

Roll No.

Question Booklet Number

O. M. R. Serial No.

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B. B. A. (Sixth Semester) EXAMINATION, 2022-23

INTERNATIONAL TRADE

Paper Code						
B	B	A	6	0	1	N

Questions Booklet Series A

Time : 1:30 Hours]

[Maximum Marks : 75

Instructions to the Examinee :

परीक्षार्थियों के लिए निर्देश :

1. Do not open the booklet unless you are asked to do so.
 2. The booklet contains 100 questions. Examinee is required to answer 75 questions in the OMR Answer-Sheet provided and not in the question booklet. All questions carry equal marks.
 3. Examine the Booklet and the OMR Answer-Sheet very carefully before you proceed. Faulty question booklet due to missing or duplicate pages/questions or having any other discrepancy should be got immediately replaced.
1. प्रश्न-पुस्तिका को तब तक न खोलें जब तक आपसे कहा न जाए।
 2. प्रश्न-पुस्तिका में 100 प्रश्न हैं। परीक्षार्थी को 75 प्रश्नों को केवल दी गई OMR आन्सर-शीट पर ही हल करना है, प्रश्न-पुस्तिका पर नहीं। सभी प्रश्नों के अंक समान हैं।
 3. प्रश्नों के उत्तर अंकित करने से पूर्व प्रश्न-पुस्तिका तथा OMR आन्सर-शीट को सावधानीपूर्वक देख लें। दोषपूर्ण प्रश्न-पुस्तिका जिसमें कुछ भाग छपने से छूट गए हों या प्रश्न एक से अधिक बार छप गए हों या उसमें किसी अन्य प्रकार की कमी हो, तो उसे तुरन्त बदल लें।

(Remaining instructions on the last page)

(शेष निर्देश अन्तिम पृष्ठ पर)

(Only for Rough Work)

1. International trade contributes and increases the world
 - (A) Population
 - (B) Inflation
 - (C) Economy
 - (D) Trade barriers
2. Domestic company limit its' operations to political boundaries.
 - (A) International
 - (B) National
 - (C) Transnational
 - (D) Global
3. Trade between two or more countries is known as
 - (A) External business
 - (B) External trade
 - (C) International trade
 - (D) Unilateral trade
4. is the tax imposed on imports.
 - (A) Imported tax
 - (B) Tariff
 - (C) Subsidies
 - (D) Import quotas
5. is declared UTP by WTO.
 - (A) Transfer pricing
 - (B) Dumping
 - (C) Skimming
 - (D) Going rate
6. means selling the product at a price less than going rate.
 - (A) Quota
 - (B) Tariff
 - (C) Subsidy
 - (D) Dumping
7. is the oldest theory of international trade.
 - (A) Country similarity theory
 - (B) Absolute cost advantage
 - (C) Comparative cost advantage
 - (D) Mercantilism
8. provided a series of rounds of negotiation by which tariff were reduced.
 - (A) IMF
 - (B) NAFTA
 - (C) IBRD
 - (D) GATT

9. occurs when imports are more than exports.
- (A) Trade barriers
 - (B) Trade deficit
 - (C) Trade surplus
 - (D) Trade contract
10. includes only visible.
- (A) Balance of Payment
 - (B) Balance of Trade
 - (C) Both of the above
 - (D) None of the above
11. Expand UNCTAD :
- (A) United Nations Conference on Tariff and Duties
 - (B) United Nations Committee on Trade and Development
 - (C) United Nations Conference on Trade and Development
 - (D) United Nations Council on Tariff and Development
12. is a group of countries agreeing to abolish all trade restrictions and barriers.
- (A) Common Market
 - (B) Economic Union
 - (C) Custom Union
 - (D) Free Trade Area
13. was replaced by WTO on January 1, 1995.
- (A) IMF
 - (B) IBRD
 - (C) NAFTA
 - (D) GATT
14. is a fixed % on the value of the traded commodity :
- (A) Anti-dumping duty
 - (B) Specific tariff
 - (C) Ad-valorem tariff
 - (D) Compound tariff
15. In most countries, foreign trade represents a significant share of :
- (A) EXIM
 - (B) FDI
 - (C) Income per capita
 - (D) GDP
16. Cash grants, loans at low rate and tax holidays are examples of
- (A) Quotas
 - (B) Tariff
 - (C) Subsidies
 - (D) Discounts

