

TRƯỜNG ĐẠI HỌC VĂN LANG  
ĐƠN VỊ: KHOA THƯƠNG MẠI

**ĐỀ THI VÀ ĐÁP ÁN**  
**THI KẾT THÚC HỌC PHẦN**  
**Học kỳ 1, năm học 2023-2024**

**I. Thông tin chung**

Tên học phần:	THANH TOÁN QUỐC TẾ		
Mã học phần:	7TM0610	Số tin chỉ:	3
Mã nhóm lớp học phần:	231_7TM0610_01		
Hình thức thi: <b>Trắc nghiệm kết hợp Tự luận</b>	Thời gian làm bài:	<b>90</b>	phút
<i>Thí sinh được tham khảo tài liệu:</i>	<input checked="" type="checkbox"/> Có	<input type="checkbox"/> Không	

**II. Các yêu cầu của đề thi nhằm đáp ứng CLO**

Ký hiệu CLO	Nội dung CLO	Hình thức đánh giá	Trọng số CLO trong thành phần đánh giá (%)	Câu hỏi thi số	Điểm số tối đa	Lấy dữ liệu đo lường mức đạt PLO/PI
(1)	(2)	(3)	(4)	(5)	(6)	(7)
<b>CLO 1</b>	Read, understand and determine exchange rates	Mutiple Choice	12%	Q7 Q10 Q13 Q14	1.2	<b>ELO2,3</b>
<b>CLO2</b>	Flexibly apply each foreign exchange business operation to bring the best effect for individuals and businesses in determining the amount to be paid in the contract.	Mutiple Choice	9%	Q6 Q8 Q9	0.9	<b>ELO2,3</b>
<b>CLO3</b>	Understand the content, scope of application and advantages and disadvantages of each international payment method,	Mutiple Choice	24%	Q1 Q2 Q3 Q4 Q5 Q11 Q12	2.4	<b>ELO2,3</b>

	thereby flexibly use this means in each specific payment method.			Q15		
		Short Essay	55%	Essay Q1 Essay Q2	5.5	

### III. Nội dung câu hỏi thi

#### **PHẦN TRẮC NGHIỆM (15 questions, 0.3 points per question)**

- UCP 600 was applied from July 1, 2007, replacing UCP 500, issued in 1993.
  - True
  - False
- In International payment means, bill of exchange is unconditional order in writing document addressed by one person to another.
  - True
  - False
- On a bill of exchange, the signature of the drawer is a mandatory element.
  - True
  - False
- Based on the definition of Uniform Customs and Practice for Documentary Credits (2007 Revision, ICC Publication No. 600 – UCP 600), advising bank means?
  - The bank that advises the credit at the request of the issuing bank.
  - The party on whose request the credit is issued.
- According to UCP 600, bank deal with documents and not with goods, services or performance to which the documents may relate
  - True
  - False
- The four fundamental exchange operations: spot, forward, swap, and options operations
  - True
  - False
- The exchange rate that a commercial bank uses to make a transaction is called the commercial bank's business rate.
  - True
  - False
- Currently the exchange rate : GBP/USD = 1.6810-20 and USD/CHF = 1.3250-55. A company needs to sell 100,000 GBP to the bank for CHF (buy CHF). How much CHF will the bank pay to the company ?
  - Bank will pay to the company total of CHF is  $100,000 \times 2.2273 = 222,730$  CHF
  - Bank will pay to the company total of CHF is  $100,000 \times 2.2237 = 222,370$  CHF

- c. Bank will pay to the company total of CHF is  $100,000 \times 2.1237 = 212,370$  CHF
- d. Bank will pay to the company total of CHF is  $100,000 \times 2.1837 = 218,370$  CHF

9. Currently the exchange rate : USD/CHF = 1.3250-55 and USD/SGD = 1.7190-95.  
A Singapore company export a good shipment and collect 100,000 CHF, needs to sell this amount to the bank for SGD (buy SGD). How much SGD will the bank pay to the company ?

- a. Bank will pay to the company total of SGD is  $100,000 \times 1.2970 = 129,700$  SGD
- b. Bank will pay to the company total of SGD is  $100,000 \times 1.1297 = 112,970$  SGD
- c. Bank will pay to the company total of SGD is  $100,000 \times 2.1237 = 212,370$  SGD
- d. Bank will pay to the company total of SGD is  $100,000 \times 2.1837 = 218,370$  SGD

10. The following factor(s) impact to exchange rate

- a. b,c and d
- b. International Payment Balance
- c. Inflation
- d. Interest

11. Normally, B/L (Bill of lading) only shows one "On Board" date, however, if two different "On Board" dates are shown, the later "on board" date is considered the delivery date.

