

Reg. No. :

Name :

Sixth Semester B.Com. Degree Examination, April 2025**First Degree Programme under CBCSS****CO 1661.7/CX 1661.2, CX 1661.7/CC 1661.2, CC1661.7 (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 Tourism and Travel Management)**

Time : 3 Hours

Max. Marks : 80

PART – A

Answer **all** questions in **one** or **two** sentences each. Each question carries **1** mark.

1. What is balance of payment?
2. What is role of clearing agents?
3. Explain customs union.
4. What is duty draw back?
5. Explain Balance of Trade.
6. What is entrepot trade?
7. What is UNCTAD?

8. What is mate's receipt?
9. What is letter of credit?
10. What is known as a wholly owned subsidiary, in international business?

(10 × 1 = 10 Marks)

PART – B

Answer any **eight** questions in not exceeding one paragraph each. Each question carries **2** marks.

11. What is mean by unilateral trade agreements?
12. State the uses of anti-dumping duty.
13. Write a note on Free Trade Zones in India.
14. What are the barriers to free trade?
15. Discuss the export incentives in India.
16. What is export marketing fund?
17. Write a note on European Union.
18. Explain the features of MNCs.
19. What is shipping bill?
20. What are the advantages of regional economic grouping?

PART – C

Answer any **six** questions in not exceeding in **120** words. Each question carries **4** marks.

23. Explain the components of international business environment.
24. What are the factors affecting the balance of payment?
25. Explain any two documents required for the international payment.
26. What are the principles of WTO?
27. What are the objectives of World Bank?
28. Write a short note on the following:
(a) FOB (b) CIF
29. What are the benefits of UNCTAD?
30. Write a short note on ECGC.
31. Discuss the international marketing information system.

(6 × 4 = 24 Marks)

PART – D

Answer any **two** questions in not exceeding four pages each. **Each** question carries **15** marks.

32. Elaborate on India's foreign trade in Global context.
33. Explain the role of agencies promoting foreign trade in India.
34. Discuss the documents related to international trade.
35. What are the stages of internationalization of business?

(2 × 15 = 30 Marks)

Reg. No. :

Name :

Sixth Semester B.Com. Degree Examination, April 2022

First Degree Programme Under CBCSS

CO 1661.7 / CX 1661.2 / CC 1661.2 / TT 1661.2 / HM 1661.2

MANAGEMENT OF FOREIGN TRADE

**(Common for Commerce / Commerce & Tax Procedure and Practice /
Commerce with Computer Applications / Commerce and Hotel
Management and Catering / Commerce and Tourism and Travel
Management)**

(2018 & 2019 Admission)

Time : 3 Hours

Max. Marks : 80

SECTION – A

Answer **all** questions in **one** or **two** sentences. **Each** carries 1 mark.

1. What is meant by foreign trade of a country?
2. What is Predatory dumping?
3. What is the objective of UNCTAD?
4. What is advantage of a 'free trade zone'?
5. What is mean by 'entrepot trade'?
6. What is shipping bill?
7. What is carting order?

P.T.O.

8. What is the role of bill of lading?
9. What is a Bill of exchange?
10. What is Global Marketing?

(10 × 1 = 10 Marks)

SECTION – B

Answer any **eight** questions, in not exceeding one paragraph. **Each** question carries **2** marks.

11. Which are the two types of balance of trade position?
12. What is meant by balance of payment of a country?
13. When a country will have a favourable balance of payments?
14. What is European Economic Community (EEC)?
15. What are the objectives of Asian Clearing Union?
16. What is Most Favoured Nation (MFN) Clause?
17. What is the significance of LIBOR?
18. What is a mate receipt?
19. What is the significance of a letter of indemnity, In foreign trade?
20. What is a trade enquiry?
21. What is meant by 'retirement of import documents'?
22. What are the Advantages of Global Marketing?

23. What is a Multilateral Trade Agreement?
24. What is NAFTA?
25. What is an international commodity agreement?
26. What are Commodity Boards?

(8 × 2 = 16 Marks)

SECTION – C

Answer any **six** questions. Each question carries **4** marks.

27. Explain the internal factors responsible for variation in balance of trade position.
28. What are Corrective Measures needed to come out of the unfavourable balance of trade position?
29. Which are the two types of accounts in balance of payment accounting?
30. What are the functions of the Exim Bank?
31. Why foreign trade assumes significance?
32. What are the pre-requisites for getting an export licence?
33. Which are the Major Documents related to goods needed in Connection with Export Transaction?
34. Which are the types of regional trade blocks?
35. What are the disadvantages of trade blocks?
36. Which are the forms of global entry strategies?
37. What are the services offered by a Forwarding agent?
38. State the role of The Indian Trade, Promotion Organisation?

(6 × 4 = 24 Marks)

SECTION – D

Answer any **two** questions. **Each** question carries **15** marks.

39. Explain the features of foreign trade.
40. Which are the different Implications of WTO on Indian Trade?
41. Explain the Various facilities and measures to Exporters in India.
42. Explain the Methods of protection of an economy against international trade.
43. Explain Import Procedures in India.
44. Explain the features of Global Marketing.

(2 × 15 = 30 Marks)

Reg. No. :

Name :

Sixth Semester B.Com. Degree Examination, April 2022

First Degree Programme under CBCSS

CO 1661.7/ CX 1661.2, CX 1661.7/ CC 1661.2, CC 1661.7, TT 1661.7

MANAGEMENT OF FOREIGN TRADE

(Common for Commerce/ Commerce & Tax Procedure and Practice/Commerce with computer Applications/ Commerce and Tourism and Travel Management)

(2014 & 2017 Admission)

Time : 3 Hours

Max. Marks : 80

SECTION – A

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

1. Define global trade?
2. What you mean by export?
3. Who developed concept of comparative advantage?
4. Identify any two barriers to trade?
5. Expand WTO.
6. Write two examples multilateralism?
7. What are the components of balance of Payment?
8. What is global marketing?

P.T.O.

9. What you mean by Export Oriented Units?
10. What you mean by duty drawback?

(10 × 1 = 10 Marks)

SECTION – B

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

11. What is the eligibility for setting up an EOU?
12. What are the aims of setting up of IIP?
13. Write a note on Export Inspection Council (EIC)?
14. What are the mission and vision of state trading corporation?
15. What is Drop shipping?
16. What do you mean by Transshipment?
17. List out any two types of Letter of Credit?
18. What is a Dry Port?
19. What is Freight Bill?
20. Is airway bill a document of title?
21. What is unclean bill of lading?
22. What is Exemption under Bond under Rule 13?

(8 × 2 = 16 Marks)

SECTION – C

Answer any **six** questions. **Each** question carries **4** marks.

23. Explain the Procedure for Excise Clearance under Bond/ Letter Undertaking?
24. How does the cenvat credit works?
25. Explain the services of Clearing and Forwarding Agents?
26. Write a note clearing Agents?
27. Explain Customs Clearance Stages?
28. Explain the authorities involved under rule 12?
29. Comment on Import and export tax?
30. Explain Deferred export finance?
31. What is forward Exchange Contracts?

(6 × 4 = 24 Marks)

SECTION – D

Answer any **two** questions. **Each** question carries **15** marks.

32. Explain the contents of an export commercial invoice?
33. List out the stages of shipment?
34. Explain the functions of the EXIM Bank?
35. Briefly discuss any five agencies supporting and promoting foreign trade?

(2 × 15 = 30 Marks)