17. The first phase of globalization started around 1870 and ended with
- (A) World War I
 - (B) World War II
 - (C) Establishment of GATT
 - (D) In 1913 When GDP was high
18. Subsidiaries consider the regional environment for policy or strategy formulation is known as
- (A) Polycentric approach
 - (B) Regiocentric approach
 - (C) Ethnocentric approach
 - (D) Geocentric approach
19. International business focuses on to buy or sell worldwide.
- (A) Local resources and opportunities
 - (B) National resources and opportunities
 - (C) Global resources and opportunities
 - (D) Internal resources and opportunities
20. limit its operations to National political boundaries.
- (A) Global company
 - (B) Domestic company
 - (C) Transnational company
 - (D) International company
21. is application of knowledge which redefine the boundaries of global business.
- (A) Cultural values
 - (B) Society
 - (C) Technology
 - (D) Economy
22. Globalization refers to :
- (A) lower incomes worldwide
 - (B) less foreign trade and investment
 - (C) global warming and their effects
 - (D) integrated and interdependent world
23. Why do companies go international ?
- (A) Expanding sales
 - (B) Acquiring resources
 - (C) To achieve higher rate
 - (D) All of the above
24. What does 'E' stand for in EPRG framework ?
- (A) Eccentric
 - (B) Ethnocentric
 - (C) Ease
 - (D) None of the above

25. The simplest way to enter a foreign market is through :
- (A) Direct investment
 - (B) Joint venturing
 - (C) Contract manufacturing
 - (D) Exporting
26. An arrangement in which one company allows another company to use its name, products, patents, brands, trademarks in exchange for royalty are called :
- (A) Licensing
 - (B) Joint venture
 - (C) FDI
 - (D) FPI
27. Wendy, Pizza Hut and McDonald are well-known with international visibility.
- (A) Franchisors
 - (B) Trading companies
 - (C) Joint ventures
 - (D) Strategic alliances
28. Marrakesh agreement gave legal sanction to establishment of
- (A) WTO
 - (B) IBRD
 - (C) IMF
 - (D) None of the above
29. Restrictions to trade also include non-tariff barriers such as and
- (A) Taxes, tariffs
 - (B) duty, fee
 - (C) legislation, quotas
 - (D) subsidies, taxes
30. is a limit on the amount of a specific product that can enter a country.
- (A) Quota
 - (B) Tariff
 - (C) Exchange control
 - (D) Boycott
31. is result of the Bretton Woods Conference.
- (A) WTO
 - (B) GATT
 - (C) IMF
 - (D) RBI
32. is designed to provide short-term BoP assistance.
- (A) Stand By Arrangement (SBA)
 - (B) New Arrangement to Borrow (NAB)
 - (C) Extended Fund Facility (EFF)
 - (D) None of the above

33. SDR were started to :
- (A) Supplement lack of nutrition
 - (B) Supplement shortfall of gold
 - (C) Both (A) and (B)
 - (D) None of the above
34. Which of the following organizations was established by industrialized nations to give loan money to underdeveloped and developing countries ?
- (A) OPEC
 - (B) NAFTA
 - (C) World Bank
 - (D) IMF
35. SDR were created by in 1969.
- (A) IMF
 - (B) ADB
 - (C) IFC
 - (D) MIGA
36. Companies that want more control and are willing to invest considerable resources in :
- (A) Trading company
 - (B) Licensing
 - (C) Direct investment
 - (D) Contract manufacturing
37. FPI stands for :
- (A) Foreign Portfolio Investment
 - (B) Fund Portfolio Investment
 - (C) Foreign Preferred Investment
 - (D) None of the above
38. Which of the following are the dealers in Euro-currency market ?
- (A) Domestic banks
 - (B) Private banks
 - (C) Merchant banks
 - (D) All of the these
39. When did the Euro dollar market originate ?
- (A) 1950
 - (B) 1960
 - (C) 1940
 - (D) 1930
40. If a country is having more exports than imports in value terms, it can be said that a country is having :
- (A) Deficit under BoP
 - (B) Deficit under BoT
 - (C) Surplus under BoT
 - (D) Surplus under BoP

41. Which of the following are activities of IHRM ?
- (A) Recruitment
 - (B) Selection
 - (C) Training and Development
 - (D) All of the above
42. FERA stands for :
- (A) Foreign Exchange Regulations Act
 - (B) Foreign Exchange Remarkable Act
 - (C) Fund Exchange Regulations Act
 - (D) None of the above
43. FEMA came into effect in :
- (A) 1st Jan., 2000
 - (B) 1st Jan., 2004
 - (C) 1st Jun., 2001
 - (D) None of the above
44. ECGC was established in the year :
- (A) 1957
 - (B) 1962
 - (C) 1963
 - (D) 1965
45. EPC stands for :
- (A) Export Promotion Council
 - (B) Export Promotion Credit
 - (C) Export Promotion Country
 - (D) None of the above
46. SEZ stands for :
- (A) Special Economic Zone
 - (B) Special Effected Zone
 - (C) Special Export Zone
 - (D) None of the above
47. This method of counter-trade involves a triangular rather than bilateral trade :
- (A) Barter
 - (B) Compensation trade
 - (C) Offset
 - (D) Switch trading
48. Which of the following cannot be discounted ?
- (A) Bill of Exchange
 - (B) Time draft
 - (C) Bill of Lading
 - (D) Letter of credit

