



# INSTITUTE OF AERONAUTICAL ENGINEERING

(Autonomous)  
Dundigal, Hyderabad-500043

## MASTER OF BUSINESS ADMINISTRATION

### TUTORIAL QUESTION BANK

<b>Course Title</b>	<b>Foreign Trade</b>				
<b>Course Code</b>	CMBB59				
<b>Program</b>	Master of Business Administration				
<b>Semester</b>	IV				
<b>Academic Year</b>	2019 - 2020				
<b>Course Type</b>	<b>Theory</b>				
<b>Regulation</b>	<b>IARE - R18</b>				
<b>Course Structure</b>	<b>Lectures</b>			<b>Tutorials</b>	
	<b>Theory</b>	<b>Practical</b>	<b>Credits</b>	<b>Laboratory</b>	<b>Credits</b>
	4	-	4	-	-
<b>Chief Coordinator</b>	Dr. T Vara Lakshmi, Associate Professor				
<b>Course Faculty</b>	Dr. T Vara Lakshmi, Associate Professor				

### COURSE OBJECTIVES:

<b>The course should enable the students to:</b>	
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, MAIRITIIOUS 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.

## TUTORIAL QUESTION BANK

UNIT- I				
INTRODUCTION TO FOREIGN TRADE				
Part - A (Short Answer Questions)				
S No	QUESTIONS	Blooms Taxonomy Level	Course Outcomes	Course Outcomes (COs)
1	Describe the concept of foreign trade in the contemporary India.	Remember	CO 1	CMBB59.01
2	Explain the features and components of foreign trade activities.	Understand	CO 1	CMBB59.01
3	Apply the usage of theories of international trade for an individual trader or to an organization.	Apply	CO 1	CMBB59.01
4	Analyze the relationship between foreign trade and economic development of the country.	Analyze	CO 1	CMBB59.01
5	Criticize the current position of India's foreign trade growth.	Evaluate	CO 1	CMBB59.01
6	Memorize the historical trends in the foreign trade growth.	Remember	CO 1	CMBB59.01
7	Demonstrate composition and direction of foreign trade.	Understand	CO 1	CMBB59.01
8	Generalize the key services that are available for traders to avail foreign capital.	Apply	CO 1	CMBB59.01
9	Classify different types of credit facilities available for the international traders.	Analyze	CO 1	CMBB59.01
10	Conclude various aspects involved in the collaboration of multinational corporations for trading.	Evaluate	CO 1	CMBB59.01
11	Explain the bilateral and multilateral trade agreements.	Remember	CO 2	CMBB59.02
12	In what way the trade agreements in India contributing for the economy growth.	Understand	CO 2	CMBB59.02
13	What are the benefits of foreign trade activities for the country .	Apply	CO 2	CMBB59.02
14	Criticize the Balance of Payments (BoP) norms and its importance while opening a account in Indian Banks.	Analyze	CO 2	CMBB59.02
15	What are the advantages and disadvantages of foreign trade services?	Evaluate	CO 2	CMBB59.02
16	Explain the components of balance of payment statement.	Remember	CO 2	CMBB59.02
17	Write in brief about trading agreement clauses and conditions.	Understand	CO 2	CMBB59.02
18	Explain the key products that are contributing maximum for India's foreign trade.	Apply	CO 2	CMBB59.02
19	Explain different loan facilities available for foreign capital.	Analyze	CO 2	CMBB59.02
20	How the multilateral agreements differ from bilateral agreements? explain in brief.	Evaluate	CO 2	CMBB59.02
Part - B (Long Answer Questions)				
1	List the different concepts and conventions related to the foreign trade activities in India.	Remember	CO 1	CMBB59.01
2	Defend weather the maximum imports are better for the country or the maximum exports?	Understand	CO 1	CMBB59.01
3	Judge the role of international trading activities of the country in the economic development of the country.	Apply	CO 1	CMBB59.01
4	Categorize various kinds of agreements making by Indian traders.	Analyze	CO 1	CMBB59.01
5	Define and describe the present foreign trade position and growth factors of India.	Evaluate	CO 1	CMBB59.01
6	State the history of India's foreign trade phases and evolutions from the 17th century to till now in India.	Remember	CO 1	CMBB59.01
7	Express your opinion on composition and direction of foreign trade for new dimensional products to the economical growth of the country.	Understand	CO 1	CMBB59.01
8	Produce different types of credit services in the history of Indian international trade for the traders.	Apply	CO 1	CMBB59.01
9	What assumptions made you that foreign capital is the main source for the international trade in India?	Analyze	CO 1	CMBB59.01
10	Which is role of Multi National Corporations in the development of Indian foreign trade activities?	Evaluate	CO 1	CMBB59.01
11	Explain the various kinds of bilateral and multilateral agreements made by the India with other countries.	Remember	CO 2	CMBB59.02
12	Criticize the importance and contribution of India's foreign trade activities in improving the economy growth of the country.	Understand	CO 2	CMBB59.02

