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Reg. No. : .....

Name : .....

**Sixth Semester B.Com. Degree Examination, April 2024**

**First Degree Programme under CBCSS**

**CO 1661.7/CX 1661.2, CX 1661.7/CC 1661.2, CC 1661.7 (2013-2017 Admission)/TT 1661.7 (2014-2017 Admission)/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 Hotel Management and Catering/Commerce and Tourism and Travel Management)**

Time : 3 Hours

Max. Marks : 80

**SECTION – A**

Answer **all** questions, each carries 1 mark.

1. What you mean by foreign trade?
2. What is meant by export?
3. State the meaning of balance of trade.
4. What is the significance of foreign trade in the global economy?
5. Expand WTO.
6. What is bilateral agreements?

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7. What is meant by free trade zone?
8. What is globalisation?
9. What is GATT?
10. What you mean by regional economic grouping?

**(10 × 1 = 10 Marks)**

**SECTION – B**

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

11. What you mean by import?
12. What is Tariffs and Trade Barriers?
13. What are the advantages of engaging in international trade for a country?
14. What are the potential challenges and risks associated with foreign trade?
15. Write a note on balance of payment.
16. What you mean by special economic zone?
17. State the meaning of multi-lateral agreement.
18. What is the meaning of internal trade?
19. Who is responsible for formulating and implementing India's foreign trade policies?
20. Why is diversification of export markets important for India?
21. How does the Indian government support and promote exports?
22. Write a note on Forward Exchange Cover.

**(8 × 2 = 16 Marks)**

## SECTION – C

Answer any **six** questions, each question carries **4** marks.

23. Explain the features of bilateralism.
24. What are the benefits of Free Trade Zones?
25. Explain various types of regional economic groupings.
26. Discuss the important import financing institutions in India.
27. Explain the challenges faced by Indian businesses in the global trade environment.
28. Discuss the functions of World Trade Organisation.
29. Briefly explain the agencies supporting and promoting foreign trade in India.
30. Explain various international marketing strategies.
31. Discuss the features Special Economic Zones.

**(6 × 4 = 24 Marks)**

## SECTION – D

Answer any **two** questions, each question carries **15** marks.

32. Discuss opportunities for Indian businesses in the global market.
33. Explain the objectives of GATT.
34. Discuss India's export procedure in detail.
35. Discuss the functions and activities of UNCTAD.

**(2 × 15 = 30 Marks)**