - (D) Control domestic demand
68. EXIM Bank mainly supports exporters by:
- (A) Providing financial assistance
  - (B) Regulating stock markets
  - (C) Controlling imports
  - (D) Providing insurance services

69. Export credit refers to:
- (A) Loan provided to exporters for export activities
  - (B) Domestic tax benefits
  - (C) Import restrictions
  - (D) Transport subsidies
70. Duty drawback scheme provides exporters with:
- (A) Refund of duties paid on imported inputs
  - (B) Increase in customs duties
  - (C) Export restrictions
  - (D) Domestic subsidies
71. Which institution provides export credit insurance in India?
- (A) ECGC
  - (B) RBI
  - (C) NABARD
  - (D) SEBI
72. Export promotion councils mainly aim to:
- (A) Promote exports of specific products
  - (B) Restrict imports
  - (C) Regulate stock markets
  - (D) Control domestic production
73. Institutional support for exports helps exporters to:
- (A) Expand global market access
  - (B) Reduce international competition
  - (C) Eliminate packaging
  - (D) Avoid documentation
74. Financial export incentives include:
- (A) Subsidies and tax benefits
  - (B) Market research services
  - (C) Training programs
  - (D) Trade fairs
75. Non-financial export incentives include:
- (A) Export promotion programmes
  - (B) Tax refunds
  - (C) Interest subsidies
  - (D) Duty drawbacks
76. Export promotion councils operate under the guidance of:
- (A) Ministry of Commerce
  - (B) Ministry of Finance
  - (C) RBI
  - (D) Planning Commission

77. Export incentives help firms to:
- (A) Improve international competitiveness
  - (B) Increase domestic restrictions
  - (C) Reduce export quality
  - (D) Avoid global markets
78. Which of the following provides marketing support to exporters?
- (A) Export Promotion Councils
  - (B) SEBI
  - (C) LIC
  - (D) Income Tax Department
79. Interest subsidy schemes help exporters by:
- (A) Reducing cost of borrowing
  - (B) Increasing import duties
  - (C) Controlling export prices
  - (D) Limiting trade agreements
80. Institutional support for exports is important because it:
- (A) Facilitates smooth export operations
  - (B) Reduces global demand
  - (C) Restricts trade opportunities
  - (D) Eliminates competition
81. Export promotion organizations assist exporters through:
- (A) Trade fairs and exhibitions
  - (B) Import restrictions
  - (C) Domestic marketing
  - (D) Local production control
82. Government export incentives are generally provided to:
- (A) Promote international trade
  - (B) Reduce export activities
  - (C) Increase import dependence
  - (D) Control domestic production
83. Which of the following institutions provides export finance?
- (A) EXIM Bank
  - (B) RBI
  - (C) NABARD
  - (D) SEBI
84. Export incentive schemes help exporters to:
- (A) Compete effectively in global markets
  - (B) Avoid international markets
  - (C) Increase import tariffs
  - (D) Reduce product quality

85. Export marketing assistance programmes support exporters in:
- (A) Market development abroad
  - (B) Domestic advertising
  - (C) Import licensing
  - (D) Internal training
86. Logistics management in international trade mainly deals with:
- (A) Movement and storage of goods internationally
  - (B) Domestic banking services
  - (C) Local market promotion
  - (D) Internal company policies
87. Efficient logistics management helps exporters by:
- (A) Reducing delivery time and cost
  - (B) Increasing customs duties
  - (C) Limiting export markets
  - (D) Avoiding packaging
88. Import of capital goods schemes help exporters to:
- (A) Improve production efficiency
  - (B) Restrict technology adoption
  - (C) Increase import barriers
  - (D) Reduce product quality
89. Export incentive policies are generally formulated by:
- (A) Government authorities
  - (B) Private exporters
  - (C) Shipping companies
  - (D) Insurance firms
90. Export incentives can improve a country's:
- (A) Foreign exchange earnings
  - (B) Domestic unemployment
  - (C) Trade restrictions
  - (D) Import dependency
91. Institutional export support improves:
- (A) Export infrastructure and services
  - (B) Domestic taxation
  - (C) Internal company structure
  - (D) Political decisions
92. Government export policies aim to:
- (A) Strengthen international trade relations
  - (B) Limit international trade
  - (C) Increase import duties
  - (D) Reduce export opportunities