- a. True
- b. False

12. According to UCP 600, which organization can issue L/C

- a. Commercial banks
- b. Any companies
- c. Insurance companies
- d. Securities companies

13. Term currency is the currency used to determine the value of the commodity. Please select the right quotation principle as the following:

- a. 1 Commodity currency = X Terms currency
- b. X Commodity currency = 1 Terms currency
- c. X Commodity currency = Y Terms currency
- d. All of above

14. In transactions with customer, commercial bank always list two exchange rate:

- a. The buying rate (Bid) and the selling rate (Ask)
- b. The buying rate (Ask) and the selling rate (Bid)

15. Revocable Letter of Credit is a L/C:

- a. Can be cancelled or amended by the issuing bank at anytime without prior notice to the beneficiary.
- b. Can be cancelled or amended by the issuing bank at anytime with prior notice to the beneficiary.
- c. Cannot be cancelled or amended by the issuing bank.
- d. Only can be cancelled or amended by the confirming bank.

### **PHẦN TỰ LUẬN (tổng số câu hỏi + thang điểm từng câu hỏi)**

**Câu hỏi 1: (2 điểm)**

**Question 1: 2 points**

In the field of international trade, different types of risks may occur. As per the payment methods the risk ladder that exporter and importer are facing in difference level. Please draw the diagram to explain what is the most secure payment method for importer and importer.


**Câu hỏi 2: (3.5 điểm)**

**Question 2: 3.5 points**

- According to L/C payment method, what are issuing bank undertaking? (1.5 points).
- Can you draw the diagram of opening L/C procedure? (1point)
- What are the required documents the importer need to submit to issuing bank when they submit the application to open L/C? (1point)

**ĐÁP ÁN PHẦN TỰ LUẬN VÀ THANG ĐIỂM**

Phần câu hỏi	Nội dung đáp án	Thang điểm	Ghi chú
<b>I. Trắc nghiệm</b>		<b>4.5</b>	
Q1	<b>ANSWER A = TRUE</b> UCP 600 was applied from July 1, 2007, replacing UCP 500, issued in 1993	0.3	
Q2	<b>ANSWER A = TRUE</b> In International payment means, bill of exchange is unconditional order in writing document addressed by one person to another.	0.3	
Q3	<b>ANSWER A = TRUE</b> On a bill of exchange, the signature of the <b>drawer</b> is a mandatory element	0.3	
Q4	<b>ANSWER A = THE BANK THAT ADVISES THE CREDIT AT THE REQUEST OF THE ISSUING BANK</b>	0.3	
Q5	<b>ANSWER A = TRUE</b> Bank deal with documents and not with goods, services or performance to which the documents may relate (article 5)	0.3	
Q6	<b>ANSWER A = TRUE</b>	0.3	
Q7	<b>ANSWER A = TRUE</b>	0.3	
Q 8	<b>ANSWER= 222,730 CHF</b> Based on exchange rate calculation fomular : $GBP/CHF=(GBP/USD) \times (USD/CHF)$ First, company will sell GBP to buy USD, so bank will apply BID GBP rate: 1.6810. Then, company use USD which just buy to sell to the bank to take CHF with exchange rate 1.3250. $GBP/CHF = 1.6810 \times 1.3250 = 2.2273$ . Finally,	0.3	

