



**BRAINWARE UNIVERSITY**

**Term End Examination 2018 - 19**

**Programme – Bachelor of Commerce (Honours) in Banking & Financial Accounting**

**Course Name -International Business**

**Course Code –BCM605A**

(Semester – 6)

**Time allotted:3 Hours**

**Full Marks : 70**

[The figure in the margin indicates full marks. Candidates are required to give their answers in their own words as far as practicable.]

**Group –A**

(Multiple Choice Type Question)

10 x 1 = 10

1. *Choose the correct alternative from the following:*
  - (i) Shipping Bill is a
    - a. Commercial document
    - b. Commercial document
    - c. Both Commercial and Regulatory document
    - d. Both Commercial and Regulatory document
  - (ii) EPCG stands for
    - a. Export Processing Capital Goods
    - b. Export Processing Capital Goods
    - c. Export Processing Commission for Guaranteed Commodities
    - d. Export Processing Commission for Guaranteed Commodities
  - (iii) Dumping refers to
    - a. Selling goods below the cost
    - b. Selling goods below the cost
    - c. Selling at a low price
    - d. Selling at a low price
  - (iv) Export means
    - a. Selling goods and services within the geographical territory of the country
    - b. Selling goods and services across national border
    - c. Getting free gift from a person residing in a foreign country
    - d. Buying goods and services from abroad

- (v) Jetty Challan is required for
- |                                               |                                               |
|-----------------------------------------------|-----------------------------------------------|
| a. Payment of wharfage charges for sea import | b. Payment of wharfage charges for sea export |
| c. Payment of wharfage charges for air export | d. Payment of wharfage charges for air import |
- (vi) The Excise document ARE stands for
- |                                         |                                               |
|-----------------------------------------|-----------------------------------------------|
| a. Assessment of Re-Export Consignments | b. Assessment of Readily Executable Goods     |
| c. Application for Re-deemed Exports    | d. Application for Removal of Excisable Goods |
- (vii) Tramp vessel means
- |                              |                                 |
|------------------------------|---------------------------------|
| a. A ship with a fixed route | b. An Oil Tanker                |
| c. A containerized ship      | d. A ship without a fixed route |
- (viii) FOB stands for
- |                     |                  |
|---------------------|------------------|
| a. Freight Over Bid | b. Free On Board |
| c. Freight On Board | d. Free Over Bid |
- (ix) Dock Challan is required for
- |                                               |                                               |
|-----------------------------------------------|-----------------------------------------------|
| a. Payment of wharfage charges for sea export | b. Payment of wharfage charges for sea export |
| c. Payment of wharfage charges for air export | d. Payment of wharfage charges for air export |
- (x) What would encourage trade between two countries?
- |                         |                          |
|-------------------------|--------------------------|
| a. Different tax system | b. Reduced tariff        |
| c. National currencies  | d. Customs appraisalment |

### Group – B

(Short Answer Type Questions)

3 x 5 = 15

Answer any *three* from the following:

- |                                                                        |   |
|------------------------------------------------------------------------|---|
| 2. Discuss in role of certificate of origin in international business. | 5 |
| 3. Explain the terms (a) FOB and (b) CIF.                              | 5 |
| 4. Briefly make a comparison between Shipping Bill and Bill of Entry.  | 5 |
| 5. Briefly discuss Export Promotion Capital Goods (EPCG) Scheme.       | 5 |
| 6. Briefly explain (a) Invoice and (b) Bill of Lading.                 | 5 |

**Group – C**

(Long Answer Type Questions)

3 x 15 = 45

Answer any *three* from the following:

- |     |     |                                                                                                                                  |    |
|-----|-----|----------------------------------------------------------------------------------------------------------------------------------|----|
| 7.  | (a) | Elaborate concept of containerization in foreign trade.                                                                          | 13 |
|     | (b) | What is a Mate Receipt?                                                                                                          | 2  |
| 8.  | (a) | Elaborate Entry Mode Strategies in international business.                                                                       | 13 |
|     | (b) | What is a liner vessel?                                                                                                          | 2  |
| 9.  | (a) | Elaborate different pricing strategies followed in international business.                                                       | 13 |
|     | (b) | What is Regulatory document?                                                                                                     | 2  |
| 10. | (a) | Describe Heckscher Ohlin model in connection to international business.                                                          | 13 |
|     | (b) | What is a Packing List?                                                                                                          | 2  |
| 11. | (a) | Elaborate export procedure to be followed for goods to be exported from Kolkata port and to be sent to Chittagong in Bangladesh. | 13 |
|     | (b) | What is an Airway Bill?                                                                                                          | 2  |

-----