49. This method of payment presents least risk to an exporter :
- (A) Right draft
 - (B) Time draft
 - (C) Open account
 - (D) Letter of credit
50. Direct channel has this limitation :
- (A) Market exploitation
 - (B) Control
 - (C) Communication
 - (D) Cost
51. This channel is used when a manufacturer deals with a foreign party without going through an intermediary in the home country :
- (A) Indirect
 - (B) Direct
 - (C) Local
 - (D) Domestic
52. A distribution channel strategy is influenced by many factors that fall into three categories :
- (A) Market, producer, product
 - (B) Wholesaler, retailer and customer
 - (C) Customer, market and retailer
 - (D) None of the above
53. Which of the following terms are used in International trade ?
- (A) CIF
 - (B) CFR
 - (C) CPT
 - (D) All of the above
54. This quotation term includes the unloading at overseas port with the appropriate duty paid :
- (A) FOB
 - (B) Ex-dock
 - (C) Ex-works
 - (D) Delivered duty paid
55. A seller should bill in a currency.
- (A) Strong
 - (B) Moderate
 - (C) Weak
 - (D) None of the above
56. This marketing concept is most likely to be standardized :
- (A) Brand
 - (B) Advertising
 - (C) Price
 - (D) Distribution

57. Which of the following is not a brand function ?
- (A) Creating identification
 - (B) Guaranteeing quality level
 - (C) Helping with promotion
 - (D) Lowering production cost
58. Which of the following is the stage of PLC ?
- (A) Introduction
 - (B) Growth
 - (C) Maturity
 - (D) All of the above
59. Concept of PLC was given by :
- (A) Philip Kotler
 - (B) Theodore Levitt
 - (C) Marshall
 - (D) None of the above
60. Which of the following theories suggests that firm seeks to penetrate into new markets overtime ?
- (A) Imperfect market theory
 - (B) Product cycle theory
 - (C) Theory of comparative advantage
 - (D) None of the above
61. International trade and domestic trade differ because of :
- (A) Different govt. policies
 - (B) Immobility of factors
 - (C) Trade restrictions
 - (D) All of the above
62. Market in which currencies buy and sell and their price are settled is called :
- (A) International bond market
 - (B) International capital market
 - (C) Foreign exchange market
 - (D) Euro currency market
63. What is the goal for India's export of goods and services by 2030 ?
- (A) US \$ 1 trillion
 - (B) US \$ 2 trillion
 - (C) US \$ 3 trillion
 - (D) US \$ 4 trillion
64. Which of the following events contributed most to the disruption in the Bretton Woods system ?
- (A) Introduction of SDR
 - (B) Western dominance over the system
 - (C) Suspension of convertibility of dollar to gold
 - (D) Oil price shock of 1973

65. A receipt issued by commodity officer of the ship when the cargo is loaded on the ship is known as :
- (A) Shipping receipt
 - (B) Cargo receipt
 - (C) Mate receipt
 - (D) Charter receipt
66. Charter party is used :
- (A) in export trade
 - (B) in import trade
 - (C) in internal trade
 - (D) None of the above
67. Though which of the following canal routes, maximum international trade is taking place ?
- (A) Panama canal
 - (B) Suez canal
 - (C) English canal
 - (D) Kiel canal
68. Working capital facility to exporter is provided by :
- (A) Reserve Bank of India
 - (B) Export Credit and Guarantee Corporation
 - (C) Commercial Banks
 - (D) Ministry of External Affairs, Govt. of India
69. refers to purchase of goods from a foreign country.
- (A) Foreign trade
 - (B) Export
 - (C) Import
 - (D) EXIM trade
70. is a combination of an ad-valorem specific tariff.
- (A) Anti-dumping tariff
 - (B) Specific-valorem tariff
 - (C) EXIM tariff
 - (D) Compound tariff
71. Theory of factor endowments is given by :
- (A) Ricardo
 - (B) Adam Smith
 - (C) Taussig
 - (D) Ohlin and Hecksher
72. Capitalistic, communistic and mixed are the types of
- (A) Economic system
 - (B) Social system
 - (C) Cultural system
 - (D) Political system