13	What are benefits of international trading activities for any country? Is this the boon or bane to any country? Justify your answer?	Apply	CO 2	CMBB59.02
14	Describe procedural norms and impact of Balance of Payment statement in recording the trading activities of the country.	Analyze	CO 2	CMBB59.02
15	Define the each and every component of that is playing a key role in the Balance of Payment statement.	Evaluate	CO 2	CMBB59.02
16	Examine the term Current Account Deficiency/Surplus and its impact on the economy development of the country.	Remember	CO 2	CMBB59.02
17	Critically evaluate present foreign trade in India and need for new dimensional policies to the development of the country.	Understand	CO 2	CMBB59.02
18	Exhibit different clauses and conditions for making trading agreements between the countries.	Apply	CO 2	CMBB59.02
19	In what way Indian institutions will avail the foreign capital for their financial needs?	Analyze	CO 2	CMBB59.02
20	Explain the different goods and services that are contributing maximum for the Indian international trade?	Evaluate	CO 2	CMBB59.02

**Part - C (Problem Solving and Critical Thinking Questions)**

1	Critically examine the role of foreign trade activities of India before the Liberalization Privatization and Globalization (LPG) and after the LPG.	Apply	CO 1	CMBB59.01
2	Is the international trading practices in India are developing the economy of the country? if yes/no give the explanation.	Analysis	CO 2	CMBB59.02
3	What is the importance of balance of payments statements of India in recording the international trading activities?	Apply	CO 1	CMBB59.01
4	Explain your personal opinion about the commodities and resources of India that contributes maximum for the growth of foreign trade?	Analysis	CO 2	CMBB59.02
5	In your opinion either foreign trade inflows or outflows is important for the economic growth or not. Give your justifications.	Apply	CO 1	CMBB59.01
6	What is the reason behind the bilateral and multilateral agreements among the countries? Is it useful for the society? Justify with explanation.	Analysis	CO 2	CMBB59.02
7	Suggest any reformations that are required for the foreign trade in their services for the present economy situations.	Apply	CO 1	CMBB59.01
8	Criticize the pros and cons of foreign capital mechanism for international trade in India.	Analysis	CO 2	CMBB59.02
9	Is there any insurance for the foreign trade to avoid the risk, which organization is dealing with these aspects.	Apply	CO 1	CMBB59.01
10	How the domestic traders are different from international traders in the aspects of scope and limitations.	Analysis	CO 2	CMBB59.02

