Time: 2 ½ hours Marks: 75 **Note: All the questions are compulsory** Figures towards right indicate marks Q1 A Multiple Choice Questions(Any 8) refers to a variety of unconventional international trade practices which link exchange of goods directly or indirectly in an attempt to dispense with currency transactions. a. mergers and acquisition b. counter trade c. third country location d. strategic alliance 2. NAFTA is an example of a. common market b. customer union c. economic community d. Free trade area 3. EPCG scheme is applicable for a. capital goods b. technology c. raw materials d. consumables 4. The IEC no is issued by a. central govt. b. state govt. c. DGFT d. Ministry of commerce 5. The importer has very less risk in this type of shipment a. FOB b. CIF d. FOR c. CAF 6. Which of the following is a document of the of the title of sale of goods a. Bill of lading b. Bill of lending c. Bill of credit d. Sight Bill 7. Who forwards the original GR to RBI after retaining it? a. chamber of commerce b. clearing agent c. customs d. commercial bank 8. If the export performance is USD 500 million the applicant falls into which category a. One star b. Two star c. Three star d. Four Star 9. This strategy is a promotion strategy that calls for using the sales force and trade promotion to push the product through channels b. Push c. Niche a. Pull d. Concentrated 10. The employees belonging to a country of the firm where the corporate headquarter is a. Home country b. Host country c. Third country d. Neutral State whether the following is True or False (Any seven) 7 1. If a company knows how to manage a technology in one country, it has experience that is relevant for the rest of the world. 2. The Foreign Trade Policy 2015 makes all duty-free scrips freely transferable. 3. SEZs are deemed export zones. 4. World Bank is also known as International Bank for Reconstruction and Development (IBRD). 5. In Niche marketing companies keep higher margin of profits 6. The nature and scope of International HRM is very narrow Language is not a challenge in international business.

- 8. Dumping refers to buying goods at low prices abroad and selling at higher prices locally.
- 9. One of the objectives of ILO is to provide adequate protection for life and health of all workers in all occupations.
- 10. SAFTA stands for South African Free Trade Area.

Q2			pact of globalization on Indian Economy.	8
	B	Discuss in brief the influence of ecor	nomic environment on International business.	7
			OR S	
		Explain the principles of WTO.		8
		Define economic integration and discuss the stages of integration.		7
Q3		What is international marketing? How is it different from domestic marketing?		
	В	What are the various international marketing strategies?		
			OR O	
	\mathbf{C}	Discuss the issues in managing a global workforce in IHRM.		
	D	Write a note on Expatriation of employees.		
Q4	A			
	В	What is bill of lading? Explain its importance.		7
			OR S	
	$\mathbf{C}_{\mathbf{c}}$	Calculate the CIF Price in USD from the following data		
		Cost of materials	Rs 4,00,000	
		Cost of wages and packaging	Rs 60,000	
		Local Transportation	Rs 30,000	
		Marine freight and insurance	Rs 25,000	
		Profit S	10% of FOB Cost	
		Duty Drawback	10% of FOB Profit	
		Conversion Rate	1 USD = Rs 70	
	5			_
	D	Write a note on EPCG Scheme.		7
Q5	A	Discuss the important schemes under Foreign Trade Policy 2015-20.		8
				7
		OR 1		
	\mathbf{C}	Write short notes on (Any Three)		1
A STATE OF THE STA		a. Advantages of MNCs	£ 5	5
		b. Difference between IHRM and DHRM		
		c. Agriculture as a subject matter of WTO		
		d. Commercial Invoice		
		e. GR form		
		9. 31. 1911		