

Roll No.

Total No. of Pages : 02

Total No. of Questions : 15

MBA(IB) (2014 to 2017) (Sem.-4)
FOREIGN TRADE POLICY AND MANAGEMENT
Subject Code : MBAIB-402
Paper ID : [A2552]

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTION TO CANDIDATES :

1. **SECTION-A** contains **SIX** questions carrying **FIVE** marks each and students has to attempt **ANY FOUR** questions.
2. **SECTIONS-B** consists of **FOUR** Subsections : Units-I, II, III & IV. Each Subsection contains **TWO** questions each carrying **EIGHT** marks each and student has to attempt **ANY ONE** question from each Subsection.
3. **SECTION-C** is **COMPULSORY** and consist of **ONE** Case Study carrying **EIGHT** marks.

SECTION-A

- Q.1 What are the methods of correcting disequilibrium in the balance of payments?
- Q.2 Discuss the role of state trading houses.
- Q.3 Write a note on Duty Exemption Scheme.
- Q.4 Write notes on :
 - (a) Deemed Exports
 - (b) Counter Trade Agreements
- Q.5 Outline the role of European Union.
- Q.6 Write notes on :
 - (a) India's Double Tax Avoidance Agreement
 - (b) Project & Consultancy Exports

SECTION-B

Unit-I

- Q.7 Is India's export performance satisfactory in relation to the trade reforms introduced in recent years? What steps would you suggest to raise India's share in world exports?
- Q.8 Explain the trends in India's balance of payments position. What are the reasons for disequilibrium in the balance of payments?

Unit-II

- Q.9 Discuss the different kinds of export procedures. Explain them with suitable examples.
- Q.10 What are the different promotional measures provided by Government of India to Indian exporters?

Unit-III

- Q.11 Discuss the various provisions of SEZ act 2005.
- Q.12 What is a Joint Venture? Why do firms prefer joint ventures to go global?

Unit-IV

- Q.13 What is FDI? Discuss a policy framework of FDI in India.
- Q.14 What is Economic Integration? What are the advantages and disadvantages of economic integration?

SECTION-C**Q.15 Case Study :**

Indian leather exports, an important foreign exchange earner for the country has been reportedly hit hard by the decision of some major US retail chains like Eddie Bauer, LL Bean, Timberland and Casual Corner, and a German company Bader to boycott leather goods from India in protest against the ill-treatment of animals here. This move came shortly after a decision by global retail chains Gap, Marks & L. Spencer, Liz Claiborne and J. Crew not to buy Indian leather goods. This development has a lot to do with the lobbying by the US-based animal rights group People for Ethical Treatment of Animals (PETA) for a ban on leather goods from India by documenting evidence of “*cruelty to animals*” killed for making leather. It has been reported that the overseas firms have officially communicated to the Indian outfit of PETA that they will not be sourcing leather products from India until there is strict enforcement of animal protection laws. Following this, the Mumbai-based Teja Industries, the official supplier of leather goods for Marks & Spencer in India, started out-sourcing leather from other countries to manufacture products for the global chain.

Questions :

- In the light of the above, discuss the implications of social activist groups for business.
- With reference to this case, discuss the failure of the governments, Council for Leather Exports and the leather, industry and the lessons of this case.
- What should the governments, Council for Leather Exports and the leather industry do to overcome the problem?