

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

**Master of Commerce  
(M.Com)**

**First Year  
Assignments  
2021-22**

**For July 2021 and January 2022 admission cycle**



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



**Master of Commerce (M.Com)**  
**First Year**  
**ASSIGNMENTS – 2021-22**

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 2021 and January 2022**). The validity is given below:

1. Those who are enrolled in **July 2021**, it is valid upto **June 2022**.
2. Those who are enrolled in **January 2022**, it is valid upto **December 2022**.

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 **15th March** and if you are planning to appear in December Term-End Examination, you must submit them latest by **15th 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/2021-2022</b>
<b>COVERAGE</b>	<b>:</b>	<b>ALL BLOCKS</b>

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**Maximum Marks: 100**

**Attempt all the questions:**

- 1. (a)** How can the study of the International Business Environment be useful for Managers? Give your arguments. **(10+10)**

**(b)** Briefly explain the Economic and Financial Environment of International Business.
- 2. (a)** How does disequilibrium occur in the balance of payments? Describe the methods of correcting the disequilibrium with examples. **(10+10)**

**(b)** Illustrate the advantages and disadvantages of FDI. Discuss the role of FDI in the economic development of the host country.
- 3. Distinguish between the following:** **(4X5)**

**(a)** Micro and Macro Business Environment.

**(b)** Flexible and Fixed Exchange Rate.

**(c)** GATT and WTO.

**(d)** Export Sales Contract and Domestic Sales Contract.
- 4. Comment on the following statements:** **(4X5)**

**(a)** Indian foreign trade policy does not facilitate the import of technology.

**(b)** ICC has no role in arbitration and conciliation.

**(c)** All contracts are agreements but all agreements are not contracts.

**(d)** World Trade is not concentrated in a few countries and products.
- 5. Write notes on the following:** **(4X5)**

**(a)** Political Risks.

**(b)** Alternative Dispute Resolution (ADR).

**(c)** Wagering Agreement.

**(d)** Code of Ethics for International Marketing.

**TUTOR MARKED ASSIGNMENT**

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<b>COURSE CODE</b>	<b>:</b>	<b>IBO-02</b>
<b>COURSE TITLE</b>	<b>:</b>	<b>International Marketing Management</b>
<b>ASSIGNMENT CODE</b>	<b>:</b>	<b>IBO-02/TMA/2021-2022</b>
<b>COVERAGE</b>	<b>:</b>	<b>ALL BLOCKS</b>

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**Maximum Marks: 100**

**Attempt all the questions:**

1. “One of the critical decisions in international marketing is the mode of entering the foreign market”. Discuss **(20)**
  
2. What is international marketing communication? Discuss its objectives and highlight the key issues in international marketing communication. **(20)**
  
3. Write short notes on the following: **(4X5)**
  - (a) International Sales People
  - (b) Export agency agreement
  - (c) Data sources
  - (d) Transfer Pricing
  
4. Differentiate between the following: **(4X5)**
  - (a) Probability and Non-probability Sampling Methods
  - (b) Adaptation and Standardization International Advertising
  - (c) Domestic agent and Domestic merchants.
  - (d) Ethnocentric orientation and Polycentric orientation
  
5. Comment briefly on the following statement: **(4X5)**
  - (a) In addition to the general considerations in packaging, there are certain special factors to be considered in export packaging.
  - (b) International marketing displays an interesting paradox with respect to control situation.
  - (c) The revolutionary changes in the information technology is sweeping across global business.
  - (d) A market researchreport must use the format that best fits the needs and desires of its readers.

**TUTOR MARKED ASSIGNMENT**

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<b>COURSE CODE</b>	<b>:</b>	<b>IBO-03</b>
<b>COURSE TITLE</b>	<b>:</b>	<b>India's Foreign Trade</b>
<b>ASSIGNMENT CODE</b>	<b>:</b>	<b>IBO-03/TMA/2021-2022</b>
<b>COVERAGE</b>	<b>:</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 intergrating 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: **(10+10)**
  - (a) Indian competitors in the export of electronic goods
  - (b) Potential of health services in India
5. Comment briefly on the following statements: **(4X5)**
  - (a) Electronic eommerce is re-creating the worlds economy.
  - (b) The government of India annouced 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.

