

**M.Com  
1<sup>st</sup> Year**

**Also for:**

**M.Com (F & T)**

**M.Com (BP & CG)**

**M.Com (MA & FS)**

**Master of Commerce**

**(M.Com)**

**First Year**

**ASSIGNMENTS**

**2015-16**

**For July 2015 and January 2016 admission cycle**



**School of Management Studies  
Indira Gandhi National Open University  
Maidan Garhi, New Delhi -110 068**

## ASSIGNMENTS – 2015-16

Dear Students,

As explained in the Programme Guide, you have to do one Tutor Marked Assignment for each course.

We are sending the assignments of all the six courses together in this booklet.

Assignment is given 30% weightage in the final assessment. To be eligible to appear in the Term-End Examination, it is compulsory for you to submit the assignments as per the schedule. Before attempting the assignments, you should carefully read the instructions given in the Programme Guide.

These assignments are valid for two admission cycles (**July 2015 and January 2016**). The validity is given below:

1. Those who are enrolled in **July 2015**, it is valid upto **June 2016**.
2. Those who are enrolled in **January 2016**, it is valid upto **December 2016**.

**In case you are planning to appear in June Term-End Examination, you must submit the assignments to the Coordinator of your Study Centre latest by 15<sup>th</sup> March, and if you are planning to appear in December Term-End Examination, you must submit them latest by 15<sup>th</sup> September.**

## TUTOR MARKED ASSIGNMENT

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<b>Course Code</b>	<b>:</b>	<b>IBO – 01</b>
<b>Course Title</b>	<b>:</b>	<b>International Business Environment</b>
<b>Assignment Code</b>	<b>:</b>	<b>IBO – 01/TMA/2015-16</b>
<b>Coverage</b>	<b>:</b>	<b>All Blocks</b>

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**Maximum Marks: 100**

**Attempt all the questions.**

1.     a) Describe the factors affecting balance of payments with suitable examples.  
       b) Discuss the methods of correcting disequilibrium in balance of payments.  
(10+10)
  
2.     What are the rationale of transfer of technology? Describe various non-equity forms of technology transfer by TNCs and Small and Medium Enterprises.  
(5+15)
  
3.     What are the various forms of Regional Economic Groupings. Discuss the impact of Regional Economic Groupings.  
(5+15)
  
4.     Comment on the following:
  - i)     Global environment do not transcend national boundaries.
  - ii)    When goods are bought by description from a seller, there is no implied condition that goods shall be of merchantable quality.
  - iii)   Instability in export earnings of developing countries is not caused by demand and supply factors.
  - iv)    Services do not occupy an important place in Indian economy.(4×5)
  
5.     Write short notes on the following:
  - i)     International Legal Environment
  - ii)    Areas of Internaitonal Trade Disputes
  - iii)   The Basel Convention
  - iv)    Applicaton of Lex causae to Sale of Goods(4×5)

## TUTOR MARKED ASSIGNMENT

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<b>Course Code</b>	:	<b>IBO – 02</b>
<b>Course Title</b>	:	<b>International Marketing Management</b>
<b>Assignment Code</b>	:	<b>IBO – 02/TMA/2015-16</b>
<b>Coverage</b>	:	<b>All Blocks</b>

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**Maximum Marks: 100**

**Attempt all the questions.**

1. An Indian Company wants to enter into international markets. The company decided to involve another company in the foreign country. Explain the mode of entry where the involvement of foreign company is possible and state in which situations each of them is suitable.

(20)
  
2. Distinguish between the following:
  - (a) Warranty and Guarantee
  - (b) Direct Exporting and Indirect Exporting

(10+10)
  
3. Write short notes on the following:
  - (a) Export Pricing Procedure
  - (b) Process of international marketing research

(10+10)
  
4. (a) What is international marketing? How is it different from domestic marketing?  
(b) Describe the phases in international product life cycle.

