

TU BBE (III) / International Bus - BAI / 66

Q.P. Code :00912

[Time: 2.30 Hours]

[ Marks:75]

Please check whether you have got the right question paper.

- N.B: 1. All questions are compulsory  
2. Figure to the right indicate marks allotted to each question.

- Q.1 Explain the following concepts:- (15 Marks)
- a) International Business
  - b) FDI
  - c) Dumping
  - d) SAFTA
  - e) Country Risk
- Q.2 a) Distinguish between International Business and Domestic Business. (08 Marks)
- b) What is Protectionism? What is the argument against it? (07 Marks)
- OR
- c) Explain the impact of FDI on distribution of wealth among different countries. (08 Marks)
- d) What is WTO. What are its objectives? (07 Marks)
- Q.3 a) Explain the theory of comparative advantage and absolute advantage. (08 Marks)
- b) What is economic integration! Explain the different types of economic integration. (07 Marks)
- OR
- c) What is Joint Venture? How is it used in expanding business? (08 Marks)
- d) What are the different strategies adopted by firms for globalization? (07 Marks)

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**Q.4 a)** Calculated the FOB Price to be quoted to Durgesh International from the following details- **(08 Marks)**

Ex-Factory Cost Rs.6,08,000

Packing Charges Rs.1,12,000

Loading Expenses Rs.80,000

Expected Profit 20% of FOB Cost

Duty Draw back 10% of FOB Price

Conversion Rate 1\$ = Rs.69

b) Explain the difference between International HRM and Domestic HRM. **(07 Marks)**

OR

c) Explain the market selection process. **(08 Marks)**

d) Write a note on market segmentation and its role in international business. **(07 Marks)**

**Q.5 a)** Explain the role of trade blocks in International Trade. **(08 Marks)**

b) Explain the steps in issuing letter of credit. **(07 Marks)**

OR

c) What is Convertibility of Currency! State its importance with respect to India. **(08 Marks)**

d) Explain the role played by ECGC in international trade. **(07 Marks)**