

**SULIT**



**BAHAGIAN PEPERIKSAAN DAN PENILAIAN JABATAN  
PENDIDIKAN POLITEKNIK DAN KOLEJ KOMUNITI KEMENTERIAN  
PENGAJIAN TINGGI**

**JABATAN PERDAGANGAN**

**PENILAIAN ALTERNATIF BERIKUTAN  
PELAKSANAAN PERINTAH KAWALAN BERSYARAT**

**SESI JUN 2020**

**DPP30033 : EXPORT AND IMPORT PRACTICES**

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**NAMA PENYELARAS KURSUS: NORFAIZAH BINTI ABAS**

**KAEDAH PENILAIAN : PEPERIKSAAN ONLINE**  
**JENIS PENILAIAN : ANEKA PILIHAN (10 SOALAN)**  
**ESEI BERSTRUKTUR (1 SOALAN)**

**TARIKH PENILAIAN : 27 DISEMBER 2020**

**TEMPOH PENILAIAN : 50 MINIT**

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**LARANGAN TERHADAP PLAGIARISM (AKTA 174)**

**PELAJAR TIDAK BOLEH MEMPLAGIAT APA-APA IDEA, PENULISAN, DATA  
ATAU CIPTAAN ORANG LAIN. PLAGIAT ADALAH SALAH SATU  
PENYELEWENGAN AKADEMIK. SEKIRANYA PELAJAR DIBUKTIKAN  
MELAKUKAN PLAGIARISM, PENILAIAN BAGI KURSUS BERKENAAN AKAN  
DIMANSUHKAN DAN DIBERI GRED F DENGAN NILAI MATA 0.**

**(RUJUK BUKU ARAHAN-ARAHAN PEPERIKSAAN DAN KAEDAH PENILAIAN (Diploma) EDISI 6, JUN 2019,  
KLAUSA 17.3)**

CLO2  
C3**SECTION A: 20 MARKS****INSTRUCTION:**

This section consists of TEN (10) objective questions. Write your answers in the answer sheet form provided.

1. CFR may be inappropriate when goods are handed over the carrier before they are on board of the vessel, such as containerized goods that are typically delivered to terminal. As a freight forwarder you should advise your client the appropriate INCOTERMS that they should choose. As a freight forwarder, show your suggestion.

- A. The CFR term should be used
- B. The CIP term should be used
- C. The CPT term should be used
- D. The CIF term should be used

2. Examine which INCOTERMS 2020 is related with the information given:

- Carriage to be arranged by buyer or seller on the buyer's behalf
- Risk transfer from seller to buyer when the goods have been delivered to the carrier nominated by the buyer at the seller premises or another named place.
- Cost transfer from seller to buyer when the goods have been delivered to the carrier nominated by the buyer at the seller premises or another named place.

- A. FAS
- B. FCA
- C. ExWork
- D. CIF

3. Using the information given below, which group of INCOTERMS 2020 does the following criteria show?

- The seller's delivery obligation extends to the country of destination.
- At the point of delivery, transfer of risk is from the seller to the buyer.
- The seller is expected to bear the risk and expense of the delivery to a nominated carrier.

- A. It describes Group C terms
- B. It describes Group D terms
- C. It describes Group E terms
- D. It describes Group F terms

4. Show the right sequence of the CPT process.

- i. Seller arranges for the main carriage to a named place/ point of destination
- ii. Seller pays for the main carriage to a named place/ point of destination
- iii. Seller deliver the good to the carrier of buyer's choice
- iv. Seller pays all cost of carriage to bring the goods to the named place of destination.

