

Name:

Enrolment No:



UNIVERSITY OF PETROLEUM AND ENERGY STUDIES

End Semester Examination, December 2023

Course : International Business

Program : BBA LLB (H)

Course Code : INTB2012

Semester : 5th

Time : 03 hrs.

Max. Marks: 100

Instructions: All questions are compulsory

SECTION A

5Q x 2M = 10Marks

S. No.

Marks

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Q1	It is a financial service which takes care of export business during time lag between when an exporter ships the goods and he receives payment from his buyer. A. Post shipment finance. B. Pre shipment finance. C. Home loan. D. None of these.	2	1
Q2	The registration under GST is mandatory when sales exceed Rs. A. 15 lakhs. B. 20 lakhs. C. 25 lakhs. D. None of these.	2	1
Q3	What is the full form of ECGC.	2	1
Q4	Give one word for the following It is a loan provided by a bank or financial institution for conversion of raw materials into finished goods	2	1
Q5	Give one word for the following It is a mode of entering foreign market in which there are two parties franchisor and franchisee	2	1
SECTION B 4Q x 5M = 20 Marks			
Q6	Explain the concept of globalization	5	2
Q7	What are the different ways in which corporate restructuring can be done?	5	2
Q8	Write short notes on A. GATT B. WTO	5	2
Q9	What are the strategies available for exporters and importers to prevent themselves from fluctuations in exchange rate. explain	5	2
SECTION-C 2Q x 10M = 20 Marks			
Q10	Different foreign exchange transactions are settled in different currencies expressed in form of two quotes. Evaluate both of these quotes with the help of example.	10	3
Q11	Financing is the life blood of any business. There are two modes of financing available for doing international business. Analyze each of these sources of finance from exporter's perspective.	10	3

SECTION-D
2Q x 25M = 50 Marks

Q12	<p>Mohan is interested in expanding its operations world wide and he is also aware of different benefits and drawbacks of doing international business as International business provides many benefits and drawbacks to a business enterprise.</p> <p>A. Comment upon the positive aspects which a internation trader can get from doing it.</p> <p>B. Critically analyse the negative aspects of doing international business.</p> <p>C. Suggest how to protect ourselves from such threats and risks.</p>	<p style="text-align: center;">10</p> <p style="text-align: center;">10</p> <p style="text-align: center;">5</p>	<p style="text-align: center;">4</p>
Q13	<p>Foreign market can be approached through many modes. Each of these modes of entry has its own pros and cons.</p> <p>A. Critically analyse the concepts of these modes.</p> <p>B. Explain how these modes of doing international business benefit a exporter.</p>	<p style="text-align: center;">15</p> <p style="text-align: center;">10</p>	<p style="text-align: center;">4</p>