73. Which is not an Indian MNC ?
- (A) Unilever
 - (B) Asian paints
 - (C) Piramal
 - (D) Wipro
74. Which of the following is not an element of international business environment ?
- (A) Culture
 - (B) Political setup
 - (C) Technology
 - (D) None of the above
75. is the payment method most often used in international trade which offers the exporter best assurance of being paid for the products sold immediately.
- (A) Bill of lading
 - (B) Open account
 - (C) Letter of credit
 - (D) Draft
76. AFTA is
- (A) ASEAN Free Trade Area
 - (B) American free Trade Area
 - (C) Asian Free Trade Area
 - (D) Agreement for Free Trade Area
77. Free international trade maximises world output through
- (A) Countries reducing various taxes imposed
 - (B) Countries specializing in production of goods they are best suited for
 - (C) Perfect competition between countries
 - (D) Diluting international business laws
78. A voluntary export restraint is the opposite form of
- (A) Import quota
 - (B) International tariff
 - (C) Subsidies
 - (D) Dumping
79. What is India's share in World Trade ?
- (A) 1%
 - (B) 2%
 - (C) 3%
 - (D) 4%

80. is composed of Capital A/c and Current A/c.
- (A) Bank of payments
 - (B) Barriers to trade
 - (C) Bill of payments
 - (D) Balance of payments
81. ASEAN stands for :
- (A) Association of South-East American Nations
 - (B) Association of South-East Asian Nations
 - (C) Agreement of South-East American Nations
 - (D) Agreement of South-East Asian Nations
82. refers to goods imported for purpose of export.
- (A) Third party trade
 - (B) Entrepot trade
 - (C) Export trade
 - (D) EXIM trade
83. Trade theories are classified into and modern theories .
- (A) Regional
 - (B) Classical
 - (C) Local
 - (D) Ancient
84. suggests that each country should specialize in producing only those goods which it can produce efficiently.
- (A) Mercantilism
 - (B) Absolute advantage
 - (C) Comparative advantage
 - (D) H-O model
85. stresses on the relative rather than absolute cost difference between the goods as the basic for carrying out trade.
- (A) Absolute advantage
 - (B) Comparative advantage
 - (C) H-O model
 - (D) Mercantilism

86. Trade is a process which includes :
- (A) Buying goods and services
 - (B) Selling goods and services
 - (C) Exchanging goods and service
 - (D) None of the above
87. The aim of foreign trade is/are :
- (A) to increase production
 - (B) to raise the standard of living
 - (C) Both (A) and (B)
 - (D) None of the above
88. There is a need of foreign trade due to :
- (A) Uneven distribution of natural resources
 - (B) Division of labour and specialization
 - (C) Differences in economic growth rate
 - (D) All of the these
89. Items in the negative list of imports and exports are called :
- (A) Prohibited items
 - (B) Restricted items
 - (C) Trade items
 - (D) None of the above
90. Trade between countries can be helpful if the price ratios of products are :
- (A) Equal
 - (B) Decreasing
 - (C) Undetermined
 - (D) Different
91. Under which of the following ECGC comes ?
- (A) EXIM Bank
 - (B) Ministry of Commerce and Industry
 - (C) Director General of Foreign Trade
 - (D) RBI
92. IBRD is also known as
- (A) EXIM Bank
 - (B) World Bank
 - (C) International Monetary Fund
 - (D) International Bank

93. According to the holdings of a country's treasure primarily is the form of gold constituted its wealth.
- (A) Gold theory
 - (B) Ricardo's theory
 - (C) Mercantilism theory
 - (D) Hecksher's theory
94. IPR stand for :
- (A) Intellectual Property Rights
 - (B) International Property Rights
 - (C) Internal Promotion Rights
 - (D) Internal Promotional Rights
95. Extension of marketing activities across the globe is called as :
- (A) International business
 - (B) Universal marketing
 - (C) International marketing
 - (D) Borderless marketing
96. factors affect international marketing decisions :
- (A) Political
 - (B) Economic
 - (C) Social
 - (D) All of the above
97. Which is not a part of counter-trade ?
- (A) Counter purchase
 - (B) Offset
 - (C) Anti-dumping trade
 - (D) Compensation trade
98. Large type of exporter will choose type of distribution channel.
- (A) Exclusive
 - (B) Inclusive
 - (C) Indirect
 - (D) Direct
99. The most generic name to describe corporations operating around the world :
- (A) INC
 - (B) MNE
 - (C) MNC
 - (D) Global Corporations
100. can be described as the economic means to achieve the political goal of an independent nation.
- (A) Liberalization
 - (B) Free trade
 - (C) Trade barreiers
 - (D) Protectionism