**UNIT-II**

**IMPORT POLICY AND EXPORT PROMOTION SCHEMES**

**Part – A (Short Answer Questions)**

1	Memorize the salient features of Indian EXIM policy.	Remember	CO 3	CMBB59.03
2	Demonstrate the objectives of Export import trade policy.	Understand	CO 3	CMBB59.03
3	Generalize the instruments and components of trade policy in India.	Apply	CO 3	CMBB59.03
4	Classify different duty exemption schemes introduced by Ministry commerce for the growth of foreign trade.	Analyze	CO 4	CMBB59.04
5	Conclude various foreign agreements reforms in India.	Evaluate	CO 3	CMBB59.03
6	List the functions of Commercial Banks in arranging the foreign capital for international trade in India.	Remember	CO 4	CMBB59.04
7	Defend advance license problems in the contemporary scenario for foreign trade.	Understand	CO 3	CMBB59.03
8	Judge the system for import of capital goods.	Apply	CO 4	CMBB59.04
9	Categorize various sections in start and super star trading policies.	Analyze	CO 3	CMBB59.03
10	Defend the apex status and independency of Special Economic Zones in India.	Evaluate	CO 3	CMBB59.03
11	Explain different policies related to exports and imports trading.	Remember	CO 3	CMBB59.03
12	Write about the provisions of services exports.	Understand	CO 3	CMBB59.03
13	In what way policies and schemes are promoting the foreign trade of India with other countries.	Apply	CO 3	CMBB59.03
14	How many kinds of duty exemption schemes are there for exporting capital goods?	Analyze	CO 4	CMBB59.04
15	Examine various reforms that are taken place in Indian foreign trade system.	Evaluate	CO 3	CMBB59.03
16	Describe various functions of EOUs and EPZs in India.	Remember	CO 4	CMBB59.04

17	What are the present SEZs problems in India.	Understand	CO 3	CMBB59.03
18	Why quantity control system is important for international trading system. Is this system really helps in preventing the dumping.	Apply	CO 4	CMBB59.04
19	Explain various facts in trading house policies.	Analyze	CO 3	CMBB59.03
20	As a trader what type of permissions does he/she has to obtain for his business activities?	Evaluate	CO 3	CMBB59.03
<b>Part - B (Long Answer Questions)</b>				
1	Identify different salient features and concepts of Indian exports and imports policy.	Remember	CO 3	CMBB59.03
2	Distinguish the conditions and conceptions of Duty drawback scheme and Duty entitlement passbook.	Understand	CO 4	CMBB59.04
3	Organize the role and functions of duty exemption schemes to strengthen the Indian foreign trade system.	Apply	CO 3	CMBB59.03
4	Point out the need and implications for the traders to obtain advance license before the exports or imports.	Analyze	CO 3	CMBB59.03
5	What are the functions of Special Economic Zones? Explain its organization mechanism?	Analyze	CO 3	CMBB59.03
6	Appraise the instruments and terminology of trading policy in India.	Evaluate	CO 3	CMBB59.03
7	Examine the role and contribution of capital goods in the exports and imports.	Create	CO 3	CMBB59.03
8	What are the different types of tariffs and voluntary export retain facilities available for Indian traders?	Remember	CO 3	CMBB59.03
9	Explain the regulatory implications of various trade in house policies of India.	Understand	CO 3	CMBB59.03
10	How can services exports differ from service imports in restricting the dumping goods of the other countries?	Apply	CO 4	CMBB59.04
11	Explain foreign trade sector requirements and present national and international problems in India.	Remember	CO 3	CMBB59.03
12	What are the provisions of Special Economic Zones and Exports Promotions Zones of the trading services?	Understand	CO 4	CMBB59.04
13	Why foreign traders are still struggling to strengthen the Indian trading system despite of many promotional policies and schemes.	Apply	CO 3	CMBB59.03
14	What are the changes in the foreign trade system with the implementation of EXIM policies?	Analyze	CO 3	CMBB59.03
15	Explain the functions, subsidiaries, organization structure and concepts of star and super star trading houses?	Analyze	CO 3	CMBB59.03
16	Describe the need of various reformation changes in advance license procedure in India.	Evaluate	CO 3	CMBB59.03
17	How the duty drawback scheme and DEPB (Duty Entitlement Pass Book) of India playing a key role in the promotion of trading system.	Create	CO 3	CMBB59.03
18	Briefly explain EXIM policy and qualitative and quantitative measures of under this policy?	Remember	CO 3	CMBB59.03
19	Write the importance and implications of import of capital goods and explain procurement of import license and quota.	Understand	CO 3	CMBB59.03
20	Write the provisions of Service Exports from India Scheme (SEIS) to promote export of services from India by providing duty scrip credit for eligible exports?	Apply	CO 4	CMBB59.04
<b>Part - C (Problem Solving and Critical Thinking Questions)</b>				
1	What are the efforts that are taking by the import policies and export promotion schemes to develop the country's economy?	Remember	CO 3	CMBB59.03
2	Is there any functional mechanism of Exports, Trading, Star Trading and super star trading house policies in India?	Understand	CO 4	CMBB59.04
3	What is the present independent status of Export oriented units (EOUS) in India?	Remember	CO 3	CMBB59.03
4	Give your opinion on the profitable assets and non profitable assets in international trade management system.	Understand	CO 4	CMBB59.04
5	What are the recent reformations introduced by the government to promote the export and import activities of the foreign trade sector.	Remember	CO 3	CMBB59.03
6	Explain the role, terminology and guidelines of Export and import policy of India.	Understand	CO 4	CMBB59.04
7	What is the reason behind the establishment of Special economic zones system and give your justification in this regard.	Remember	CO 3	CMBB59.03

