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Inviailator's Signature :	

2011 ORGANISATIONS & INTERNATIONAL TRADE

Time Allotted: 3 Hours Full Marks: 70

The figures in the margin indicate full marks.

Candidates are required to give their answers in their own words as far as practicable.

GROUP - A (Multiple Choice Type Questions)

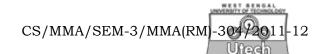
1. Choose the correct alternatives for any *ten* of the following:

 $10 \times 1 = 10$

- i) FDI is needed to
 - a) fill the resource gaps that prevail in the countries while trading internationally.
 - b) sell a significant stake in the ownership of a domestic company in order to gain a certain degree of management control.
 - c) a company which will begin to trade within the country
 - d) determine the demand shock and supply shock to a nation.

40734 Turn over

The option(s) available before an MNC include(s ii) Liberalization a) Recognition b) c) Polycentricism d) all of these. iii) A commodity trading agreement can be named as a) NAFTA b) **OPEC** c) **MERCOSUR** d) ECOWAS. iv) GATT is operating under cross border trade a) terms of market access orientation b) gains from market access strategy c) d) protection and enforcement of intellectual property rights. Barter is a type of v) Switch trading a) Counter trade b) Industrial support for foreign trade c) d) None of these.



- vi) Under policy stage of social responsibility in International Business
 - a) the first stage is a rejection strategy
 - b) the fifth stage is an accommodation strategy
 - c) both (a), and (b)
 - d) none of these.
- vii) What is the name of the single agreement that created a market of 443 million people and will eliminate all trade barriers and investment restrictions among the United States, Mexico and Canada?
 - a) WTO b) GATT
 - c) EU d) NAFTA.
- viii) has (have) been crticised by globalization protestors all over the world, especially when anti-American sentiment peaks.
 - a) KFC b) Coca-Cola
 - c) McDonalds d) Nike.
- ix) Very few market opportunities are available in a (n) economy.
 - a) raw material exporting
 - b) emerging
 - c) industrial
 - d) subsistence.

- x) ventures consist of one company joining forces with foreign investors to create a local business in which they share ownership and control.
 - a) Indirect exporting
 - b) Management contracting
 - c) Contract manufacturing
 - d) Joint ownership.
- xi) Which of the following represents the biggest involvement a company can take in a foreign market?
 - a) Management contracting
 - b) Direct investment
 - c) Joint venture
 - d) Exporting.
- xii) At least four political-legal factors should be considered in deciding whether to do business in a given country.Which is not one of these factors?
 - a) Attitudes toward international buying
 - b) Whether a state religion is enforced
 - c) Government bureaucracy
 - d) Monetary regulations.

40734



(Short Answer Type Questions)

Answer any *three* of the following. $3 \times 5 = 15$

- 2. Enumerate different factors which influence agricultural trade.
- 3. What are the implications of Trade barriers?
- 4. Discuss the following terms in the context of international trade : $2 \times 2\frac{1}{2}$
 - a) Subsidies.
 - b) Quotas.
- 5. Narrate the steps involved in managing former organizations.
- 6. Do you feel that the ghost of GATT is still haunting WTO?

 Justify your answer with proper reasons.

GROUP - C

(Long Answer Type Questions)

Answer any *three* of the following. $3 \times 15 = 45$

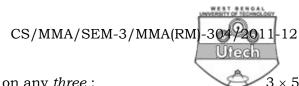
7. a) What is the importance of Environmental issues in the arena of social responsibility of business?

- b) Discuss various steps in strategic management processtaken by an MNC.5 + 10
- 8. a) 'Institutional support to International Business creates retaliation of Trade.' Explain.
 - b) State the characteristics of WTO and issues of WTO.

10 + 5

- 9. a) State the implications of dumping and the major issues to be taken at the time of excessive dumping.
 - b) Exporters can validate their success through having selected the right partners abroad. Explain this matter in the context of International Trade.
- 10. Do you feel that Indian firms in general should go global?
 Why do you think they are not content with the domestic market, which is vast? Discuss with suitable examples.

40734 6



- 11. Write short notes on any three:
 - a) ILO
 - b) NAFTA
 - c) International Distribution Strategies
 - d) Ethical issues in International Business
 - e) Corporate Social Responsibilities of MNCs in International Business.

40734 7 [Turn over