	Bank will pay to the company total of CHF is $100,000 \times 2.2273 = 222,730$ CHF		
Q 9	<b>ANSWER== 129,700 SGD</b> Based on exchange rate calculation fomular : $CHF/SGD=(CHF/USD) \times (USD/SGD)$ First, company will sell CHF to <b>buy USD</b> , so bank will apply ASK USD rate: 1.3255. Then, company use <b>USD</b> which just buy to <b>sell</b> to the bank to take SGD with exchange rate BID 1.7190. $CHF/SGD = 1.7190/1.3255= 1.2970$ . Finally, Bank will pay to the company total of SGD is $100,000 \times 1.2970 = 129,700$ SGD	0.3	
Q 10	<b>ANSWER A = B,C AND D</b>	0.3	
Q11	<b>ANSWER A = TRUE</b>	0.3	
Q12	<b>ANSWER A= COMMERCIAL BANKS</b>	0.3	
Q13	<b>ANSWER A= 1 COMMODITY CURRENCY = X TERMS CURRENCY</b>	0.3	
Q14	<b>ANSWER A= THE BUYING RATE (BID) AND THE SELLING RATE (ASK)</b>	0.3	
Q15	<b>ANSWER A = CAN BE CANCELLED OR AMENDED BY THE ISSUING BANK AT ANYTIME WITHOUT PRIOR NOTICE TO THE BENEFICIARY.</b>	0.3	
<b>II. Tự luận</b>		<b>5.5</b>	
<b>Question 1</b>	 <p>(1point) With <b>cash-in-advance</b> payment terms, an exporter can avoid credit risk because payment is received before the ownership of the goods is transferred (<b>0.2 points</b>) <b>Letters of credit</b> (LCs) are one of the most secure instruments available to international traders. An LC is a commitment by a bank on behalf of the buyer that payment will be made to the exporter, provided that the terms and conditions stated in the LC have been met, as verified through the presentation of all required documents. An LC also protects the buyer since no payment obligation arises until the goods have been shipped as promised. (<b>0.2 points</b>) A <b>documentary collection</b> (D/C) is a transaction whereby the exporter entrusts the collection of the payment for a sale to its bank (remitting bank), which sends the documents that its buyer needs to the importer's bank</p>	<b>2.0</b>	

	<p>(collecting bank), with instructions to release the documents to the buyer for payment <b>(0.2 points)</b></p> <p>An <b>open account</b> transaction is a sale where the goods are shipped and delivered before payment is due, which in international sales is typically in 30, 60 or 90 days <b>(0.2 points)</b></p> <p><b>Consignment</b> in international trade is a variation of open account in which payment is sent to the exporter only after the goods have been sold by the foreign distributor to the end customer <b>(0.2 points)</b></p>		
<p><b>Question 2 a.</b></p>	<p>Issuing Bank Undertaking</p> <p>a. Provided that the stipulated documents are presented to the nominated bank or to the issuing bank and that they constitute a complying presentation, the issuing bank must honour if the credit is available by:</p> <ul style="list-style-type: none"> <li>i. sight payment, deferred payment or acceptance with the issuing bank;</li> <li>ii. sight payment with a nominated bank and that nominated bank does not pay;</li> <li>iii. deferred payment with a nominated bank and that nominated bank does not incur its deferred payment undertaking or, having incurred its deferred payment undertaking, does not pay at maturity;</li> <li>iv. acceptance with a nominated bank and that nominated bank does not accept a draft drawn on it or, having accepted a draft drawn on it, does not pay at maturity;</li> <li>v. negotiation with a nominated bank and that nominated bank does not negotiate.</li> </ul> <p>b. An issuing bank is irrevocably bound to honour as of the time it issues the credit.</p> <p>c. An issuing bank undertakes to reimburse a nominated bank that has honoured or negotiated a complying presentation and forwarded the documents to the issuing bank. Reimbursement for the amount of a complying presentation under a credit available by acceptance or deferred payment is due at maturity, whether or not the nominated bank prepaid or purchased before maturity. An issuing bank's undertaking to reimburse a nominated bank is</p>	<p>1</p>	

	independent of the issuing bank's undertaking to the beneficiary.		
<b>Question 2 b.</b>		1.0	
<b>Question 2c.</b>	<p>1. For customers making transactions for the first time, or transactions without a credit limit, documents include:</p> <ul style="list-style-type: none"> <li>+ application to open a letter of credit</li> <li>+ Legal documents of the enterprise</li> <li>+ foreign trade contracts</li> <li>+ financial reports</li> <li>+ business plan</li> <li>+ documents on collateral (if borrowing from bank to pay L/C)</li> <li>+ import license, bank guarantee letter (if any)... and some other relevant documents</li> </ul> <p><b>(0.75 points)</b></p> <p>2. For customers who trade regularly and are granted a credit limit by the bank, documents include:</p> <ul style="list-style-type: none"> <li>+ application to open a letter of credit</li> <li>+ foreign trade contracts</li> <li>+ financial reports</li> <li>+ business plan</li> <li>+ documents on collateral (if borrowing from bank to pay L/C)</li> <li>+ import license, bank guarantee letter (if any)... and some other related documents</li> </ul> <p><b>(0.75 points)</b></p>	1.5	
	<b>Điểm tổng</b>	<b>10.0</b>	

Người duyệt đề

**TS. Hoàng Chí Cương**

TP. Hồ Chí Minh, ngày 11 tháng 12 năm 2023

Giảng viên ra đề

**Ths. Hoàng Thị Thu Vân**