8	Existence of international trading system now a day's become critical in India, give your opinion for this situation.	Understand	CO 4	CMBB59.04
9	Is there any requirement of new regulatory changes for foreign trade system to see the India as a developed country?	Remember	CO 3	CMBB59.03
10	How the foreign trade services system concentrating in eliminating poverty in India?	Understand	CO 4	CMBB59.04
<b>UNIT -III</b>				
<b>INCO TERMS</b>				
<b>Part - A (Short Answer Questions)</b>				
1	Recognize the need and importance of Inco terms for the traders.	Remember	CO 5	CMBB59.5
2	Explain the meaning and features of Inco terms.	Understand	CO 5	CMBB59.5
3	Prepare the chart of different terms using in the guidelines of Inco terms.	Apply	CO 6	CMBB59.6
4	What is fact in the principles of Inco terms give your opinion?	Analyze	CO 5	CMBB59.5
5	Judge the role of quantitative restrictions in encouraging domestic traders as per ICC rules.	Evaluate	CO 6	CMBB59.6
6	What does the meaning of Ex Workers (EXW) and Free Carrier (FCA)?	Remember	CO 6	CMBB59.6
7	Extend various types of terms like CPT, CIP, DAT and DAP in Inco terms.	Understand	CO 6	CMBB59.6
8	Evaluate the rules for sea and inland waterway transports for trading companies	Apply	CO 6	CMBB59.6
9	What conclusions do you made about the FAS (free alongside ship) system in India?	Analyze	CO 5	CMBB59.5
10	Decide and suggest some changes for FOB (Free on Board) mechanism.	Evaluate	CO 5	CMBB59.5
11	Why an international trader has to know about CFR (Cost and Freight) and CIF (Cost, Insurance and Freight)?	Remember	CO 5	CMBB59.5
12	What is the meaning of tariffs imposed by the government of the country upon the traded commodity?	Understand	CO 5	CMBB59.5
13	Explain different factors and types of tariffs imposing on prices of products.	Apply	CO 6	CMBB59.6
14	How the traders are proceeding for the documentation process of exports and imports?	Analyze	CO 5	CMBB59.5
15	Examine the rules for documentation in export and import business.	Evaluate	CO 6	CMBB59.6
16	Differentiate Export duties and Import duties.	Remember	CO 6	CMBB59.6
17	Briefly write about various specific, ad-valorem and multi column tariffs.	Understand	CO 6	CMBB59.6
18	Examine the functions of trading agents and brokers in foreign trade companies.	Apply	CO 6	CMBB59.6
19	Give your opinion on present Inco terms mechanism in India.	Analyze	CO 5	CMBB59.5
20	What is the status of Indian tariffs for trading companies and suggest some changes for Indian foreign trade sector.	Evaluate	CO 5	CMBB59.5
<b>Part – B (Long Answer Questions)</b>				
1	Explain the concept of Inco terms a series of pre-defined commercial terms published by the International Chamber of Commerce (ICC) relating to international commercial law.	Remember	CO 5	CMBB59.5
2	Express your opinion about the quantitative restrictions of the Indian exports and imports, Is this restrictions really need for the country? Justify your answer.	Understand	CO 5	CMBB59.5
3	Produce the information about various branches of Inco terms and its role in fulfilling the traders' expectations.	Apply	CO 6	CMBB59.6
4	What assumptions and conclusions that you come to know about implementation of tariffs on the basis of purpose, criteria, discrimination and products.	Analyze	CO 6	CMBB59.6
5	Which is more logical and implacable rules of Inco terms? explain with appropriate illustrations.	Evaluate	CO 6	CMBB59.6
6	Give your opinion on characteristics of Inco terms for the legal protection of trading customers.	Remember	CO 5	CMBB59.5
7	"Everyone who works with importation and exportation should know all the Inco terms (International Commercial Terms)" explain those terms in detail.	Understand	CO 5	CMBB59.5
8	Identify the pros and cons of different insurance products in both customers and organizations point of view.	Apply	CO 6	CMBB59.6
9	What considerations does a trader should follow in the documentation process of exports and imports in India?	Analyze	CO 6	CMBB59.6
10	Explain about the procedural steps involved in the exports and imports that have to follow by international trading participants.	Evaluate	CO 6	CMBB59.6

