

**Exam Name** : PGDMM/ PGDSCM & L-International Trade

**Total Questions** : 50

**Q.1** Advances in Technology, reduced cross trade barriers, rise in consumer demand are drivers for

**Marks:** 2

**Question ID:**  
6289029

No	Options Details	Select Option
1	Industrial revolution in the country	
2	Globalization	
3	Increase in GDP of the country	
4	Increase in exports of the country	

**Q.2** Barriers to international trade are

**Marks:** 2

**Question ID:**  
6289030

No	Options Details	Select Option
1	Import tariffs or ban, quantity restrictions, restriction in FE transactions	
2	Bilateral treaties	
3	Trade blocks between like minded countries	
4	Freely convertible foreign exchange	

**Q.3** The policy of regulatory frame work for India's International trade is the

**Marks: 2**

**Question ID:**  
6289031

No	Options Details	Select Option
1	Export councils of India	
2	International Trade assistance document of commerce ministry	
3	Export-Import (EXIM) or Foreign Trade Policy (FTP)	
4	Foreign Exchange Management Act	

**Q.4** Which one of the following is the body governing international trade

**Marks: 2**

**Question ID:**  
6289032

No	Options Details	Select Option
1	Reserve Bank of India	
2	Department of commerce, Government of India	
3	Export Import Bank	
4	World Trade Organization	

**Q.5** The theory of comparative advantage was proposed by \_\_\_\_\_ to explain the trade differences **Marks: 2**

**Question ID:**  
6289033

No	Options Details	Select Option
1	Adam Smith	
2	David Ricardo	
3	Heckscher & Ohlin	
4	Raymond Vernon	

**Q.6** Porter's diamond theory of national advantage proposes the following advantages

**Marks: 2**  
**Question ID:**  
6289034

No	Options Details	Select Option
1	Exchange of technology, local competition, government support and International regulations	
2	Free foreign exchange, government support and free trade agreements between countries	
3	Employment opportunities, capital investment and international demand	
4	Factors of production, demand conditions supporting industries and organizational strategy	

**Q.7** What is the role played by the international micro environment on the organization

**Marks: 2**

**Question ID:**  
6289035

No	Options Details	Select Option
1	It has a direct bearing on the organization and its strategies	
2	It influences the development of the FTP	
3	It influences the exchange rate mechanism of the country	
4	It is the basis on which the government decides on the import tariffs	

**Q.8** Natural environment in the international macro environment refers to

**Marks: 2**

**Question ID:**  
6289036

No	Options Details	Select Option
1	The geographical nature of the country in which the organization is located	
2	The political situation in the country in which the organization is located	
3	The availability / non availability of the raw materials required as inputs in manufacture	
4	The demographic condition of the country	

**Q.9** International marketing plays an important role in the long term survival of the organization and has the following advantages

**Marks:** 2

**Question ID:**  
6289037

No	Options Details	Select Option
1	Helps exports and promotes employment, provides competitive advance due to economies of scale	
2	It opens up a wider market across the countries and assist in distribution of resources	
3	Helps to provide access to products and services not available in the country and improves the quality of life	
4	All of these	

**Q.10** Some of the major cultural issues in international marketing are

**Marks:** 2

**Question ID:**  
6289038

No	Options Details	Select Option
1	Language, religion, customs and manners and values & attitudes	
2	Politics, religion, values and attitudes	
3	Politics, Ethnical background, appearance and colour	
4	Ethnical background, appearance and colour and language	

**Q.11** Balance of payments refers to

**Marks: 2**

**Question ID:**  
6289039

No	Options Details	Select Option
1	The transactions of a country with all others countries during a period of time	
2	The balance payable from a country	
3	The balance receivable from a country	
4	The balance expected to be received at the end of the financial year	

**Q.12** Foreign direct investment (FDI) refers to

**Marks: 2**

**Question ID:**  
6289040

No	Options Details	Select Option
1	The investment made by a company in India	
2	The investment made by an organization of a country into another country	
3	The investment of Indian government	
4	None of these	

