

B.B.A. Sem.-5 Examination

CC-305

International Business

November-2025

[Max. Marks : 70]

Time : 2-30 Hours]

Q.1. i. Explain the three different types of economic systems and their impact on international business. (7)

ii. Discuss any three principles of International Law. (7)

OR

Q.1 i. Discuss the EPRG theory of Cultural Orientation in International business. (7)

ii. Explain the concept of embargo and trade sanctions in International business with an example. (7)

Q.2. i. Describe Foreign Direct Investment (FDI) Confidence Index as a tool for country selection in international business. (7)

ii. Briefly discuss International Product Life Cycle with an example. (7)

OR

Q.2. i. Discuss advance payment and open account as modes of payment in International Business. (7)

ii. Explain the different types of floating rates exchange system prevalent in International Trade. (7)

Q.3. i. Explain International Strategic Alliances as a mode of expansion in the international markets. (7)

ii. Briefly discuss exporting as a mode of trade-related entry into international markets. (7)

OR

Q.3. i. Discuss the meaning and types of Joint Ventures in International business. (7)

ii. Explain what do you understand by contractual modes of expanding international business. (7)

Q.4. i. Write a short note on 'Registration with Export Promotion Councils'. (7)

ii. Write a short note on 'Import Export Code Number'. (7)

- Q.4. i. Explain Letter of Credit as a mode of payment in International Business. (7)
- ii. Briefly explain the pre-shipment inspection procedure for exports. (7)
- Q.5. Do as Directed. (Attempt any seven out of twelve) (14)
1. According to _____, every country has jurisdiction over its citizens irrespective of their locations. (nationality principle/territoriality principle/ protective principle/doctrine of comity)
 2. In 1994, the US, Canada and Mexico formed _____. (North American Free Trade Organisation (NAFTA)/ South Asian Association for Regional Corporation (SAARC)/ Treaty of Rome/ The Commonwealth of Independent States (CIS))
 3. Market Potential Index (MPI) is designed and conducted by _____. (A. T. Kearney/ MSU-IBC/ World Economic Forum/ Eurasia Group) – Michigan State University – International Business Centre)
 4. As per Bretton Woods Agreement, the US fixed the parity of US dollar in terms of gold at _____ dollar per ounce of gold.
 5. Under the consignment sales, the shipment of goods is made to the overseas consignee and the title of goods is retained with the _____ until it is finally sold. (importer/exporter/bank/hirer)
 6. Geo-Political Risk Index (GPRI) is developed by _____. (Eurasia Group/ A. T. Kearney/World Economic Forum)
 7. In overseas assembly, the manufacturer exports parts in completely knocked down conditions. (True/False)
 8. Under the _____ arrangement, the exporting firm is termed as 'Rider'. (Piggybacking/Exporting/Counter trade/ Franchising)
 9. Under the modes of business expansion, services such as hotels, airports, hospitals, seaports and public utilities have several examples of _____.
 10. When right targets for acquisition are not available in the least developed and developing countries, businesses decide for green field investments. (True/False)
 11. In the context of import-export documents, what is the full form of SDF?
 12. A document required to be submitted for certification to the Embassy of the country concerned, in case of certain countries during the import-export process is known as _____. (Bill of Exchange/ Mate's Receipt/ GSP Certificate/ Consular Invoice)