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MBAS 568

**IV Semester M.B.A. Degree Examination, Sept./Oct. 2022
(Regular and Repeater)
BUSINESS ADMINISTRATION
International Trade Documentation and Maritime Law**

Time : 3 Hours

Max. Marks : 70

**SECTION – A
(Compulsory)**

Answer to the question should **not** exceed **6** pages. **(1×15=15)**

1. Write an exploratory note on Overview of Export Procedures and Documentations in International trade.

SECTION – B

Answer **any five** questions. **Each** question carries **8** marks. Answer to the question should **not** exceed **5** pages. **(5×8=40)**

2. Discuss the importance of marine insurance.
3. Write a detail note on transnational maritime crimes.
4. Explain the various forms of International trade.
5. Discuss the role of commercial bank for promoting export of goods and services in India.
6. What are the incentives available to Indian exporter ? Explain.
7. Discuss the provisions regarding imports of gifts and passenger baggage.
8. Write a note on electronic data interchange.

P.T.O.



SECTION – C
(Compulsory)

Answer to this question should **not** exceed **6** pages.

(1×15=15)

9. Case Study :

India and China have a long history of trade. Integral part of the ancient silk route, the two countries have shared communalities and close exchanges since distant past. Recent economic development of the two economics has taken simultaneously and the GDP growth rate for both the countries has been close to 10 percent for the past one decade. These apart, India and China are neighbouring countries separated only by the Himalayas. Despite these similarities, and both being dubbed by the West as part of the enchanting East, there is lots of cultural difference one has to take care of while engaging in bilateral trade.

Though both the countries are known for their age old rich cultural heritage, both are poles apart when it comes to culture and value sets. For example, a Chinese business person will seldom be late and would consider timeliness as a gesture of respect for the other person. Indians, however, do not usually accord high accord for punctuality. Bargaining for lowest prices while buying is another prominent characteristic feature of the average Indian trader. On the other hand, Chinese culture doesn't allow charging any price. Price has to be commensurate with quality as per Chinese culture. Cultural differences are at times determinants to trade. While language serves as a major barrier to Indo-Chinese trade, India has taken steps towards bridging the language divide. Many Indian universities such as Jawaharlal Nehru University (JNU), Calcutta University (CU) and Delhi University are offering degree and diploma courses in Chinese.



In comparison, Peking University also offers course in Hindi. Shanghai International University is also mulling over providing Hindi courses. While it is known that both countries are trying hard to take bilateral trade forward and reach trade worth \$100 billion annually by 2015, cultural differences may spoil the effort for that people from the two countries should develop better understanding of each other's cultures in coming days.

Questions :

- a) List some similarities between Indian and Chinese culture.
- b) How does culture act as a determinant to developing better trade relations between two nations ?
- c) How can bilateral trade relations be further developed by developing better understanding of culture ?
