

R15**Code No: 721CQ****JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY HYDERABAD****MBA II Semester Examinations, December - 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 are the determinants of foreign capital flow into a country? [5]
- b) List out the different categories of importers. [5]
- c) What do you understand by 'Bill of lading' and what are the chief contents in it? [5]
- d) What are the different channels of distribution for export? [5]
- e) Name some agreements now in force that help for regional economic cooperation. [5]

PART - B**5 × 10 Marks = 50**

2. Define 'Foreign Trade' and list out its characteristics. Make a presentation on the growth of Foreign Trade after independence. [10]

OR

3. What do you understand by the concept 'Balance of Payments' what is its significance? Discuss in detail, the major components in Balance of Payments. [10]

4. Write an essay elaborating the various export promotion schemes initiated by the Government after liberalization. [10]

OR

5. What are the objectives of EXIM Bank of India? List out its functions and narrate its different Programmes of Financing. [10]

6. What is meant by 'Incoterms'? Explain in detail the mode of pricing and rules of Transport on imported items? [10]

OR

7. Enumerate and discuss briefly the important documents in foreign trade. [10]

8. What is meant by 'SEZ' and discuss on the various concessions and tax exemption benefits applicable to industrial units set up at notified SEZ Zones. [10]

OR

9. What do you understand by 'Deemed Exports'? What categories of goods come into it? Explain the procedure for claiming Deemed export benefits. [10]

10. What are 'Trade Blocks'? What are its advantages? Briefly discuss the different levels of Economic integration. [10]

OR

11. Assuming yourself as a promising entrepreneur seeking expansion of marketing Opportunities to some of the South African countries, bring out the proprietary Work you wish to carry out. [10]