- A. i, ii, iii, iv
- B. i, ii, iv, iii
- C. i, iii, ii, iv
- D. ii, i, iii, iv

5. Under CPT, the seller arranges and pays for the main carriage to a named place/ port of destination. During the process, expose TWO (2) critical points of CPT that will happen during the exporting
- i. The risk of loss or damage to the goods passes from seller to the buyer when the goods are handed over the carrier. Not when they reach the place of destination
  - ii. The seller has the obligation to clear the goods for import, pay any import duty and carry out any import customs formalities
  - iii. If several carriers are used for the carriage, and the parties do not agree on the specific delivery point, then the risk for loss or damage to the goods transfer when they are delivered to the first carrier.
  - iv. Risk transfer from the seller to the buyer when the goods arrived at port of departure.
- A. i and ii
  - B. i and iii
  - C. ii and iv
  - D. iii and iv
6. Apply the right arrangement of the CIP term if you are responsible as a seller in the contract.
- i. Seller pay all costs of carriage necessary to bring the goods to the named place of destination
  - ii. Seller delivers goods to the carrier of their choices.
  - iii. Seller obtaining minimum coverage of insurance for the shipment
  - iv. Seller arranges and pays for the main carriage to a named place/ port of destination.
- A. i, ii, iii, iv
  - B. ii, iii, iv, i
  - C. iii, iv, I, ii
  - D. iv, iii, ii, i
7. Examine which INCOTERMS 2020 is related with the information given:
- Carriage to be arranged by seller
  - Risk transfer from the seller to buyer when the goods are placed at the disposal of the buyer, but are not unloaded from the arriving means of transport at the named placed of destination
  - Cost transfer from the seller to the buyer when the goods are placed at the disposal of the buyer, but are not loaded from the arriving means of transport at the named place of destination
- a. ExWork
  - b. DPU
  - c. FAS
  - d. DAP

8. Using the information given below, the following criteria shows which group of INCOTERMS 2020?

- Where the seller makes the goods available to the buyer at the seller's own premises.
- The buyer is responsible for collecting the goods at the seller's warehouse
- The buyer bears all associated risk and cost.

- A. It describes Group C terms  
 B. It describes Group D terms  
 C. It describes Group E terms  
 D. It describes Group F terms

9. Using the information given below, the following criteria shows which group of INCOTERMS 2020?

- The seller bears all costs to the destination port (including international transport) however, risk transfer will be made once the goods are loaded on the means of transport.
- Where the seller has to contract for carriage, but does not assume the risk of loss of or damage to the goods or additional costs due to events occurring after shipment and dispatch.
- These are shipment contracts with the destination point named, and carriage paid by the seller.

- A. It describes Group C terms  
 B. It describes Group D terms  
 C. It describes Group E terms  
 D. It describes Group F terms

10. Using the information given below, which group of INCOTERMS 2020 does the following criteria show?

No.	Services	Responsibilities of paying (Exporter / Importer)
1.	Export packing	<b>Exporter</b>
2.	Export marking and labelling	<b>Exporter</b>
3.	Export formalities	<b>Exporter</b>
4.	Inland freight to main carrier	<b>Exporter</b>
5.	Origin port/terminal fees	<b>Exporter</b>
6.	Vessel loading fees	<b>Exporter</b>
7.	Custom Entry Services Fees	<b>Importer</b>
8.	Duties, Taxes, Customs Fees	<b>Importer</b>
9.	Deliver to Buyer	<b>Importer</b>
10	Delivering carrier Unloading	<b>Importer</b>

- A. FCA  
 B. FOB  
 C. FAS  
 D. FSA

**SECTION B: 25 MARKS****INSTRUCTION:**

This section consists of **ONE (1)** essay questions. Answer **ALL** questions.

**QUESTION 1**

Japan Manufacturer sells USD\$300,00.00 of medical apparatus to a buyer in Filipina on Terms Free on Board (FOB). Buyer put down 25% deposit for the purchase. Then the buyer hires Naggai Nitto Co. Ltd from Shinagawa-Ku, Osaka to move goods to Port of Tokyo. Naggai Nitto Co. Ltd hires Marubeni Logistics Corporation who subs the move to Panalpina World Transport (Japan) Ltd. Shipment moves from Osaka to Panalpina World Transport (Japan) Ltd in Tokyo. Next day, Panalpina Wolrd Transport (Japan) Ltd. delivers good by loading them on the vessel name Imoto Lines at Port of Tokyo. During the voyage, the vessel sunk. Buyer is responsible for the risk but unfortunately, the buyer did not purchase insurance for the shipment and the buyer found that the vessel already has technical failure before her departure.

CLO2  
C3

(a) With the aid of the diagram, write the scenario of the situation given.

[15 marks]

CLO2  
C3

(b) Write your advice to seller and buyer that relates to this scenario. [10 marks]

**END OF QUESTIONS**