

2056
M.Com. (Entrepreneurship and Family Business)
Fourth Semester
FB-401: International Trade and Documentation

Time allowed: 3 Hours

Max. Marks: 80

NOTE: Attempt five questions in all, selecting atleast two questions from each Unit.

x-x-x

UNIT - I

1. Critically explain classical theory of international trade. (16)
2. Discuss meaning and scope of international marketing tasks. (16)
3. Explain tariff and non-tariff barriers to international trade. (16)
4. Discuss the features of export marketing strategy. (16)
5. Explain features of recent Foreign Trade Policy of India. (16)

UNIT-II

6. Explain procedures and documents related to quality control, specifically for ISO 9000 and ISO 14000. (16)
7. What do you mean by pre-shipment and post-shipment finance? Discuss procedures and documents required for this finance. (16)
8. Discuss the role and functions of EXIM Bank. (16)
9. What do you mean by rate of exchange? How the rate of exchange is determined? (16)
10. Explain the processing of an export order and export contracts. (16)

x-x-x