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**SARDAR PATEL UNIVERSITY****T.Y.B.B.A. (ITM) - 4 Years****External Examination November 2016****Semester V****Day: Saturday****Date: 26<sup>th</sup> NOVEMBER, 2016****Session: Afternoon****Time: 02:00 P.M. TO 04:00 P.M.****Subject Code:****U M 0 5 E B B I 0 7****Subject Title:****FOREIGN TRADE****Total Marks: 60****Note:**

All the questions are compulsory.

Draw diagrams and cite examples wherever necessary.

Figures to the right indicate marks.

**Q. 1** Discuss various reasons that encourage entrepreneur for doing international business in detail. **[15]**

**OR**

**Q. 1** Describe major entry methods for conducting international business in brief. **[15]**

**Q.2** Write detail note on: India and WTO. **[15]**

**OR**

**Q.2** Write a short note on

**(a)** EU **[07]**

**(b)** SAARC **[08]**

**Q. 3** Explain concept of marine insurance in brief from international business point of view. **[15]**

**OR**

**Q. 3 (a)** Write short note on Pre-shipment Finance. **[07]**

**(b)** Explain ECGC in brief. **[08]**

**Q. 4** Define the concept of export promotion council. Also discuss functions and major types of EPS. **[15]**

**OR**

**Q. 4** Write a short note on

**(a)** FIEO **[07]**

**(b)** IIFT **[08]**