(10+10)
  
5. What do you mean by international market segmentation? Discuss various bases of international market segmentation.

(20)

## TUTOR MARKED ASSIGNMENT

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<b>Course Code</b>	:	<b>IBO – 03</b>
<b>Course Title</b>	:	<b>India's Foreign Trade</b>
<b>Assignment Code</b>	:	<b>IBO – 03/TMA/2015-16</b>
<b>Coverage</b>	:	<b>All Blocks</b>

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**Maximum Marks: 100**

**Attempt all the questions.**

1. What do you mean by WTO? What is its role in world trade? Describe India's efforts for integrating itself with the world trade. (5+5+10)
2. How has the new tariff policy of the government of India helped improving competitiveness in the industries? Describe its salient features. (10+10)
3. "Garments have emerged as the star-performer in the Indian textile export scenario." Elaborate. (20)
4. Write short notes on:
  - (a) Indian competitors in the export of electronic goods
  - (b) Potential of health services in India (10+10)
5. Comment briefly on the following statements:
  - (a) Electronic commerce is re-creating the world's economy
  - (b) The government of India announced sweeping changes in the trade policy in the year 1991
  - (c) The most remarkable aspect of Indian agriculture is its diversified nature
  - (d) The ASEAN region is important to India for several reasons (4×5)

## TUTOR MARKED ASSIGNMENT

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<b>Course Code</b>	:	<b>IBO – 04</b>
<b>Course Title</b>	:	<b>Export Import Procedures and Documentation</b>
<b>Assignment Code</b>	:	<b>IBO – 04/TMA/2015-16</b>
<b>Coverage</b>	:	<b>All Blocks</b>

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**Maximum Marks: 100**

**Attempt all the questions.**

1. What is post- shipment finance? Explain its various methods and discuss the procedure of export under deferred payments.

(20)
2. What is the need for documents in international business? Substantiate your answers with suitable examples.

(20)
3. Distinguish between:
  - (a) Open Cover and Open Policy
  - (b) Consular Invoice and Customs Invoice

(10+10)
4. Discuss the formalities prescribed under Central Excise rules for:
  - (a) Claiming rebate of central excise under rule 18
  - (b) Export under central excise bond under rule 19

(10+10)
5. Write notes on:
  - (a) Financing under foreign currency
  - (b) Financing under deferred payment arrangement

(10+10)

## TUTOR MARKED ASSIGNMENT

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<b>Course Code</b>	:	<b>IBO-05</b>
<b>Course Title</b>	:	<b>International Marketing Logistics</b>
<b>Assignment Code</b>	:	<b>IBO-05/TMA/2015-16</b>
<b>Coverage</b>	:	<b>All Blocks</b>

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**Maximum Marks: 100**

**Attempt all the questions.**

1. “Different organizational functions have different interests and these create conflicting objectives and requirement for a logistics system.” Elaborate this statement and discuss the various considerations pertaining to logistics system.

(20)
  
2. Enumerate the common areas where frauds and disputes normally take place in internationally marine transaction and commercial shipping, and state the common precautions to be taken by international buyer and sellers to prevent the possibilities of maritime frauds.

(20)
  
3. Write short notes on the following:
  - (a) ABC Technique
  - (b) Tank Container
  - (c) Voyage Charter
  - (d) International Chamber of Commerce

(4×5)
  
4. Distinguish between the following:
  - (a) Ship Owner’s Lien and Maritime Lien
  - (b) Flat Rack Container Vs. Open Top Container
  - (c) Heavy Lift and Long Lift Surcharge
  - (d) Re-order Level (ROL) and Re-order Quantity (ROQ)

(4×5)
  
5. Briefly comment on the following:
  - (a) Logistics variables and costs interact in a complex and indirect way
  - (b) Multi-Modal Transport is considered as an integral part of “Just-In-Time” logistics
  - (c) Traders of general merchandise require shipping services of more sophisticated nature
  - (d) The freight rate had no relationship with the route to be covered

(4×5)

## TUTOR MARKED ASSIGNMENT

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<b>Course Code</b>	:	<b>IBO – 06</b>
<b>Course Title</b>	:	<b>International Business Finance</b>
<b>Assignment Code</b>	:	<b>IBO – 06/TMA/2015-16</b>
<b>Coverage</b>	:	<b>All Blocks</b>

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**Maximum Marks: 100**

**Attempt all the questions.**

1. Compare and Contrast interest rate parity, purchasing power parity and international Fisher Effect.  
(20)
2. Discuss with an example each, the various types of currency exposures faced by a firm.  
(20)
3. What is a loan syndicate? What are the important aspects in negotiating a syndicate bank loan?  
(6+14)
4. What is letter of credit and Bankers acceptance? Why these instruments are used in foreign trade? State the advantage that each instrument provide for exporter and importer in a foreign trade transaction?  
(6+6+8)
5. What are the advantages and disadvantages of centralising the cash management function? What can the firms do to enhance the advantages and reduce the disadvantages?  
(12+8)