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Total No. of Pages: 03

Total No. of Questions: 10

MBA (IB) (Sem. – 4)
FOREIGN TRADE POLICY AND MANAGEMENT
Subject Code: MBAIB402-18
M Code: 77801
Date of Examination : 21-12-2022

Time: 3 Hrs.

Max. Marks: 60

INSTRUCTIONS TO CANDIDATES:

1. **SECTION-A** is **COMPULSORY** consisting of **EIGHT** questions carrying **TWO** marks each.
2. **SECTIONS-B** consists of **FOUR** Sub-sections : Units-I, II, III & IV. Student has to attempt any **ONE** question from each Sub-section carrying **EIGHT** marks each.
3. **SECTION-C** is **COMPULSORY** carrying **TWELVE** marks.

SECTION-A

1. Write short notes on the following:

- a) Market Access Initiative.
- b) Duty Drawback.
- c) Deemed Export.
- d) Current Account.
- e) Trading House.
- f) Joint Venture Abroad.
- g) Foreign Collaboration.
- h) EPCG.

SECTION-B

UNIT-I

2. What is the concept of Balance of Payment (BOP) and Balance of Trade (BOT)? Discuss the recent trends in India's Foreign Trade performance.
3. Give a detailed note on the role of State Trading Houses in India's foreign trade.

UNIT-II

4. What are the key features of Foreign Trade Policy (**FTP 2015-20**) of India? Discuss.
5. Describe the features of the Duty Exemption and Duty Remission Scheme.

UNIT III

6. Write about the role of Export Houses in trade promotion and the privileges received by them.
7. Examine the factors influencing the selection of a country for the establishment of Joint Ventures.

UNIT-IV

8. Do you think FDI should be allowed in Multi-brand retail in India? Comment.
9. Write a detailed note of the Double Tax Avoidance agreement of India.

SECTION-C

10. Case Study

India's exports surged 37.5% in 2010-11. It has been their fastest annual growth since independence. Despite a strong rupee and weak demand in developed markets. The country shipped goods worth \$245.9 billion during the year as attempts to diversify markets and increase regional trade paid off. Exports surpassed the government's initial target of \$200 billion. This is the highest annual percentage growth in exports (in dollar terms). Exports in March added to \$29.1 billion, highest for a single month so far. The base effect, however, contributed to a part of the rise. Exports had fallen 3.5% in 2009-10 because of the global financial crisis. Robust growth in exports and a slower rise in imports helped the government contain trade deficit at \$104 billion as against a worrying mid-year estimate of \$130 billion. New Markets Drive Growth Imports rose 21.5% to \$350.5 billion in 2010-11. The strong growth was driven by higher exports to new markets in Latin America, Africa, and Asia. "There was a slump in global demand in 2009 and the initial months of 2010, especially in the traditional markets, and we felt that there was a need to reach out to new destinations," the minister said. The government had announced incentives for shipments to 41 markets, most of which were new trading destinations for the country. Exports to Latin America were up 74% in the first three quarters of 2010-11 compared with the year-ago numbers, while those to African countries jumped 50%. Exports to the EU and US the traditional markets for Indian merchandise were grown a more modest 22.6% and 26.4%, respectively. "Most of the growth has come from new markets in Latin America, Africa and also Asia, which has now emerged as the main market for India's exports," said Ajay Sahai, the Director-General of the Federation of Indian Export Organizations. The thrust on new markets is likely to continue in the export strategy to be announced by the commerce ministry later this month, which will aim at increasing the country's exports to \$450 billion over the next three years.

Questions

- a) In light of the case compare the change in the destinations of India's exports from and imports to India in the last decade with the period before liberalization?
- b) Discuss the reasons for the rapid growth of exports from India in 2010-11.
- c) Identify some goods and services from your viewpoint that have export opportunities for major markets. What steps can be taken to promote their exports?

NOTE : Disclosure of Identity by writing Mobile No. or Marking of passing request on any paper of Answer Sheet will lead to UMC against the Student.