4. Four alternative answers are mentioned for each question as—A, B, C & D in the booklet. The candidate has to choose the correct answer and mark the same in the OMR Answer-Sheet as per the direction :

Example :

Question :

Q. 1 (A) ● (C) (D)

Q. 2 (A) (B) ● (D)

Q. 3 (A) ● (C) (D)

Illegible answers with cutting and over-writing or half filled circle will be cancelled.

5. Each question carries equal marks. Marks will be awarded according to the number of correct answers you have.
6. All answers are to be given on OMR Answer sheet only. Answers given anywhere other than the place specified in the answer sheet will not be considered valid.
7. Before writing anything on the OMR Answer Sheet, all the instructions given in it should be read carefully.
8. After the completion of the examination candidates should leave the examination hall only after providing their OMR Answer Sheet to the invigilator. Candidate can carry their Question Booklet.
9. There will be no negative marking.
10. Rough work, if any, should be done on the blank pages provided for the purpose in the booklet.
11. To bring and use of log-book, calculator, pager and cellular phone in examination hall is prohibited.
12. In case of any difference found in English and Hindi version of the question, the English version of the question will be held authentic.

Impt. : On opening the question booklet, first check that all the pages of the question booklet are printed properly. If there is any discrepancy in the question Booklet, then after showing it to the invigilator, get another question Booklet of the same series.

4. प्रश्न-पुस्तिका में प्रत्येक प्रश्न के चार सम्भावित उत्तर—A, B, C एवं D हैं। परीक्षार्थी को उन चारों विकल्पों में से सही उत्तर छँटना है। उत्तर को OMR आन्सर-शीट में सम्बन्धित प्रश्न संख्या में निम्न प्रकार भरना है :

उदाहरण :

प्रश्न :

प्रश्न 1 (A) ● (C) (D)

प्रश्न 2 (A) (B) ● (D)

प्रश्न 3 (A) ● (C) (D)

अपठनीय उत्तर या ऐसे उत्तर जिन्हें काटा या बदला गया है, या गोले में आधा भरकर दिया गया, उन्हें निरस्त कर दिया जाएगा।

5. प्रत्येक प्रश्न के अंक समान हैं। आपके जितने उत्तर सही होंगे, उन्हीं के अनुसार अंक प्रदान किये जायेंगे।
6. सभी उत्तर केवल ओ. एम. आर. उत्तर-पत्रक (OMR Answer Sheet) पर ही दिये जाने हैं। उत्तर-पत्रक में निर्धारित स्थान के अलावा अन्यत्र कहीं पर दिया गया उत्तर मान्य नहीं होगा।
7. ओ. एम. आर. उत्तर-पत्रक (OMR Answer Sheet) पर कुछ भी लिखने से पूर्व उसमें दिये गये सभी अनुदेशों को सावधानीपूर्वक पढ़ लिया जाये।
8. परीक्षा समाप्ति के उपरान्त परीक्षार्थी कक्ष निरीक्षक को अपनी OMR Answer Sheet उपलब्ध कराने के बाद ही परीक्षा कक्ष से प्रस्थान करें। परीक्षार्थी अपने साथ प्रश्न-पुस्तिका ले जा सकते हैं।
9. निगेटिव मार्किंग नहीं है।
10. कोई भी रफ कार्य, प्रश्न-पुस्तिका के अन्त में, रफ-कार्य के लिए दिए खाली पेज पर ही किया जाना चाहिए।
11. परीक्षा-कक्ष में लॉग-बुक, कैलकुलेटर, पेजर तथा सेल्युलर फोन ले जाना तथा उसका उपयोग करना वर्जित है।
12. प्रश्न के हिन्दी एवं अंग्रेजी रूपान्तरण में भिन्नता होने की दशा में प्रश्न का अंग्रेजी रूपान्तरण ही मान्य होगा।

महत्वपूर्ण : प्रश्नपुस्तिका खोलने पर प्रथमतः जाँच कर देख लें कि प्रश्न-पुस्तिका के सभी पृष्ठ भलीभाँति छपे हुए हैं। यदि प्रश्नपुस्तिका में कोई कमी हो, तो कक्षनिरीक्षक को दिखाकर उसी सिरीज की दूसरी प्रश्न-पुस्तिका प्राप्त कर लें।