

**M.Com
1st Year**

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

**First Year
Assignments
2022-23**

For July 2022 and January 2023 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 – 2022-23

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 2022 and January 2023**). The validity is given below:

1. Those who are enrolled in **July 2022**, it is valid upto **June 2023**.
2. Those who are enrolled in **January 2023**, it is valid upto **December 2023**.

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

COURSE CODE : **IBO-01**
COURSE TITLE : **International Business Environment**
ASSIGNMENT CODE : **IBO-01/TMA/2022-2023**
COVERAGE : **ALL BLOCKS**

Maximum Marks: 100

Attempt all the questions:

1. (a) How does disequilibrium occur in the balance of payments? Describe the methods of correcting the disequilibrium with examples. (10+10)
(b) What is transfer of technology? Briefly explain mechanisms through which technology transfer takes place?

2. How is a void contract different from a voidable contract? Explain essential elements of a valid contract. (20)

3. **Comment on the following:** (4×5)
 - (a) The law of contract is not the whole law of agreement nor is it the whole law of obligations.
 - (b) World Trade is not concentrated in a few countries and products.
 - (c) The effects of globalization have not been favorable on the world economy.
 - (d) Indian foreign trade policy does not facilitate the import of technology.

4. **Distinguish between:** (4×5)
 - (a) Implied conditions and Implied warranties
 - (b) Arbitration and Litigation
 - (c) Trade diversion and Trade creation
 - (d) FDI and Portfolio Investment

5. **Write short notes on the following:** (4×5)
 - (a) Ethical system of beliefs
 - (b) UNCTAD
 - (c) Asian Development Bank (ADB)
 - (d) Intellectual Property Rights

TUTOR MARKED ASSIGNMENT

COURSE CODE : **IBO-02**
COURSE TITLE : **International Marketing Management**
ASSIGNMENT CODE : **IBO-02/TMA/2022-2023**
COVERAGE : **ALL BLOCKS**

Maximum Marks: 100

Attempt all the questions:

1. What is international market segmentation? Discuss the importance of market, segmentation in marketing decisions and explain the bases of market segmentation. (20)
2. What do you understand by international marketing research? Explain the significance of international marketing research in today's globalised market. (20)
3. **Write short notes on the following:** (4×5)
 - (a) Demographic environment
 - (b) GATS
 - (c) Telemarketing
 - (d) Franchising
4. **Differentiate between the following:** (4×5)
 - (a) Differentiated and undifferentiated market targeting
 - (b) Direct and indirect exporting
 - (c) Direct mail and advertising.
 - (d) Local brand and global brand
5. **Comment briefly on the following statement:** (4×5)
 - (a) International trade in services is growing much faster than that in products.
 - (b) Planning will not give success unless it is properly implemented.
 - (c) Experienced global marketers view price as a major strategic variable that can help achieve business objectives
 - (d) Report writing is the final phase of marketing research procedure.

TUTOR MARKED ASSIGNMENT

COURSE CODE : **IBO-03**
COURSE TITLE : **India's Foreign Trade**
ASSIGNMENT CODE : **IBO-03/TMA/2022-2023**
COVERAGE : **ALL BLOCKS**

Maximum Marks: 100

Attempt all the questions:

1. Distinguish between balance of trade and balance of payment. (10+10)
Enumerate various items to be included in balance of payment accounting.
2. What is Special Economic Zone? Describe the benefits and facilities provided to units located in SEZ. (10+10)
3. Describe the government's measures to enhance agricultural export from India. (20)
4. **Write short notes on the following:** (10+10)
 - (a) SWOT Analysis
 - (b) Indo-US Trade Prospects
5. **Comment briefly on the following statements:** (4×5)
 - (a) Globalization and liberalization broadly mean integration of different countries with the world.
 - (b) Industrialization is an important element of economic growth.
 - (c) India is a traditional exporter of textiles to various global markets.
 - (d) United states is the leading exporter and importer in the world.

