

Hall Ticket No

Question Paper Code: CMBB59



INSTITUTE OF AERONAUTICAL ENGINEERING

(Autonomous)

Dundigal, Hyderabad - 500 043

MODEL QUESTION PAPER

MBA IV Semester End Examinations, April - 2020

Regulations: R18

Foreign Trade

(Professional Elective to MBA)

Time: 3 hours

Max. Marks: 70

Answer ONE Question from each Unit

All Questions Carry Equal Marks

All parts of the question must be answered in one place only

UNIT – I

1. a) List out different theories of foreign trade and also explain its role in developing the economy of the country. [7M]
b) Defend the importance of new dimensions and products of foreign trade in India. Describe India's trade agreements, India's balance of payments including invisibles [7M]
2. a) Judge the role of multinational institutions in encouraging the foreign trade and examine their activities in acquiring the capital for foreign trade. [7M]
b) Define foreign trade and its activities in India. Write in detail about foreign trade composition in Indian trading scenario. [7M]

UNIT – II

3. a) Distinguish the major changes in Export and Import policies of India before 1991 and after 1991. [7M]
b) What are the functions and instruments of trade policies in India? Briefly explain duty exemption schemes introduced so far in India. [7M]
4. a) Examine the Role of Exports /Star Trading/super star trading house policies in EOU's/EPZs/SEZs Schemes [7M]
b) What is DBK, DEPB in foreign trade? Explain briefly the terms advance license, import of capital goods? [7M]

UNIT – III

5. a) Explain the background of Inco terms and discuss the objectives and concept of Inco terms. [7M]
b) What is the status of Indian tariffs for trading companies and suggest some changes for Indian foreign trade sector [7M]
6. a) Which are more logical and implacable tariffs and quantitative restrictions in foreign trade? explain with appropriate illustrations [7M]
b) Examine the documentation procedures involved in export and import trading activities with foreign countries. [7M]

UNIT – IV

7. a) Write an overview on different principal commodities of India's export and imports. [7M]
b) Discuss in detail about export assistance measures initiated to promote foreign trade by the Indian Government. [7M]
8. a) Describe the sources and analysis of foreign trade statistics. Who are the canalizing agencies for foreign trade? [7M]
b) Explore the importance of export organization involved in export promotion like DGFT, FIEO, RBI, CUSTOMS, ITPO, EXIMBANK, ECGC, EPCs, Commercial banks, Commodity Boards. [7M]

UNIT – V

9. a) Highlight the products and markets for foreign trade activities in India and how to identify new markets for Indian products? [7M]
b) Interpret the potential aspects of traders to enter into the SOUTH AFRICA, GHANA, KENYA, NIGERIA, UGANDA, MAIRITIOUS and TAMZANIA. [7M]
10. a) Explain an analysis of US commercial office on India for investing in selected sector. [7M]
b) What assumptions do an individual trader gets from regional economic cooperation societies. [7M]



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COURSE OBJECTIVES:

The course should enable the students to:

I	Understand the role of the World Customs Organization and the World Trade Organization about foreign trade, theories of international trade and economy.
II	Analyze export and import policies of India and other nations and also special economic zones and institutions involved in export promotions
III	Understand promotion schemes and setup of export promotions. The different customs procedures, methods of products classification and learn to complete the customs documents
IV	Understanding International Marketing Environment, Marketing Cycle, Domestic and Export Marketing, Export Marketing Plan.

