THE TEXTILE ASSOCIATION (INDIA)
G.M.T.A EXAMINATION-2019
SECTION-E; PAPER: EOD-I
International Trade Management

Date: 26.12.2019 Marks- 100 Time-10 am to 1 pm

Instructions:
1. Attempt any six questions out of which Q1 is compulsory.
2. Figure to the right indicates full marks.
3. Illustrate your answers with sketches and flow-charts wherever necessary.
4. Assume suitable data wherever necessary.

Q1

i) A company of the US has excess products that it does not want to sell into the US market because it will bring down the domestic price and instead sells it at another country at below the cost of production. What is this called?
   a. International Trade b. Dumping c. Countervailing d. None of these.

ii) Which of the following is not a reason to erect trade barriers?
   a. Encourage local production b. Reduce reliance on foreign suppliers c. Protect local jobs d. Promote import activity

iii) Which of the following factors influence trade?
   a. The stage of development of a product b. Government c. The relative price of factors of production d. All the above

iv) The institutional framework developed in 1947 to promote trade liberalization is known as-
   a. WTO b. GATT c. IMF d. World Bank

v) Among the institutions and policies that have been created to support developing countries are-
   a. the World Bank b. the International Monetary Fund c. the Generalized System of Preferences d. all of the above

B

Say True or False

i) The organization that currently establishes rules of conduct for firms
engaging in international trade is the World Trade Organization.

ii) If a nation has an open economy it means that the nation has flexible exchange rates.

iii) Theory of comparative advantage was presented by Ricardo.

iv) A tariff increases the volume of trade.

v) A quota is a tax placed on a product.

Q2 Attempt any two

a. What is the Role of WTO in International Trade? What are the basic objectives of WTO?

b. Based on your understanding of Global supply chains, explain whether “Make in India” is a realistic objective. In which industries will there be an opportunity for India?

c. Explain the Importance of Packing, Labeling and Marking in exporting of goods.

Q3 Attempt any two

a. How International Marketing is different from Domestic Marketing? Explain with suitable example.

b. What is International Trade? What are the Characteristics Of International Trade?

c. What are the Factors of pricing in International Trade?

Q4 Attempt any two

a. Discuss the different methods of “Market Entry” into International Markets?

b. Discuss the different types of Trade Barriers affecting International Marketing?

c. What are the Objectives of Quality Control and Pre-shipment inspection in exporting?

Q5 Attempt any two

a. Explain the various factors influencing the selection of Distribution Channels in International Business?

b. Discuss the issues relating to Transfer Pricing in International with suitable examples.

c. Discuss on Export Promotion Organizations and their Roles in Exporting.
Q6  Attempt any two
a. Explain some Non-Tariff barrier in International trade with examples.
b. Discuss the role of strategic alliances as a preferred mode of entry in international markets with suitable examples.
c. Discuss on the Introduction of GST in India and its impact on India’s Global Trade.

Q7  Attempt any two
a. What is international Marketing? Explain the scope and importance of International Marketing?
b. Explain two reasons why countries may engage in international trade.
c. What is FDI in India? “China attracts several times the FDI as India” - Discuss.

Q8  Write Short Note (Any Four)
a) Tariff  b) SAARC  c) GATT  d) Exim Policy in India
     e) Market segmentation  f) Foreign Direct Investment