11	In what way an individual foreign trader gains by following the rules and guidelines of Inco terms.	Remember	CO 5	CMBB59.5
12	How the principles of Inco terms are succeeded in protecting the international traders' activities with duplications?	Understand	CO 5	CMBB59.5
13	Explain the background history of Inco terms or International Commercial Terms encouraged by trade councils.	Apply	CO 6	CMBB59.6
14	'Some Inco terms are used for any mode or modes of transport like: EXS, FCA, CPT, CIP, DAT, DAP and DDP' What is the meaning and role of these terms?	Analyze	CO 6	CMBB59.6
15	Differentiate the quantitative restrictions on export and import products and illustrate with some examples	Evaluate	CO 6	CMBB59.6
16	Give your opinion on legal protection and guidelines for an international trading participant.	Remember	CO 5	CMBB59.5
17	What are certain terms that have special meaning within Inco terms in the point of transaction and participation?	Understand	CO 5	CMBB59.5
18	Explain the advantages and disadvantages of different codes and conducts for products in both exports and imports.	Apply	CO 6	CMBB59.6
19	What are the precautionary measures that a foreign trader has to take while entering in the international markets?	Analyze	CO 6	CMBB59.6
20	Who is a cross border trader and what are his roles and responsibilities in selling international products.	Evaluate	CO 6	CMBB59.6
<b>Part – C (Problem Solving and Critical Thinking)</b>				
1	Explain and compare the export and import laws in India with International EXIM laws and methods.	Understand	CO 5	CMBB59.5
2	Does the quantitative restrictions for the exports and imports of products is same? If not give your explanation.	Understand	CO 6	CMBB59.6
3	Is the documentation guidelines of foreign trade procedures really helpful for the safety of participants or not, give your opinion.	Understand	CO 5	CMBB59.5
4	What are the general guidelines that are using in the Inco terms to protect the interest of international business activities?	Understand	CO 6	CMBB59.6
5	Describe the tariffs on exports and imports on different basis of implementation in India.	Understand	CO 5	CMBB59.5
6	How the Inco term facility playing a key role in promoting the international business activities.	Understand	CO 6	CMBB59.6
7	Summarize the safety norms in international business activities to promoting the countries' economy.	Understand	CO 5	CMBB59.5
8	Discuss the claiming procedure at the trading period of an exports and imports.	Understand	CO 6	CMBB59.6
9	Write the documentation provisions of traders on international business.	Understand	CO 5	CMBB59.5
10	Is the tariffs and quantitative restrictions belongs to only to an individual or to an Institution? Explain.	Understand	CO 6	CMBB59.6
<b>UNIT-IV</b>				
<b>INSTITUTIONAL SETUP FOR EXPORT PROMOTION</b>				
<b>Part – A (Short Answer Questions)</b>				
1	Explain the export assistance measures in the contemporary India.	Remember	CO 8	CMBB59.8
2	Extend the need for free trade zones as per new trends.	Understand	CO 8	CMBB59.8
3	Show the legal framework in governing the Special Economic Zones.	Apply	CO 7	CMBB59.7
4	What conventions took place in the history of Export Oriented Units?	Analyze	CO 7	CMBB59.7
5	Decide and describe the new mindsets of traders on star trading principles in India.	Evaluate	CO 8	CMBB59.8
6	Highlight the commodities of India's exports and imports.	Remember	CO 7	CMBB59.7
7	Interpret the role of canalizing agencies in Indian foreign trade system.	Understand	CO 7	CMBB59.7
8	Produce the business purpose of sources and analysis of foreign trade statistics.	Apply	CO 8	CMBB59.8
9	What services does an trader renders from chamber of commerce.	Analyze	CO 8	CMBB59.8
10	Find the new services and functions of the institutions involved in export promotion.	Evaluate	CO 8	CMBB59.8
11	Write in brief about Director General of Commercial Intelligence Statistics in India.	Remember	CO 8	CMBB59.8
12	What is the importance of Federation of Indian Export Organizations and Indian Institute of Foreign Trade for the traders?	Understand	CO 8	CMBB59.8

