

**ONE YEAR LL.M. DEGREE SECOND SEMESTER EXAMINATION,  
SEPTEMBER 2020**

**LAW OF TRANSNATIONAL SALES**

Maximum Marks: 50

Each question carries **10 marks**

- I. Explain Commercial Course and Finance of International Sales  
OR
- II. “To succeed in today’s global market place and win sales against foreign competitors, exporters must offer their customers attractive sales terms supported by appropriate payment methods”. Explain methods of payment under transnational sales.
- III. Briefly explain UNCITRAL Model Law on Electronic Commerce.  
OR
- IV. Explain the principle of non-discrimination and the principle of technological neutrality under UNCITRAL Model on E commerce.
- V. Elaborate FOB, FAS and CIF contracts in the context of transnational sale.  
OR
- VI. “A document of title enables its holder (possessor) to receive, retain, sell, or otherwise dispose of the document and the goods or property listed therein” Explain.
- VII. The seller must deliver goods which are of the quantity, quality and description required by the contract and which are contained or packaged in the manner required by the contract. Explain the law relating to **conformity of goods** under CISG.

OR

- VIII. In order to be the remedy of the avoidance the contract need to have fundamental breach. What are the criteria to be met for fundamental breach in transnational sale of goods?
- IX. Insurance is a contract, represented by a policy, in which an individual or entity receives financial protection or reimbursement against losses from an insurance company. Explain different types of insurance in transnational sales.

OR

- X. Loss of or damage to the goods after the risk has passed to the buyer does not discharge him from his obligation to pay the price, unless the loss or damage is due to an act or omission of the seller. Explain the law relating to passing of risk