

TU BCBS (VI) / International Bus BCL / 100

Q.P. Code : 21177

[Time: 2½ Hours]

[Marks: 75]

Please check whether you have got the right question paper.

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

Q.1 Explain the following concepts.

- (i) Liberalization
- (ii) Dumping
- (iii) Joint Venture
- (iv) Political risk
- (v) Letter of credit

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Q.2 a) What are the changes in the pattern of World Trade due to IB?
b) What are the arguments against protectionism?

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OR

- c) Differentiate Domestic Trade and International Trade.
- d) Explain the role of Government in International trade.

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Q.3 a) Explain the Vernon's Product Life Cycle Theory.
b) What are the forms of Economic integration.

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OR

- c) Explain the role of organizations in International Trade.

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Q.4 a) What are the modes of Entry into International Trade?
b) Explain the steps for market selection process.

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OR

c) Calculate the FOB price to be quoted to kapil International from the following details.

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| | |
|------------------|------------------|
| Ex-Factory cost | Rs. 3,00,000 |
| Packing Charges | Rs. 30,000 |
| Loading Expensed | Rs. 15,000 |
| Profit Expected | 23 of FOB cost |
| Duty Drawback | 10% of FOB price |
| Conversion Rate | 1\$ = Rs. 67 |

d) What are the Rockwell values?

Q.5 a) Explain the objectives of ASEAN and NAFTA.
b) Brief on ECGC in respect of risk.

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OR

- c) Explain the features of Pre-shipment and Post shipment.
- d) Explain the convertibility of currency in India.

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