



International Business-434D2A

Question Bank

UNIT I: Introduction to International Business

Part A: 1 Mark Questions

1. Define International Business.
2. What is a tariff barrier?
3. Expand BOP.
4. What is Balance of Trade?
5. Expand MNC.
6. Name any two modes of entry into international business.
7. What is licensing in international business?
8. Define strategic alliance.
9. What is counter trade?
10. What is franchising?
11. Define joint venture.
12. What is Balance of Current Account?
13. Name any one advantage of international business.
14. What is a non-tariff barrier?
15. What is technology transfer?
16. Define exporting.
17. What is foreign direct investment?
18. Name any one document used in import-export.
19. What is internationalization?
20. Define quota as a trade barrier.

Part B: 5 Marks Questions

1. Explain the nature and scope of international business.



2. Differentiate between international business and domestic business with examples.
3. Discuss any five tariff barriers in international trade.
4. Explain the transition process from domestic to international business.
5. Describe the concept of Balance of Payments and its components.
6. Discuss any five modes of entry into international business.
7. Explain the role of multinational corporations in international business.
8. What are strategic alliances? Explain with examples.
9. Describe the advantages and disadvantages of international business.
10. Explain the concept of counter trade in international business.

Part C: 10 Marks Questions

1. Discuss the importance and advantages of international business. Also explain the disadvantages.
2. Explain the various tariff and non-tariff barriers in international trade with suitable examples.
3. Distinguish between Balance of Trade, Balance of Payments, and Balance of Current Account with illustrations.
4. Critically analyze the internationalization process and its managerial implications.
5. Discuss the issues faced by multinational corporations in foreign investments, technology transfer, pricing, and regulations.
6. Explain the various modes of entry into international business. Compare their advantages and disadvantages.
7. Describe international collaborative arrangements and strategic alliances with real-world examples.
8. Elaborate on counter trade and the import-export process with documentation requirements.



UNIT II: International Business Environment and Cultural Differences

Part A: 1 Mark Questions (Short Answer)

1. What is economic environment?
2. Define political environment.
3. What is cultural environment?
4. Name any two dimensions of Hofstede's cultural framework.
5. What is legal environment?
6. Define cross-cultural literacy.
7. What is social structure?
8. Name any one factor of economic environment.
9. What is power distance in Hofstede's dimensions?
10. Define individualism vs collectivism.
11. What is political risk?
12. Name any one component of cultural environment.
13. What is PEST analysis?
14. Define uncertainty avoidance.
15. What is the role of language in international business?
16. Name any one legal challenge in international business.
17. What is cultural change?
18. Define masculinity vs femininity dimension.
19. What is the impact of religion on business?
20. Name any framework for analyzing business environment.

Part B: 5 Marks Questions

1. Explain the economic environment factors affecting international business.
2. Discuss the political environment and its impact on international operations.
3. Describe the cultural factors that influence international business.
4. Explain the role of social structure in different countries.
5. Discuss how religion affects business practices in international markets.
6. Explain the importance of language in international business communication.
7. What is cross-cultural literacy and why is it important?



8. Describe the legal environment challenges in international business.
9. Explain how education impacts international business operations.
10. Discuss the framework for analyzing international business environment.

Part C: 10 Marks Questions

1. Analyze the international business environment covering economic, political, cultural, and legal dimensions.
2. Discuss cultural differences across countries and their implications for international business. Include social structure, religion, language, and education.
3. Explain how culture influences workplace practices in international business. Discuss cultural change and its management.
4. Elaborate on the framework for analyzing international business environment with suitable examples.
5. How does cross-cultural literacy provide competitive advantage? Support your answer with case examples.
6. Compare and contrast the business environments of developed and developing countries.
7. Critically evaluate the impact of political and legal environments on international business decisions.



UNIT III: International Trade Theory

Part A: 1 Mark Questions

1. Define mercantilism.
2. Who propounded the theory of absolute advantage?
3. What is comparative advantage?
4. Expand GATT.
5. Expand WTO.
6. When was WTO established?
7. What is Heckscher-Ohlin theory?
8. Name the four determinants of Porter's Diamond.
9. Expand UNCTAD.
10. Expand NAFTA.
11. Expand ASEAN.
12. What is a trade block?
13. Expand EU.
14. Expand EFTA.
15. What is a customs union?
16. Expand IMF.
17. Name any one function of World Bank.
18. What is GATS?
19. Expand SAPTA.
20. What is neo-mercantilism?

Part B: 5 Marks Questions

1. Explain the theory of mercantilism and neo-mercantilism.
2. Discuss Adam Smith's theory of absolute advantage with an example.
3. Explain David Ricardo's theory of comparative advantage.
4. Describe the Heckscher-Ohlin theory of international trade.
5. Explain Porter's Diamond model of national competitive advantage.
6. Discuss the role and functions of WTO.
7. Explain the concept of trade blocks with examples.



8. Describe the functions of World Bank and IMF.
9. Explain the evolution from GATT to WTO.
10. Discuss the role of UNCTAD in international trade.

