



PG – 599

**I Semester M.Com. (IB)/M.I.B. Examination, January 2017
(CBCS)
Paper – 1.1 : INDIA'S FOREIGN TRADE POLICY AND BUSINESS
NEGOTIATION**

Time : 3 Hours

Max. Marks : 70

Instruction : Answer *all* questions.

SECTION – A

1. Answer **any seven** questions. **Each** question carries **two** marks. **(7×2=14)**
- a) What is Traditional Export ?
 - b) What is quality control ?
 - c) What is Special Economic Zone (SEZ) ?
 - d) What are Deemed Exports ?
 - e) Define “Regional Trading Blocks”.
 - f) What is Pre-shipment Finance ?
 - g) What are the objectives of Export Promotion Councils ?
 - h) What are Free Trade Agreements (FTA) ?
 - i) What is EXIM policy and who formulates this policy ?
 - j) What is Duty Exemption Pass Book (DEPB) ?

SECTION – B

Answer **any four** questions out of six. **Each** question carries **five** marks. **(5×4=20)**

2. Write the objectives of EXIM Bank of India.
3. Write a note on “Duty free imports for exports” as provisional in the EXIM policy and who can avail it ?
4. What is ISO9000 ? In what way does ISO9000 help in securing better export market ?

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5. Explain Turnkey project as one of the ways of exports and give two such examples.
6. Write a note on India Institute of Foreign Trade (IIFT) ?
7. What are the functions of Spices Board ? Name at least three spices that are covered/included in the Spices Board.

SECTION – C

Answer **any three** questions out of five. **Each** question carries **twelve** marks. **(12×3=36)**

8. What are the objectives of EXIM policy ? What are the thrust areas as identified by the Government for intensifying exports ?
9. Write a detailed note on functioning of Export Promotion Councils. How many export promotion councils are there and name at least five of them.
10. What is the role of Export Credit Guarantee Corporation (ECGC) and explain various types of guarantee coverages operated by them.
11. Write in detail on Marine Products Export Development Authority (MPEDA).
12. What are Service Exports ? Indicate the predominant services exported by India. Comment on the trend of service exports and the future of service exports say in the next five years.