



MAR IVANIOS COLLEGE (AUTONOMOUS)
THIRUVANANTHAPURAM

Reg. No. :.....

Name :.....

Sixth Semester B.Com. Degree Examination, April 2018

First Degree Programme under CBCSS

Open Course: Commerce – II

AUCO681: Management of Foreign Trade

(Common for **Regular** – 2015 and **Reappearance** – 2014 Admn.)

Time: 3 Hours

Max. Marks: 80

SECTION – A

Write short notes on ALL the following

1. Define IMIS?
2. What do you mean by Cyclical disequilibrium?
3. Explain the term Turnkey Project?
4. Expanded form of ITPO and DGFT?
5. What is Carting Order?
6. What do you mean by irrevocable letter of Credit?
7. What do you mean by Fiscal Policy?
8. Define Place Strategy.
9. What do you mean by C.I.F?
10. List out the components of BOP.

(10 × 1 = 10 Marks)

SECTION – B

Answer any EIGHT questions, not exceeding one paragraph

11. What do you mean by FDI?
12. What is the role of MMTTC?
13. List out the objectives of Free Trade Zone.

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14. What is Mate's Receipt?
15. Explain the term Deferred Payment?
16. State the role of Freight Forwarders?
17. List out any four functions of UNCTAD.
18. Define Bill of Lading?
19. Define Ad valorem Tariffs?
20. List out the functions of STC?
21. What are the operations of ADB?
22. State the objectives of Foreign Collaboration?

(8 × 2 = 16 Marks)

SECTION – C

Short essay type : Answer any SIX questions

23. What are the different forms of regional economic grouping?
24. Explain the different types of Dumping?
25. What are the factors influencing international business environment?
26. Explain the different modes of entry in Global Marketing?
27. What are the different measures of Terms of Trade?
28. What are the objectives of IMF?
29. Explain the types of financial guarantee provided by ECGC.
30. Distinguish Balance of Trade from Balance of payment.
31. Write a short note on EXIM Bank?

(6 × 4 = 24 Marks)

SECTION – D

Long essay type : Answer any Two questions

32. Explain the term Letter of Credit? Describe briefly the different kinds of Letter of Credit.
33. Explain the role of WTO in promoting foreign trade.
34. What are the advantages and disadvantages of foreign Trade in India?
35. Describe briefly the role of State trading in India's Foreign Trade?

(2 × 15 = 30 Marks)