Part C: 10 Marks Questions

1. Trace the evolution of international trade theories from mercantilism to new trade theory. Critically evaluate each theory.
2. Compare and contrast the theories of absolute advantage, comparative advantage, and Heckscher-Ohlin theory.
3. Explain Porter's Diamond model in detail. How does it explain national competitive advantage?
4. Discuss the evolution from GATT to WTO. Explain the functions and significance of WTO and GATS.
5. Elaborate on various trade blocks: EU, EFTA, NAFTA, ASEAN, CACM, LAFTA with their objectives and achievements.
6. Explain the role of UNCTAD, World Bank, IMF, IFC, and MIGA in promoting international trade and investment.
7. Discuss regional trade agreements like SAPTA, BIMSTEC, Indian Ocean RIM Initiative, and their significance.
8. Analyze the role of Bretton Woods institutions in shaping the international economic order.



UNIT IV: Global Trading and Investment Environment

Part A: 1 Mark Questions

1. Expand EPZ.
2. Expand SEZ.
3. What is EXIM Bank?
4. Expand ECGC.
5. Expand FDI.
6. What is horizontal FDI?
7. What is vertical FDI?
8. Define foreign exchange market.
9. Expand MMTC.
10. What is the role of ECGC?
11. Name any one function of EXIM Bank.
12. What are commodity boards?
13. Define export assistance.
14. What is export finance?
15. Name any one mode of export transportation.
16. What is the role of SSI in exports?
17. Define institutional infrastructure for exports.
18. Name any one state trading agency.
19. What is a free trade zone?
20. Name any advantage of FDI to host country.

Part B: 5 Marks Questions

1. Discuss recent trends in India's foreign trade.
2. Explain India's commercial relations and trade agreements with other countries.
3. Describe the institutional infrastructure for export promotion in India.
4. Explain the concept and benefits of Export Processing Zones (EPZs).
5. Discuss the role of Special Economic Zones (SEZs) in promoting exports.
6. Explain the role of ECGC in export promotion.



7. Describe the functions of EXIM Bank of India.
8. Explain Foreign Direct Investment and its forms (horizontal and vertical).
9. Discuss the role of commodity boards in export promotion.
10. Explain the various modes of export transportation (air, post, sea).

Part C: 10 Marks Questions

1. Analyze India's foreign trade policy and recent trends. Discuss India's trade agreements with major trading partners.
2. Explain the institutional infrastructure for export promotion in India including export assistance and export finance mechanisms.
3. Compare and contrast Export Processing Zones (EPZs) and Special Economic Zones (SEZs). Discuss their role in India's export growth.
4. Discuss the role of ECGC and EXIM Bank in promoting India's exports. How do they support exporters?
5. Explain the foreign exchange market, its functions, and significance in international business.
6. Elaborate on Foreign Direct Investment (FDI) - forms, advantages to host and home countries, and current FDI trends in India.
7. Discuss the role of various agencies in export promotion: Commodity Boards, State Trading Agencies, MMTC, and Small Scale Industries.
8. Analyze the export finance and assistance mechanisms available to Indian exporters.



UNIT V: Contemporary Issues in International Business

Part A: 1 Mark Questions

1. Expand INCO terms.
2. Expand FOB.
3. Expand CIF.
4. Expand ICC.
5. What is arbitration?
6. What is Bill of Lading?
7. What is Letter of Credit?
8. What is pre-shipment inspection?
9. Define clearing and forwarding agent.
10. What is customs clearance?
11. Expand C&F.
12. What is Ex-Works?
13. Define quality control in exports.
14. What is an international sales contract?
15. Name any one port formality in exports.
16. What is the role of Indian Council of Arbitration?
17. Define exchange regulations.
18. What is a commercial invoice?
19. Name any one export document.
20. What is CFR?

Part B: 5 Marks Questions

1. Explain the standard clauses of international sales contracts.
2. Discuss the important INCO terms used in international trade.
3. Explain the role of Indian Council of Arbitration in trade dispute resolution.
4. Describe the role of International Chamber of Commerce (ICC) in international trade.
5. Explain the procedure for export of goods from India.
6. Discuss quality control and inspection requirements for exports.



7. Explain customs clearance and port formalities in export procedures.
8. Describe the role of clearing and forwarding agents in exports.
9. Explain exchange regulations for exports in India.
10. Discuss pre-shipment requirements and inspection procedures.

Part C: 10 Marks Questions

1. Explain international sales contracts in detail. Discuss the major laws and standard clauses involved.
2. Elaborate on various INCO terms (FOB, CIF, C&F, Ex-Works, CFR, etc.) with examples and their significance in international trade.
3. Discuss the role of Indian Council of Arbitration and International Chamber of Commerce in solving trade disputes. Explain arbitration procedures.
4. Describe the complete export procedure including documentation, quality control, customs clearance, and port formalities.
5. Explain export regulations in India covering exchange regulations, pre-shipment inspection, and quality standards.
6. Discuss the role of clearing and forwarding agents in export operations. What are their responsibilities and significance?
7. Analyze contemporary issues and challenges in international business including legal, regulatory, and operational aspects.
8. Explain the complete documentation requirements for international trade transactions.