13	Explain the legal framework in governing the foreign trade sector by EXIM bank.	Apply	CO 7	CMBB59.7
14	Describe different functions of commercial banks to promote the foreign capital.	Analyze	CO 7	CMBB59.7
15	Discuss various dimensions of commodity boards on international trade.	Evaluate	CO 8	CMBB59.8
16	Examine the regulatory functions of EXIM bank to the development of foreign trade sector.	Remember	CO 7	CMBB59.7
17	In which way export assistance measures is a key component of Indian foreign trade system.	Understand	CO 7	CMBB59.7
18	Explain the various sources of foreign trade statistics.	Apply	CO 8	CMBB59.8
19	Summarize the assumptions of traders before venturing in the international activities.	Analyze	CO 8	CMBB59.8
20	What are the new trends in the export organization sector to promote the business activities?	Evaluate	CO 8	CMBB59.8

**Part – B (Long Answer Questions)**

1	Evaluate the business and economics of foreign trade for changing mindsets of international marketers.	Remember	CO 8	CMBB59.8
2	Describe the regulatory and legal framework of EXIM bank in governing the foreign trade sectors in India.	Understand	CO 7	CMBB59.7
3	Write different organizations in the history of foreign trade and its functions to the development of international business.	Apply	CO 7	CMBB59.7
4	Why a business organization or an individual trader has to analyze the data from foreign trade statistics-explain in brief.	Analyze	CO 8	CMBB59.8
5	Which policy changes and institutional establishments that are taken place in the recent years to strengthen the foreign trade sectors by the Indian Government?	Evaluate	CO 7	CMBB59.7
6	In what way the special economic zones are administrating in India?	Remember	CO 7	CMBB59.7
7	Explain the establishment requirement of state trade corporations that was set up by the Government in May 1956 incorporated under the Indian Companies Act, 1956.	Understand	CO 7	CMBB59.7
8	In what way the Software Technology Parks (STP) Scheme and Electronics Hardware Technology Parks (EHTPs) Schemes enhancing the international trading activities.	Apply	CO 8	CMBB59.8
9	Write the procedural steps involved in the export process as per the guidelines of export assistant measures.	Analyze	CO 8	CMBB59.8
10	What are the terms and conditions that an agent must disclose to the canalizing agencies before going for international business?	Evaluate	CO 8	CMBB59.8
11	What are the business and economics of foreign trade as per changing mindsets of marketers?	Remember	CO 8	CMBB59.8
12	Explain various regulatory issues and legal framework of export organizations in governing the foreign trade sectors in India.	Understand	CO 7	CMBB59.7
13	Describe various phases in the history of EXIM bank and its functions to the development of export and import sectors.	Apply	CO 7	CMBB59.7
14	What is the requirement for a business organization or an individual person to invest in foreign trade sector for future returns-explain in brief.	Analyze	CO 8	CMBB59.8
15	Write in brief of regulatory changes in the recent years to strengthen the foreign trade sectors.	Evaluate	CO 7	CMBB59.7
16	Explain the similarities in the functions of EPGC with other regulatory agencies like ITPO, RBI, COSTOMS and EPCs?	Remember	CO 7	CMBB59.7
17	Write the code of conduct of EXIM for international trading agents and brokers in promoting the foreign trade products.	Understand	CO 7	CMBB59.7
18	How the analysis of foreign trade statistics in preventing the pit falls of foreign trade sector.	Apply	CO 8	CMBB59.8
19	Describe the procedures involved in the foreign trade process as per the guidelines of DGFT and FIEO.	Analyze	CO 8	CMBB59.8
20	What are the rules and regulations for an agent before availing financial assistance from State Trading Corporations in India?	Evaluate	CO 8	CMBB59.8

