


Model Question Paper

Name: Enrolment No:	
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Course: Contracts in International Trade and Business

Program B.B.A FT/ BBFT111
Time: 03 hrs.

Semester: V
Max. Marks:100

Instructions: Section A is compulsory (each carrying 2 marks = 20 marks); any **Four Questions** from **Section B** (20 marks). Any **Three Questions** from **Section C** is (carrying 10 marks = 30 marks). **Section D** is compulsory (each carrying **15 marks = 30 marks**);

Section A (This section is compulsory)

1.	CISG was formed of the two conventions, namely _____ and ULIS.	[2]	CO1
2.	Common objectives of participants in a joint venture are _____ , _____, _____ and _____.	[2x4 = 8]	CO1
3.	Full Forms :- Q3 to Q7 ICC	[2]	CO1
4.	PCA	[2]	CO1
5.	ULIS	[2]	CO1
6	DDU	[2]	CO1
7	UCC	[2]	CO1

Section B

Write notes on any four Questions as per your choice

Short type answers (not more than 1 page)

1	Contract Breach.	[5]	CO2,3
2	Force Majeure.	[5]	CO2
3	Contract Language.	[5]	CO2
4	Counter offer.	[5]	CO2,3
5	Franchising.	[5]	CO2,3

Section C			
Attempt any 3 questions (Answers should not exceed more than Two and half page)			
1	Define Licensing. Explain its advantages and Disadvantages.	[10]	CO2, CO3
2	What is Joint Venture? Explain its advantages and Disadvantages.	[10]	CO2, CO3
3	Explain the concept of Arbitration in detail.	[10]	CO3,C O4
4	What are the basic Issues in International Licensing with respect to Franchising?	[10]	CO3,C O4
Section-D			
All questions in this section are compulsory.			
1.	What happens after a contract breach? What are the remedies available and explain them?	[15]	CO2, CO3
2	What is Diplomacy? With the help of example, explain how a Diplomat is a better contract negotiator?	[15]	CO2, CO3, CO4