

Time: 2 ½ hours

Marks: 75

**Note: All the questions are compulsory  
Figures towards right indicate marks**

## Q1 A Multiple Choice Questions (Any 8)

8

1. \_\_\_\_\_ refers to a variety of unconventional international trade practices which link exchange of goods directly or indirectly in an attempt to dispense with currency transactions.  
a. mergers and acquisition b. counter trade c. third country location d. strategic alliance
2. NAFTA is an example of  
a. common market b. customer union c. economic community d. Free trade area
3. EPCG scheme is applicable for  
a. capital goods b. technology c. raw materials d. consumables
4. The IEC no is issued by .....  
a. central govt. b. state govt. c. DGFT d. Ministry of commerce
5. The importer has very less risk in this type of shipment  
a. FOB b. CIF c. CAF d. FOR
6. Which of the following is a document of the title of sale of goods  
a. Bill of lading b. Bill of lading c. Bill of credit d. Sight Bill
7. Who forwards the original GR to RBI after retaining it?  
a. chamber of commerce b. clearing agent c. customs d. commercial bank
8. If the export performance is USD 500 million the applicant falls into which category  
a. One star b. Two star c. Three star d. Four Star
9. This strategy is a promotion strategy that calls for using the sales force and trade promotion to push the product through channels  
a. Pull b. Push c. Niche d. Concentrated
10. The employees belonging to a country of the firm where the corporate headquarter is  
a. Home country b. Host country c. Third country d. Neutral

## B State whether the following is True or False (Any seven)

7

1. If a company knows how to manage a technology in one country, it has experience that is relevant for the rest of the world.
2. The Foreign Trade Policy 2015 makes all duty-free scrips freely transferable.
3. SEZs are deemed export zones.
4. World Bank is also known as International Bank for Reconstruction and Development (IBRD).
5. In Niche marketing companies keep higher margin of profits
6. The nature and scope of International HRM is very narrow
7. Language is not a challenge in international business.