**Q.13** The expansion of UNCITRAL is

**Marks: 2**

**Question ID:**  
6289041

No	Options Details	Select Option
1	United Nations Cultural Information Trading Rules And Law	
2	United Nations Commercial Information and Trading Law	
3	United Nations Commission on International Trade Law	
4	Unite Nations Commission on Information and Trading Law	

**Q.14** The expansion of UNCTAD

**Marks: 2**

**Question ID:**  
6289042

No	Options Details	Select Option
1	United Nations Conference on Trade and Development	
2	United Nations Centre on Technical Assistance and Development	
3	United Nations Centre for Technological Advancement and Development	
4	United Nations Conference on Technical Advancement and Development	

**Q.15** Important methods of payment used in international trade are

**Marks:** 2

**Question ID:**  
6289043

No	Options Details	Select Option
1	The letter of Credit	
2	Clean payment	
3	Payment collection	
4	All of these	

**Q.16** Some of the factors that affect the exchange rate are

**Marks:** 2

**Question ID:**  
6289044

No	Options Details	Select Option
1	Interest rate, inflation rate, income level, government control and market speculation	
2	Interest rate, export restrictions, import restrictions and inter bank lending rate	
3	Interest rate, inter bank lending rate and RBI repo rate	
4	Interest rate, RBI repo rate and import restrictions from selected countries	

**Q.17** World Trade Organization (WTO) is the successor of

**Marks: 2**

**Question ID:**  
6289045

No	Options Details	Select Option
1	International Monetary Fund (IMF)	
2	General Agreement on Tariffs and Trade (GATT)	
3	World Bank's trade division	
4	Asian development bank trade division	

**Q.18** An organization that oversees a system of open and fair trade and ensures economic security for all countries is the

**Marks: 2**

**Question ID:**  
6289046

No	Options Details	Select Option
1	International Monetary Fund (IMF)	
2	General Agreement on Tariffs and Trade (GATT)	
3	World Trade Organization	
4	Asian development bank trade division	

**Q.19** What is the expansion of TRIMS

**Marks:** 2

**Question ID:**  
6289047

No	Options Details	Select Option
1	Trade Relationship and Information Management System	
2	Trade Relationship and Internal Monitoring System	
3	Trade Related Interdispute Management System	
4	Trade Related Investment Measures	

**Q.20** What is the expansion TRIPS

**Marks:** 2

**Question ID:**  
6289048

No	Options Details	Select Option
1	Trade Relationship Protection System	
2	Trade-Related Aspects of Intellectual Property Rights	
3	Trade Related Interdispute Property Settlement System	
4	Trade Related Investment Protection System	

**Q.21** One of the wings of the WTO that settles disagreements between trading countries is

**Marks: 2**

**Question ID:**  
6289049

No	Options Details	Select Option
1	The Dispute Settlement Understanding	
2	The Disagreement Settlement Unit	
3	The Disagreement Settlement Body	
4	The Dispute Settlement Forum	

**Q.22** What is the full form of CISG

**Marks: 2**

**Question ID:**  
6289050

No	Options Details	Select Option
1	United Nations convention on Contracts for the International Sale of goods	
2	United Nations Convention for International Goods Sale	
3	United Nations Convention Governing rules for Goods Sale	
4	United Nations Contracts for International Sale	

**Q.23** What is the full form of GATS

**Marks: 2**

**Question ID:**  
6289051

No	Options Details	Select Option
1	General Agreement of Technical Standards	
2	General Arrangement on	
4	The General Agreement on Trade in Services	

**Q.24** What is the purpose of Marine Insurance

**Marks: 2**

**Question ID:**  
6289052

No	Options Details	Select Option
1	This is an insurance cover that provides cover for the persons handling the goods during transit	
2	This is an insurance policy that provides cover for the goods during transit from the seller to the buyer	
3	This is an insurance policy that provides cover for air shipments only	
4	This is an insurance policy the provides cover for sea shipments only	