TUTOR MARKED ASSIGNMENT

COURSE CODE	:	IBO-04
COURSE TITLE	:	Export Import Procedure and Documentation
ASSIGNMENT CODE	:	IBO-04/TMA/2022-2023
COVERAGE	:	ALL BLOCKS

Maximum Marks: 100

Attempt all the questions:

1. (a) How is EDI different from Electronic Commerce? Why has EDI become a necessity for International Trade? **(10+10)**
(b) What are the principles of ECGC operation? Discuss the procedural formalities and documents required for making a claim under ECGC?
2. (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.
3. **Comment on the following:**
 - (a) Maritime perils are same as Extraneous perils.
 - (b) Export incentives have become a universal practice.
 - (c) Credit is a major weapon of international competition but it involves risk.
 - (d) Domestic Sales contract is same as Export sales contract.
4. **Distinguish between:** **(4×5)**
 - (a) FOB and CIF contract
 - (b) Current account transactions and Capital account transactions
 - (c) Voyage charter and Time charter
 - (d) Arbitration and Litigation
5. **Write a short note on the following:** **(4×5)**
 - (a) Financing under Deferred Payment Agreements
 - (b) Export Promotion Council
 - (c) ISO9000
 - (d) Central Excise Clearance

TUTOR MARKED ASSIGNMENT

COURSE CODE	:	IBO-05
COURSE TITLE	:	International Marketing Logistics
ASSIGNMENT CODE	:	IBO-05/TMA/2022-2023
COVERAGE	:	ALL BLOCKS

Maximum Marks: 100

Attempt all the questions:

1. **(a)** Why is inland water transport rarely used for the movement of export-import cargo in India? How can the situation be improved? **(10+10)**

 (b) What are the advantages of the registration of a ship. Let's suppose an Indian company has purchased a new ship, briefly describe the procedure for its registration.

2. **(a)** What is a Bill of Lading? Discuss its main functions. **(10+10)**

 (b) Discuss the various activities and services provided by International Maritime Bureau.

3. **Briefly comment on the following:** **(4×5)**
 a) "Distribution, marketing, and manufacturing can not be viewed as separate activities within the business, particularly at the strategic level."
 b) "During the last three decades Multi-modal Transportation has made rapid progress."
 c) "Unlike the liner trade, the tramp trade does not have any fixed ports for loading and discharge."
 d) "Overworked ports suffer from the low level of efficiency and productivity and so have become costly ports from the users' point of view."

4. **Distinguish between the following:** **(4×5)**
 a) Private Warehouse and Public Warehouse
 b) General Cargo Rates and Specific Cargo Rates
 c) Shipowners' Lien and Maritime Lien
 d) Flat Pack Containers and Open Top Containers

5. **Write short notes on the following:** **(4×5)**
 a) Challenges of the Marketplace
 b) Selective Inventory Control
 c) Air Cargo Tariff
 d) Voyage Charter

TUTOR MARKED ASSIGNMENT

COURSE CODE	:	IBO-06
COURSE TITLE	:	International Business Finance
ASSIGNMENT CODE	:	IBO-06/TMA/2022-2023
COVERAGE	:	ALL BLOCKS

Maximum Marks: 100

Attempt all the questions:

1. **(a)** What are forward contracts? In what circumstances these contracts are used? How are they different from future contracts? **(10+10)**

 (b) What are floating rate notes? Explain its features.
2. **(a)** Discuss the working of Bretton woods system. **(10+10)**

 (b) What do you understand by Balance of payment? What are its components?
3. **(a)** What is international fisher effect? In what situation it operates? **(10+10)**

 (b) Explain how currency futures may be a good hedging technique with the help of an illustration.
4. What is Adjusted Present Value (APV) technique? How does it differ from other techniques of financial appraisal of the project? Why it is suitable for international project appraisal? **(20)**
5. **(a)** What is international cash management? What are its objectives? Which of the gains from centralization of cash management are related to foreign exchange transaction costs? **(4×5)**

 (b) Explain the different types of financing instruments and arrangements to deal with diverse risk in project export.