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Reg. No. : .....

Name : .....

Sixth Semester B.Com. Degree Examination, April 2023

First Degree Programme under CBCSS

Open Course II : CO 1661.7/CX 1661.2, CX 1661.7/CC 1661.2, CC 1661.7 (2013 – 2017)/TT 1661.7 (2014 – 2017)/CO 1661.7/CX 1661.2/CC 1661.2/ TT 1661.2/HM 1661.2 (2018 Admission Onwards)

MANAGEMENT OF FOREIGN TRADE

(Common for Commerce/Commerce and Tax Procedure and Practice/Commerce with Computer Applications/Commerce and Tourism and Travel Management)

Time : 3 Hours Max. Marks : 80

SECTION – A

Answer **all** questions. Each question carries **1** mark.

1. What is meant by foreign trade?
2. Why companies go for foreign trade?
3. What is 'Balance of Payment'?
4. What is meant by commodity agreement?
5. What is GATT?
6. What are free trade zones?
7. What is a joint venture?

P.T.O.

8. What is a multinational corporation?

9. What is meant by global markets?

10. Which institution is responsible for promoting international trade from India?

(10 × 1 = 10 Marks)

SECTION – B

Answer any **eight** questions. Each question carries **2** marks.

11. What are the factors affect the growth of foreign trade?

12. Distinguish between Balance of Payments and Balance of Trade.

13. Mention any two causes for Balance of Payments disequilibrium.

14. What is UNCATD?

15. What is anti-dumping?

16. What is international franchising?

17. Mention the various types of foreign collaboration.

18. Write short note on EXIM bank.

19. What is exchange rate?

20. How do the firm enter international markets through exporting strategy?

21. What is duty drawback?

22. What is the importance of global markets?

(8 × 2 = 16 Marks)

SECTION – C

Answer any **six** questions. Each question carries **4** marks.

23. What are the major differences between domestic and foreign trade?
24. What are the methods of correcting disequilibrium in the balance of payment?
25. How WTO is different from GATT?
26. Why is multilateralism better than bilateralism?
27. What are the advantages and disadvantages of free trade zones?
28. What is a Bill of Lading and describe the purposes it serves?
29. What is the objective of export-oriented units?
30. Describe the procedure for claiming duty drawback.
31. What are common strategies used to reach global markets?

(6 × 4 = 24 Marks)

SECTION – D

Answer any **two** questions. Each question carries **15** marks.

32. What is the role of foreign trade in Indian economic development?
33. What is international socio economic environment? How does it affect foreign trade?
34. Which institutions are involved in export finance in India?
35. Discuss the role of a Clearing and Forwarding Agents in the successful execution of an export contract.

(2 × 15 = 30 Marks)