**Q.25** Globalization has multifaceted impact in a countries environment. They are

**Marks: 2**

**Question ID:**

6289053

No	Options Details	Select Option
1	Use of foreign goods becomes common, high outflow of FE due to increasing imports	
2	Local competition is challenged, Distortion of local culture	
3	Reduces investment, government control is reduced	
4	Increase in International trade, Financial integration, Employment opportunities, exchange of technology	

**Q.26** Letter of credit is

**Marks: 2**

**Question ID:**

6289054

No	Options Details	Select Option
1	Letter written by a bank to a supplier	
2	The authorization issued by a buyer to a bank pay to a nominated person against documents prescribed	
3	The authorization to the bank to make a payment	
4	The payment made by a bank to seller based on the purchase order issued	

**Q.27** Generally what types of Intellectual property are protected from being misused in TRIPS agreement

**Marks:** 2

**Question ID:**  
6289055

No	Options Details	Select Option
1	Trade agreements, MFN treaties	
2	Trade block agreements only	
3	Design, Patents, Copyrights and Trademarks are few of them	
4	Bilateral treaty agreements between countries	

**Q.28** What is the unique identification issued for an exporter and who issues this ?

**Marks:** 2

**Question ID:**  
6289056

No	Options Details	Select Option
1	Shipping bill / customs	
2	Industry registration number / Registrar of companies	
3	Bill of lading / shipping line	
4	IEC Number / DGFT	

**Q.29** International Bill of Exchange is

**Marks: 2**

**Question ID:**  
6289057

No	Options Details	Select Option
1	A document used as part of the export documents	
2	A payment document issued by the seller	
3	A payment document issued by the buyer	
4	A document used in the delivery of services	

**Q.30** Government intervenes in international trade in order to

**Marks: 2**

**Question ID:**  
6289058

No	Options Details	Select Option
1	Protect jobs and domestic industries	
2	To protect national security and as retaliatory policy	
3	Both A & B	
4	Neither A nor B	

**Q.31** Electronic Data Interchange (EDI) is the system where

**Marks: 2**

**Question ID:**

6289059

No	Options Details	Select Option
1	Is the interaction between companies over the internet	
2	Is the exchange of purchase orders between consumers and service providers	
3	Is a payment system used by organizations	
4	All kinds of business documents are exchanged between two organizations through computers	

**Q.32** Advance authorization scheme is an export promotion scheme where

**Marks: 2**

**Question ID:**

6289060

No	Options Details	Select Option
1	The importer is allowed duty free imports that are required for manufacture of export products	
2	The government provides advances for executing the order	
3	The exporter is authorized advance to make his imports	
4	The importer takes advance from the customer to pay for his imports	

**Q.33** Export Promotion Capital Goods Scheme (EPCG)

**Marks: 2**

**Question ID:**  
6289061

No	Options Details	Select Option
1	Allows imports of materials required for export	
2	Allows import of capital goods used to manufacture the export product at concessional or zero customs duty	
3	Allows the import of all kinds of capital goods used in the manufacturing premises	
4	Allows the import of spares for the capital goods used in the manufacturing premises	

**Q.34** Quota is a \_\_\_\_\_ barrier used to reduce the availability of imported goods

**Marks: 2**

**Question ID:**  
6289062

No	Options Details	Select Option
1	Export	
2	Non tariff	
3	Quantity reducing	
4	Industry	

**Q.35** Voluntary Export Restraints (VER) are

**Marks: 2**

**Question ID:**  
6289063

No	Options Details	Select Option
1	Voluntary restrictions made by the exporting country instead of the restrictions being made by the importer	
2	Voluntary restrictions made by the importer	
3	Voluntary restrictions of both the importer and the exporter	
4	Voluntary restrictions of the importing and the exporting country	

**Q.36** Anti-dumping duties is the

**Marks: 2**

**Question ID:**  
6289064

No	Options Details	Select Option
1	Additional duty levied by the government to restrict import	
2	Increase the cost of the imported product	
3	Provide protection to the domestic industry	
4	All of these	

