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Code No: 721CQ

JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY HYDERABAD
MBA II Semester Examinations, January-2018
FOREIGN TRADE
Time: 3hours
Max.Marks:75

Note: This question paper contains two parts A and B.
 Part A is compulsory which carries 25 marks. Answer all questions in Part A.
 Part B consists of 5 Units. Answer any one full question from each unit. Each question carries 10 marks and may have a, b, c as sub questions.

PART - A
5 × 5 Marks = 25

- 1.a) What is a Bilateral Trade Agreement? [5]
- b) What are Tariffs? Discuss its Significance. [5]
- c) What is 'capital account'? [5]
- d) What is the need for Regional Economic Co-operation? [5]
- e) What is ASEAN? Discuss its goals. [5]

PART - B
5 × 10 Marks = 50

2. Explain in detail India's Balance of payments position during recent years. [10]
- OR**
3. Explain in detail about India's trade agreements. [10]
4. Discuss the objectives of EXIM Policy. [10]
- OR**
5. What are Service Exports? Discuss its need and significance. [10]
6. Explain different types of Incoterms. [10]
- OR**
7. Discuss the general guidelines that are in Incoterms. [10]
8. Discuss the role of ECGC in Export promotion. [10]
- OR**
9. Explain the sources and analysis of foreign trade statistics in India. [10]
10. How do businesses identify new markets for different products in India? [10]
- OR**
11. Explain the goals and objectives of European Union (EU). [10]

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