**Part – C (Problem Solving and Critical Thinking)**

1	What is the classical liberalization perception about international trade?	Analysis	CO 7	CMBB59.7
2	What were the biggest achievements of Generally Agreement on Tariffs and Trade (GATT) in promoting the international business activities?	Application	CO 8	CMBB59.8



3	What is the importance of regulatory authority for foreign trade companies?	Analysis	CO 7	CMBB59.7
4	Explain the economies of scale with reference to foreign trade sector in India.	Application	CO 8	CMBB59.8
5	Briefly discuss the changing mindsets of marketers towards international business.	Analysis	CO 7	CMBB59.7
6	Write the new trends in Indian foreign trade system, its growth and developmental activities.	Application	CO 8	CMBB59.8
7	Summarize the governing factors of canalizing agencies of foreign trade sectors.	Analysis	CO 7	CMBB59.7
8	Is there any requirements of regulatory changes for international business sector, explain in brief.	Application	CO 8	CMBB59.8
9	Write your own opinion on the Indian manufacturers and their standards to participate in the international markets?	Analysis	CO 7	CMBB59.7
10	Examine the role of agents and agencies in promoting the foreign trade business in India.	Application	CO 8	CMBB59.8

#### UNIT-V

#### ASSESSMENT OF PRODUCTS AND MARKETS

##### Part - A (Short Answer Questions)

1	Which techniques are using to manage the assessment of prospects?	Remember	CO 10	CMBB59.10
2	Identify the measures of products and markets while taking foreign trade decisions.	Understand	CO 10	CMBB59.10
3	Describe the process of risk management before and after identification of new markets for Indian products.	Apply	CO 9	CMBB59.9
4	State the view point of a trader towards the African market.	Analyze	CO 10	CMBB59.10
5	Journalize the business techniques for entering into South African market.	Evaluate	CO 10	CMBB59.10
6	Recognize different types of potential products in GHANA for traders.	Remember	CO 9	CMBB59.9
7	Explain about market conditions in KENYA market.	Understand	CO 10	CMBB59.10
8	Prepare the tradeoff between Indian and NIGERIA while taking foreign trade decisions.	Apply	CO 9	CMBB59.9
9	What is the fact involved in market management methods in UGANDA? give your opinion.	Analyze	CO 9	CMBB59.9
10	Judge the risk reduction possibility through assessment of future prospects in different markets.	Evaluate	CO 10	CMBB59.10
11	Explain the methods that are using to manage the risk in MAIRITIOUS market?	Remember	CO 10	CMBB59.10
12	What is the measurement for trade and investment decisions in TAMZANIA market?	Understand	CO 10	CMBB59.10
13	Discuss the steps involved in the market management before and after entering into Latin American market.	Apply	CO 9	CMBB59.9
14	Describe the critical analysis of traders towards the US commercial office on India for investing in selected sector.	Analyze	CO 10	CMBB59.10
15	Briefly write the business techniques for regional economic cooperation.	Evaluate	CO 10	CMBB59.10
16	Explain various types of trade blocks.	Remember	CO 9	CMBB59.9
17	Express your opinion about various foreign country markets potential entry strategies.	Understand	CO 10	CMBB59.10
18	Write the importance of prospect assessment for products and markets.	Apply	CO 9	CMBB59.9
19	What are the foreign trade management methods? illustrate with appropriate examples	Analyze	CO 9	CMBB59.9
20	Is it possible to reduce the domestic market risk through foreign trade? give your justification.	Evaluate	CO 10	CMBB59.10

##### Part - B (Long Answer Questions)

1	Highlight the identification methods in assessment of prospectus for company's potential future performance in a competitive market place before trading in the foreign markets.	Remember	CO 9	CMBB59.9
2	Interpret the strategies in international business operations for different types of products and markets.	Understand	CO 9	CMBB59.9
3	Prescribe the management techniques while doing international business with African Union.	Apply	CO 9	CMBB59.9
4	What assumptions do an international trader assumes regarding while venturing with South African trade projects?	Analyze	CO 10	CMBB59.10
5	Find the various kinds of specialties and potential products to increase the returns by entering into GHANA market.	Evaluate	CO 10	CMBB59.10

