

Roll No.

Total Pages : 2

248403

May, 2019

MBA (IB) - 4th Semester

International Trade Theory and Practice (MBA/IBM/211)

Time : 3 Hours]

[Max. Marks : 75

Instructions :

1. *It is compulsory to answer all the questions (1.5 marks each) of Part-A in short.*
2. *Answer any four questions from Part-B in detail.*
3. *Different sub-parts of a question are to be attempted adjacent to each other.*

PART-A

1. (a) Explain foreign trade. (1.5)
- (b) What is import substitution? (1.5)
- (c) Define import control regime. (1.5)
- (d) What is trade policy? (1.5)
- (e) Explain commercial intelligence. (1.5)
- (f) Explain international economic integration. (1.5)
- (g) What is dumping? (1.5)
- (h) Is trade an agent of globalization? (1.5)
- (i) Explain terms of trade. (1.5)
- (j) Explain gains from trade. (1.5)

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PART-B

2. Explain the significance of conceptual understanding of various trade theories for IB manager. (15)
 3. (a) What are repercussions of regional economic groupings on the strategy of international marketers? (10)
(b) What is trade equilibrium? (5)
 4. What are various tariff and non-tariff barriers to international trade? (15)
 5. How to assess export potential for specific products in specific markets? (15)
 - 6 (a) Explain the rationale and working of free trade zones. (10)
(b) What is the impact of WTO provisions on trade policy in India? (5)
 7. Explain major schemes and incentives for exporters provided by Indian Government since 1991. (15)
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