

Reg. No. : .....

Name : .....

**Sixth Semester B.Com. Degree Examination, April 2022**

**First Degree Programme Under CBCSS**

**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 & 2019 Admission)**

Time : 3 Hours

Max. Marks : 80

**SECTION – A**

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

1. What is meant by foreign trade of a country?
2. What is Predatory dumping?
3. What is the objective of UNCTAD?
4. What is advantage of a 'free trade zone'?
5. What is mean by 'entrepot trade'?
6. What is shipping bill?
7. What is carting order?

P.T.O.

8. What is the role of bill of lading?
9. What is a Bill of exchange?
10. What is Global Marketing?

**(10 × 1 = 10 Marks)**

SECTION – B

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

11. Which are the two types of balance of trade position?
12. What is meant by balance of payment of a country?
13. When a country will have a favourable balance of payments?
14. What is European Economic Community (EEC)?
15. What are the objectives of Asian Clearing Union?
16. What is Most Favoured Nation (MFN) Clause?
17. What is the significance of LIBOR?
18. What is a mate receipt?
19. What is the significance of a letter of indemnity, In foreign trade?
20. What is a trade enquiry?
21. What is meant by 'retirement of import documents'?
22. What are the Advantages of Global Marketing?

23. What is a Multilateral Trade Agreement?
24. What is NAFTA?
25. What is an international commodity agreement?
26. What are Commodity Boards?

**(8 × 2 = 16 Marks)**

SECTION – C

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

27. Explain the internal factors responsible for variation in balance of trade position.
28. What are Corrective Measures needed to come out of the unfavourable balance of trade position?
29. Which are the two types of accounts in balance of payment accounting?
30. What are the functions of the Exim Bank?
31. Why foreign trade assumes significance?
32. What are the pre-requisites for getting an export licence?
33. Which are the Major Documents related to goods needed in Connection with Export Transaction?
34. Which are the types of regional trade blocks?
35. What are the disadvantages of trade blocks?
36. Which are the forms of global entry strategies?
37. What are the services offered by a Forwarding agent?
38. State the role of The Indian Trade, Promotion Organisation?

**(6 × 4 = 24 Marks)**

## SECTION – D

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

39. Explain the features of foreign trade.
40. Which are the different Implications of WTO on Indian Trade?
41. Explain the Various facilities and measures to Exporters in India.
42. Explain the Methods of protection of an economy against international trade.
43. Explain Import Procedures in India.
44. Explain the features of Global Marketing.

**(2 × 15 = 30 Marks)**

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