6	What does the meaning of Trade Blocks and their purpose of existence- explain in brief	Remember	CO 10	CMBB59.10
7	Extend the importance of market management and risk assessment before entering into KENYA in the foreign trade.	Understand	CO 10	CMBB59.10
8	Show the new trends and technological developments in the NIGERIAN markets to improve the international trading relations.	Apply	CO 10	CMBB59.10
9	Explain the role of national and international institutions that deals with regional economic cooperation of the country.	Analyze	CO 10	CMBB59.10
10	Describe the present economy conditions in UGANDA in securing the economical benefits with potential products.	Evaluate	CO 10	CMBB59.10
11	Summarize the market identification methods while trading in the MAIRITIOUS market.	Remember	CO 9	CMBB59.9
12	Write in brief about opportunities and different types of products involved in business operations with TAMZANIA.	Understand	CO 9	CMBB59.9
13	Which country marketing techniques are suggestible for doing international business for Indian traders?	Apply	CO 9	CMBB59.9
14	Briefly explain the marketers' assumptions regarding the scope for business while trading with INDIA.	Analyze	CO 10	CMBB59.10
15	Explain the potential factors to enter in to US commercial activities by Indian marketers for investing in selected sectors.	Evaluate	CO 10	CMBB59.10
16	What is the difference between market conditions of India and Latin America? explain in brief?	Remember	CO 10	CMBB59.10
17	Examine the importance of market management and product assessment through trade blocks.	Understand	CO 10	CMBB59.10
18	Describe the new trends and technological developments in the different neighboring countries of India to expand the international business.	Apply	CO 10	CMBB59.10
19	Explain the role of international institutions that deals with risk and returns of different foreign trade agreements and trade blocks.	Analyze	CO 10	CMBB59.10
20	Discuss the current economy conditions in Indian foreign trade system in securing maximum returns from regional economic cooperation.	Evaluate	CO 10	CMBB59.10
<b>Part – C (Problem Solving and Critical Thinking)</b>				
1	Given that you know the risk as well as the expected return for two country markets, discuss what process you might utilize to determine which of the two country products a better buy is. You may assume that the two countries will be the only countries held in your opinion. You should be looking to maximize your expected return on an investment given the level of risk that such an investment requires the investor to bear. Therefore, you should compare the expected return and risk associated with each of the two countries. If the countries have the same expected return, then choose the country with the lower risk. If the countries have the same risk, then choose the country with the greatest expected return. If the expected return and risk of the two countries have no common level, perhaps you should compare the ratio of the risk/expected return to see which country contains the least risk per unit of expected return.	Analyze	CO 9	CMBB59.9
2	Describe the United States commercial office analysis for investing in selected sectors by India.	Apply	CO 10	CMBB59.10
3	In what way the trade blocks are concentrating on Foreign trade management activities among the member countries?	Analyze	CO 9	CMBB59.9
4	What is the role of regional economic cooperation agencies regarding the opportunities identification and risk elimination?	Apply	CO 10	CMBB59.10
5	Explain the contemporary market management techniques for sovereigns of different countries in the foreign trade business.	Analyze	CO 9	CMBB59.9
6	How to safeguard the investments by eliminating the risks and to gain maximum returns while venturing in the international trade activities?	Apply	CO 10	CMBB59.10
7	Differentiate the domestic market management techniques with international market management techniques of business.	Analyze	CO 9	CMBB59.9
8	Is it possible to make the risk as zero before entering into foreign markets by any institution or market? justify your answer	Apply	CO 10	CMBB59.10

9	Write your own experience market management theories or any analysis that you have done in any foreign trade business or seen by you.	Analyze	CO 9	CMBB59.9
10	Is the non cooperative countries are suggestible of foreign trade for Indian traders? give your justification.	Apply	CO 10	CMBB59.10

**Prepared by:**

Dr. T.Vara Lakshmi, Associate Professor

**HOD, MBA**