93. Export incentive schemes mainly benefit:
- (A) Export-oriented firms
  - (B) Domestic retailers
  - (C) Local wholesalers
  - (D) Internal company staff
94. Export development programmes focus on:
- (A) Increasing export capacity
  - (B) Restricting imports
  - (C) Reducing product standards
  - (D) Controlling domestic demand
95. International logistics includes activities such as:
- (A) Transportation, warehousing, and distribution
  - (B) Domestic advertising
  - (C) Internal office management
  - (D) Banking supervision
96. Institutional support for exports contributes to:
- (A) National economic growth
  - (B) Reduction in trade
  - (C) Decline in exports
  - (D) Limited market access
97. Export incentives help developing countries to:
- (A) Increase participation in global trade
  - (B) Reduce export activities
  - (C) Eliminate foreign markets
  - (D) Restrict production
98. Export assistance programmes are designed to:
- (A) Support exporters in global markets
  - (B) Reduce international trade
  - (C) Increase import dependency
  - (D) Limit product exports
99. Effective institutional support helps exporters to:
- (A) Overcome international trade barriers
  - (B) Eliminate domestic markets
  - (C) Increase product defects
  - (D) Reduce production efficiency
100. Which scheme allows exporters to import capital goods at reduced or zero customs duty to enhance export production?
- (A) EPCG Scheme
  - (B) GST Scheme
  - (C) MSME Scheme
  - (D) FDI Scheme

**Rough Work / रफ कार्य**

**Example :**

**Question :**

Q.1 (A) ● (C) (D)

Q.2 (A) (B) ● (D)

Q.3 (A) ● (C) (D)

5. Each question carries equal marks. Marks will be awarded according to the number of correct answers you have.
6. All answers are to be given on OMR Answer Sheet only. Answers given anywhere other than the place specified in the answer sheet will not be considered valid.
7. Before writing anything on the OMR Answer Sheet, all the instructions given in it should be read carefully.
8. After the completion of the examination, candidates should leave the examination hall only after providing their OMR Answer Sheet to the invigilator. Candidate can carry their Question Booklet.
9. There will be no negative marking.
10. Rough work, if any, should be done on the blank pages provided for the purpose in the booklet.
11. To bring and use of log-book, calculator, pager & cellular phone in examination hall is prohibited.
12. In case of any difference found in English and Hindi version of the question, the English version of the question will be held authentic.

**Impt. On opening the question booklet, first check that all the pages of the question booklet are printed properly. If there is any discrepancy in the question Booklet, then after showing it to the invigilator, get another question Booklet of the same series.**

**उदाहरण :**

**प्रश्न :**

प्रश्न 1 (A) ● (C) (D)

प्रश्न 2 (A) (B) ● (D)

प्रश्न 3 (A) ● (C) (D)

5. प्रत्येक प्रश्न के अंक समान हैं। आपके जितने उत्तर सही होंगे, उन्हीं के अनुसार अंक प्रदान किये जायेंगे।
6. सभी उत्तर केवल ओ०एम०आर० उत्तर-पत्रक (OMR Answer Sheet) पर ही दिये जाने हैं। उत्तर-पत्रक में निर्धारित स्थान के अलावा अन्यत्र कहीं पर दिया गया उत्तर मान्य नहीं होगा।
7. ओ०एम०आर० उत्तर-पत्रक (OMR Answer Sheet) पर कुछ भी लिखने से पूर्व उसमें दिये गये सभी अनुदेशों को सावधानीपूर्वक पढ़ लिया जाये।
8. परीक्षा समाप्ति के उपरान्त परीक्षार्थी कक्ष निरीक्षक को अपनी OMR Answer Sheet उपलब्ध कराने के बाद ही परीक्षा कक्ष से प्रस्थान करें। परीक्षार्थी अपने साथ प्रश्न-पुस्तिका ले जा सकते हैं।
9. निगेटिव मार्किंग नहीं है।
10. कोई भी रफ कार्य, प्रश्न-पुस्तिका में, रफ-कार्य के लिए दिए खाली पेज पर ही किया जाना चाहिए।
11. परीक्षा-कक्ष में लॉग-बुक, कैल्कुलेटर, पेजर तथा सेल्युलर फोन ले जाना तथा उसका उपयोग करना वर्जित है।
12. प्रश्न के हिन्दी एवं अंग्रेजी रूपान्तरण में भिन्नता होने की दशा में प्रश्न का अंग्रेजी रूपान्तरण ही मान्य होगा।

**महत्वपूर्ण:** प्रश्नपुस्तिका खोलने पर प्रथमतः जाँच कर देख लें कि प्रश्नपुस्तिका के सभी पृष्ठ भलीभाँति छपे हुए हैं। यदि प्रश्नपुस्तिका में कोई कमी हो, तो कक्षनिरीक्षक को दिखाकर उसी सिरीज की दूसरी प्रश्नपुस्तिका प्राप्त कर लें।