**TUTOR MARKED ASSIGNMENT**

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<b>COURSE CODE</b>	<b>:</b>	<b>IBO-04</b>
<b>COURSE TITLE</b>	<b>:</b>	<b>Export Import Procedure and Documentation</b>
<b>ASSIGNMENT CODE</b>	<b>:</b>	<b>IBO-04/TMA/2021-2022</b>
<b>COVERAGE</b>	<b>:</b>	<b>ALL BLOCKS</b>

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**Maximum Marks: 100**

**Attempt all the questions:**

- 1.** What are the steps involved in the processing of an Export order? Explain them briefly. **(20)**
  
- 2. Distinguish between:** **(10+10)**
  - (a)** Insurance policy and Insurance Certificate.
  - (b)** Liner and Tramp Shipping Services.
  
- 3.**
  - (a)** Describe the process of preparing goods for exports and their transit to the port of shipment along with documentation formalities. **(10+10)**
  - (b)** Explain the customs clearance via sea along with documentation formalities.
  
- 4. Comment on the following statements:** **(4X5)**
  - (a)** Export houses do not get any strategic advantages through EDI.
  - (b)** Documents against acceptance do not have a usage period.
  - (c)** Credit is a major weapon of international competition but it involves risk.
  - (d)** Export incentives do not promote export.
  
- 5. Write notes on the following:** **(4X5)**
  - (a)** General Provisions for imports.
  - (b)** Foreign Currency Account.
  - (c)** Financing under Deferred Payment Arrangement.
  - (d)** ISO 9000.

**TUTOR MARKED ASSIGNMENT**

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<b>COURSE CODE</b>	<b>:</b>	<b>IBO-05</b>
<b>COURSE TITLE</b>	<b>:</b>	<b>International Marketing Logistics</b>
<b>ASSIGNMENT CODE</b>	<b>:</b>	<b>IBO-05/TMA/2021-2022</b>
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**Maximum Marks: 100**

**Attempt all the questions:**

1. (a) What are the various factors taken into consideration while selecting the mode of transportation for export cargo. Explain. **(10+10)**  
(b) Describe the responsibilities of ship owners and the charterers under different forms of chartering arrangements.
  
2. (a) Discuss briefly the various constraints faced by Indian shipping industry. **(10+10)**  
(b) What is Maritime Fraud? State the various factors that lead to commitment of maritime frauds.
  
3. Briefly comment on the following: **(4X5)**
  - a) “Objectives and policies for functioning of the supply chain are usually in conflict both within and across operational units.”
  - b) “The world economic situation and the world trade are very closely related.”
  - c) “Shippers-Ship owners consultation arrangements in India leave much scope for Improvement.”
  - d) The rate of return from warehousing business is low and the gestation period is rather long.
  
4. Distinguish between the following: **(4X5)**
  - a) Domestic logistics and International logistics
  - b) Inland container depots and Container freight stations
  - c) Weight ton and Measurement ton.
  - d) Reorder Level (ROL) and Reorder Quantity (ROQ)
  
5. Write short notes on following: **(4X5)**
  - a) Public Warehouse.
  - b) Commercial Shipping
  - c) Multi-Modal Transport Document
  - d) Privatisation of Ports

**TUTOR MARKED ASSIGNMENT**

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**COURSE CODE** : **IBO-06**  
**COURSE TITLE** : **INTERNATIONAL BUSINESS FINANCE**  
**ASSIGNMENT CODE** : **IBO-06/TMA/2021-2022**  
**COVERAGE** : **ALL BLOCKS**

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**Maximum Marks: 100**

**Attempt all the questions:**

1. a) What were the distinctive features of Bretton Woods System. (10)  
b) Briefly discuss the various money market instruments with their purpose. (10)
2. a) Explain the mechanism of money market hedge for managing transaction exposure. (10)  
b) What is economic exposure and transaction exposure? How is economic exposure different from transaction exposure? (10)
3. a) What are the different ways of managing political risk? Discuss. (10)  
b) What are foreign bonds and eurobonds. What are the advantages of eurobonds over foreign bonds (10)
4. a) Discuss the factors that influence the design of world wide corporate capital structure. (10)  
b) Describe adjusted present value method? (10)
5. a) Discuss the merits of foreign direct investment, portfolio investment and short term investment. (10)  
b) Write short notes on floating (10)