**Q.37** The bill of lading is a document that confirms

**Marks: 2**

**Question ID:**  
6289065

No	Options Details	Select Option
1	That the delivery of goods has been made to the carrier	
2	That the carrier has accepted to transport the goods to the destination	
3	Means of transferring the possession of the goods to another party	
4	All of these	

**Q.38** Exchange rate forward refers to

**Marks: 2**

**Question ID:**  
6289066

No	Options Details	Select Option
1	The exchange rate is fixed on the date of the transaction and the settlement is done at a later date	
2	The exchange rate is fixed for all future transactions	
3	The exchange rate varies according to the date of transaction	
4	The exchange rate fluctuates with the date of transaction as the reference	

**Q.39** A Multinational Corporation is an organization that has

**Marks:** 2

**Question ID:**  
6289067

No	Options Details	Select Option
1	Its operations in more than one country	
2	Is an organization that sells its products in more than one country	
3	Is an organization that imports its inputs from many countries	
4	Is an organization that has multiple branches	

**Q.40** "The growth of international trade and multinational corporations are the two sides of the same coin" was said by

**Marks:** 2

**Question ID:**  
6289068

No	Options Details	Select Option
1	Michael Porter	
2	Peter Drucker	
3	Adam Smith	
4	David Ricardo	

**Q.41** Exchange rate swap, Exchange rate forward and exchange rate arbitrage are methods use to

**Marks:** 2

**Question ID:**  
6289069

No	Options Details	Select Option
1	Systems used by banks	
2	Processes used to mitigate exchange rate risks	
3	Processes used by the central banks to deal in Foreign currency	
4	Processes used in normal bank transactions	

**Q.42** The high tax laid by the government during imports is a

**Marks:** 2

**Question ID:**  
6289070

No	Options Details	Select Option
1	Is a method to generate additional revenue	
2	Non tariff barrier	
3	Tariff barrier	
4	Labour restriction	

**Q.43** The expansion for UNCTAD is

**Marks: 2**

**Question ID:**  
6289071

No	Options Details	Select Option
1	United Nations Cultural and Trade Development	
2	United Nations Customs and Technology development	
3	United Nations Conference on Trade and Development	
4	United Nations Conference on technology and Development	

**Q.44** Various types of competitive markets that are encountered are

**Marks: 2**

**Question ID:**  
6289072

No	Options Details	Select Option
1	Monopoly	
2	Oligopoly	
3	Perfect competition	
4	All of these	

**Q.45**      Licencing is a method of

**Marks:** 2

**Question ID:**  
6289073

No	Options Details	Select Option
1	Expanding the market reach of the organization	
2	Using the capital of another organization to start its operation in a different location	
3	Is a quick method of expansion of markets	
4	All of these	

**Q.46**      Expansion into international markets can be made by an organization through

**Marks:** 2

**Question ID:**  
6289074

No	Options Details	Select Option
1	Exports through local agents to the foreign markets	
2	Direct exports to the target market	
3	Exports through agencies in the foreign markets	
4	All of these	

**Q.47** What type of insurance protects insurers' if the product supplied by them causes an injury to the buyer

**Marks:** 2

**Question ID:**  
6289075

No	Options Details	Select Option
1	General Insurance	
2	Marine Insurance	
3	Product liability insurance	
4	Safety and fire hazard insurance	

**Q.48** An organization in India that supports and helps in international marketing is

**Marks:** 2

**Question ID:**  
6289076

No	Options Details	Select Option
1	The foreign trade development department	
2	The reserve bank of India through its exchange control mechanism	
3	The commerce department of government of India	
4	Export promotion council	

**Q.49** The international macro environment factors are \_\_\_\_\_ the organization and also influence international trade

**Marks:** 2

**Question ID:**  
6289077

No	Options Details	Select Option
1	beyond the control of	
2	part	
3	influenced by the government and	
4	influenced by global competition against	

**Q.50** Globalization is the interdependence and \_\_\_\_\_ of global economy to enhance the worldwide exchange of capital, goods and services

**Marks:** 2

**Question ID:**  
6289078

No	Options Details	Select Option
1	Separation	
2	Disunion	
3	Integration	
4	Divergence	