COURSE OUTCOMES (COs):

CMBB59.01	Understand the composition of foreign trade and its contribution for economic development.
CMBB59.02	Discuss the various international agreements and foreign capital and BoP statements.
CMBB59.03	Demonstrate various legal aspects, purpose, functions and schemes related to EXIM policy.
CMBB59.04	Analyze the role of various trading policies and Exports services like EOUs/EPZs/SEZs.
CMBB59.05	Explain the need, general guidance and back group aspects of Inco terms.
CMBB59.06	Examine different tariffs, procedures and quantitative restrictions of Inco terms.
CMBB59.07	Describe the history, export assistance measures and principle commodities of India's exports and Imports.
CMBB59.08	Enumerate the institutional involvement in export promotion and canalizing agencies and chambers of commerce.
CMBB59.09	Introduce the Assessment of Prospects, Products and Markets, Identification of new markets for Indian products, African Market, potential to enter into the SOUTH AFRICA, GHANA, KENYA, NIGERIA, UGANDA, MAIRITIOUS and TAMZANIA
CMBB59.10	Identify the techniques and measurements in Export potential of India, Latin America, an analysis of US commercial office on India for investing in selected sector, Trade Blocks and Regional Economic Cooperation.

MAPPING OF SEMESTER END EXAMINATION - COURSE OUTCOMES

SEE Question No		Course Outcomes		Course Outcomes	Blooms Taxonomy Level
1	a	CMBB59.01	Understand the composition of foreign trade and its contribution for economic development.	CO 1	Remember
	b	CMBB59.02	Discuss the various international agreements and foreign capital and BoP statements.	CO 2	Understand

2	a	CMBB59.01	Understand the composition of foreign trade and its contribution for economic development.	CO 1	Apply
	b	CMBB59.02	Discuss the various international agreements and foreign capital and BoP statements.	CO 2	Evaluate
3	a	CMBB59.04	Analyze the role of various trading policies and Exports services like EOUs/EPZs/SEZs.	CO 4	Understand
	b	CMBB59.03	Demonstrate various legal aspects, purpose, functions and schemes related to EXIM policy.	CO 3	Apply
4	a	CMBB59.03	Demonstrate various legal aspects, purpose, functions and schemes related to EXIM policy.	CO 3	Create
	b	CMBB59.04	Analyze the role of various trading policies and Exports services like EOUs/EPZs/SEZs.	CO 4	Remember
5	a	CMBB59.05	Explain the need, general guidance and back group aspects of Inco terms.	CO 5	Remember
	b	CMBB59.06	Examine different tariffs, procedures and quantitative restrictions of Inco terms.	CO 6	Apply
6	a	CMBB59.06	Examine different tariffs, procedures and quantitative restrictions of Inco terms.	CO 6	Evaluate
	b	CMBB59.05	Explain the need, general guidance and back group aspects of Inco terms.	CO 5	Understand
7	a	CMBB59.07	Describe the history, export assistance measures and principle commodities of India's exports and Imports.	CO 7	Apply
	b	CMBB59.08	Enumerate the institutional involvement in export promotion and canalizing agencies and chambers of commerce.	CO 8	Evaluate
8	a	CMBB59.07	Describe the history, export assistance measures and principle commodities of India's exports and Imports.	CO 7	Understand
	b	CMBB59.08	Enumerate the institutional involvement in export promotion and canalizing agencies and chambers of commerce.	CO 8	Remember
9	a	CMBB59.09	Introduce the Assessment of Prospects, Products and Markets, Identification of new markets for Indian products, African Market, potential to enter into the SOUTH AFRICA, GHANA, KENYA, NIGERIA, UGANDA, MAIRITIOUS and TAMZANIA	CO 9	Remember
	b	CMBB59.10	Identify the techniques and measurements in Export potential of India, Latin America, an analysis of US commercial office on India for investing in selected sector, Trade Blocks and Regional Economic Cooperation.	CO 10	Understand
10	a	CMBB59.09	Introduce the Assessment of Prospects, Products and Markets, Identification of new markets for Indian products, African Market, potential to enter into the SOUTH AFRICA, GHANA, KENYA, NIGERIA, UGANDA, MAIRITIOUS and TAMZANIA	CO 9	Apply
	b	CMBB59.10	Identify the techniques and measurements in Export potential of India, Latin America, an analysis of US commercial office on India for investing in selected sector, Trade Blocks and Regional Economic Cooperation.	CO 10	Analyze

Signature of Course Coordinator

HOD, MBA