



PG – 599

I Semester M.Com. (IB)/M.I.B. Examination, January 2017
(CBCS)
Paper – 1.1 : INDIA'S FOREIGN TRADE POLICY AND BUSINESS
NEGOTIATION

Time : 3 Hours

Max. Marks : 70

Instruction: Answer *all* questions.

SECTION – A

1. Answer **any seven** questions. **Each** question carries **two** marks. (7×2=14)
- What is Traditional Export ?
 - What is quality control ?
 - What is Special Economic Zone (SEZ) ?
 - What are Deemed Exports ?
 - Define "Regional Trading Blocks".
 - What is Pre-shipment Finance ?
 - What are the objectives of Export Promotion Councils ?
 - What are Free Trade Agreements (FTA) ?
 - What is EXIM policy and who formulates this policy ?
 - What is Duty Exemption Pass Book (DEPB) ?

SECTION – B

- Answer **any four** questions out of six. **Each** question carries **five** marks. (5×4=20)
- Write the objectives of EXIM Bank of India.
 - Write a note on "Duty free imports for exports" as provisional in the EXIM policy and who can avail it ?
 - What is ISO9000 ? In what way does ISO9000 help in securing better export market ?

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5. Explain Turnkey project as one of the ways of exports and give two such examples.
6. Write a note on India Institute of Foreign Trade (IIFT) ?
7. What are the functions of Spices Board ? Name at least three spices that are covered/included in the Spices Board.

SECTION – C

Answer **any three** questions out of five. **Each** question carries **twelve** marks. **(12×3=36)**

8. What are the objectives of EXIM policy ? What are the thrust areas as identified by the Government for intensifying exports ?
9. Write a detailed note on functioning of Export Promotion Councils. How many export promotion councils are there and name at least five of them.
10. What is the role of Export Credit Guarantee Corporation (ECGC) and explain various types of guarantee coverages operated by them.
11. Write in detail on Marine Products Export Development Authority (MPEDA).
12. What are Service Exports ? Indicate the predominant services exported by India. Comment on the trend of service exports and the future of service exports say in the next five years.



PG – 899

I Semester M.I.B. Examination, January 2016
(CBCS)
INTERNATIONAL BUSINESS
Paper – 1.1 : India's Foreign Trade Policy

Time : 3 Hours

Max. Marks : 70

Instruction : Answer all questions.

SECTION – A

1. Answer **any seven** sub-questions out of ten. **Each** sub-question carries **2** marks.

(7×2=14)

- What is an Export Promotion Council ?
- What is an "Advance License" for exports ?
- Which is the Nodal Ministry for Foreign Trade and where is it located ?
- What is meant by "Deemed Exports" ?
- What is Special Economic Zone ?
- What is Preshipment (SEZ) Finance ?
- What is Duty Drawback ?
- Who is a Merchant Exporter ?
- What are Commodity Boards ?
- What is UNCTAD and where it is situated ?

SECTION – B

Answer **any four** questions out of six. **Each** question carries **five** marks. (4×5=20)

- Write in brief on Indian Institute of Foreign Trade (IIFT) highlighting on its principal activities.
- Write a note on India Trade Promotion Organisation (ITPO).
- Write a note and details of activities of Agricultural and Processed Food Products Export Development Authority (APEDA).

P.T.O.



5. What are Foreign Trade Agreements (FTA) and what is its importance in the present day Foreign Trade ?
6. What are Service Exports and what is the present trend for India ?
7. Explain "Quality Systems Management" for exports and what is ISO 9000 ?

SECTION – C

Answer **any three** questions out of five. **Each** question carries **12** marks. **(3×12=36)**

8. What is an advance license and who are eligible for it ? How is the accounting of advance license done by the user ?
9. What are the various assistances provided by Government for an exporter to facilitate exports ?
10. What is EXIM Bank and what are its principal functions to foster Foreign Trade ?
11. Explain the various guarantees provided to an exporter as credit guarantees by the Export Credit Guarantee Corporation (ECGC).
12. Discuss in detail on export potential of important commodities in the next 3 years from India.



PG – 772

I Semester M.I.B. Examination, January 2015
(CBCS)
International Business
Paper – 1.1 : INDIA'S FOREIGN TRADE POLICY & BUSINESS
NEGOTIATIONS

Time : 3 Hours

Max. Marks : 70

Instruction : Answer all Sections.

SECTION – A

1. Answer **any seven** questions. **Each** question carries **two** marks. (7×2=14)
- Explain the difference between bilateral and multilateral trade.
 - Define Exports.
 - Who is an "Actual user" as per the EXIM Policy ?
 - What are "Deemed Exports" ?
 - What is a commodity board and name three boards.
 - What is an autonomous body wholly owned by Government of India ?
 - What is UNCTAD and where is it situated ?
 - What is a Free Trade Zone ?
 - What is WTO and where is it located ?
 - What are the objectives of Export Promotion Councils ?

SECTION – B

2. Answer **any four** questions out of six **each** question carries **five** marks. (4×5=20)
- Write a brief note on UNCTAD outlining its scope and functions.
 - What are Free Trade Agreements (FTA) and what is its relevance in Foreign Trade ?

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- c) What is Quality Management and what is ISO 9000 ? How does an ISO 9000 certification help an manufacturer in Exports ?
- d) What are the functions of Coffee Board ? Who heads the Coffee Board and where is it located ?
- e) What are Traditional Exports from India and what is the present trend ?
- f) Write a brief note on "Federation of India Export Organisations (FIEO)".

SECTION - C

3. Answer **any three** questions out of five. **Each** question carries **twelve** marks.

(3×12=36)

- a) What are the various incentives provided by our Government for Exports ?
- b) Explain the main aspects of EXIM policy including objectives and thrust areas for exports.
- c) Write a detailed note on Export Promotion Councils.
- d) What is EXIM Bank and what are the major functions of EXIM Bank ?
- e) What is the role of Export Credit Guarantee Corporation (ECGC) and explain the various types of guarantee coverages for export credit provided by ECGC.

