

Name:	 UPES UNIVERSITY WITH A PURPOSE
Enrolment No:	

UNIVERSITY OF PETROLEUM AND ENERGY STUDIES
End Semester Examination, December 2019

Course: Introduction to International Trade Negotiation.
Program: BBA (FT)
Course code: INTB2008
Instructions:

Semester: 5
Time: 03 Hours
Max. Marks: 100

SECTION A **(20 Marks)**

	Fill in the blanks	
1.	_____ was born in 1980 of two other conventions namely. ULIS and _____.	2x3 = 6 CO1
2.	The content of negotiation factors are perceptions, _____, issues, interests, _____, process and outcomes.	2x2 = 4 CO1
3.	Full forms: ULIS CISG IMF ASEAN ICJ	2x5 = 10 CO1

SECTION B **(20 Marks)**

4.	“There is no single formula for international negotiation”. Explain the statement.	5 CO2,CO3
5.	Explain cultural orientation of Individualistic cultures.	5 CO3
6.	How Free Trade Area is a subset of Customs Union?	5 CO2, CO3
7.	Why negotiation in low context cultures is tougher?	5 CO3

SECTION-C **(30 Marks)**

8.	What are Contract Languages. How language helps in international negotiation?	10 C03
9.	Why Arbitration is a preferred mode of conflict resolution in international trade than the Court of Law?	10 CO3
10.	Explain the steps taken in the structure of International trade negotiation.	10 C03, CO4

SECTION-D		(30 Marks)
11.	Explain the concept of regional trading blocs and how regional trading blocks helps in international negotiation?	15 CO3,CO4
12.	Explain Globalization. How a well negotiated contract is a solution to Interdependence?	15 CO4