

Reg. No. :

Name :

Sixth Semester B.Com. Degree Examination, March 2021

First Degree Programme under CBCSS

Open Course II : CO 1661.7/CX 1661.2/CC 1661.2/TT 1661.2/HM 1661.2

MANAGEMENT OF FOREIGN TRADE

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

(2018 Admission Regular)

Time : 3 Hours

Max. Marks : 80

SECTION – A

Answer **all** questions in **one** or **two** sentences. **Each** question carries **1** mark.

1. What is meant by dumping?
2. What is a 'Free Port'?
3. What is LIBOR?
4. How a 'free trade area' promotes foreign trade?
5. What is an Economic Union?
6. What is a mate's receipt?
7. What is the purpose bill of lading?

8. What is a bill of exchange?
9. What is a proforma invoice, in a foreign trade?
10. What is a certificate of origin?

(10 × 1 = 10 Marks)

SECTION – B

Answer any **eight** questions in not exceeding one paragraph. **Each** question carries **2** marks.

11. State the nature of foreign trade.
12. Which are the measures available for import control?
13. Which are the two types of balance of trade position?
14. Which are the activities of sales promotion applicable for overseas markets?
15. Which are the different types of distributors in international marketing?
16. What are the factors affecting the selection of mode of transport in a foreign trade?
17. What is meant by duty draw back?
18. What is Export Promotion Capital Goods Scheme?
19. What is advance license scheme?
20. What are Export Processing Zones (EPZs)?
21. Which are the risks in an export trade?
22. What are Commodity Boards?
23. Write a note on Export Inspection Council of India.

- 24. What is a carting order?
- 25. How Indian Institute of Packaging support foreign trade?
- 26. What is an international commodity agreement?

(8 × 2 = 16 Marks)

SECTION – C

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

- 27. Which are the factors necessitating foreign trade?
- 28. Which are basic models of trading block?
- 29. What is the role played by IMF in the international trade of countries?
- 30. What are the measures to correct unfavourable balance of trade position?
- 31. What is the role of OPEC?
- 32. What are the objects of Asian Clearing Union?
- 33. How product life cycle may be extended in foreign trade?
- 34. Which are the elements of promotion mix in a foreign trade?
- 35. Explain the different modes of distribution in foreign trade.
- 36. Explain the steps in export order processing.
- 37. What are the advantages of using forwarding agents?
- 38. What are the objectives of EXIM Bank?

(6 × 4 = 24 Marks)

SECTION – D

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

39. Explain methods of protection of domestic trade.
40. Explain the factors responsible for variations in balance of trade.
41. Explain the outcomes of Uruguay trade negotiations of WTO.
42. Which are the different sources of information for identifying global markets?
43. Explain the key elements of an internal marketing plan.
44. State how India manages its balance of payment position.

(2 × 15 = 30 Marks)
