

Name:
Enrolment No:



**School of Business
UPES**

Program: BBA Foreign Trade
Subject/Course: Contracts in International Trade and Business
Course Code: INTB 3002

Semester: 6th
Max. Marks: 100

Duration: 3 Hour

IMPORTANT INSTRUCTIONS

Q.No		Marks	COs
1	What are the factors that lead behind Internationalization? (MSQ) a) Profits b) Culture c) International Laws d) Competition		CO1
2	The International division of labour in the production of goods and services. Where different stages of the production process are carried out across multiple countries? a) International Trade b) Global value chains		CO1
3	It is a specialized financial institution that provides financial assistance to Indian exporters and importers? a) SIDBI b) EXIM c) RBI d) NABARD		CO1
4	What is the most widely used set of international arbitration rules for resolving international contract disputes? a) UNCITRAL b) ICC		CO1

	<ul style="list-style-type: none"> c) WTO d) NAFTA 		
5	<p>Which of the following is not a type of international contract?</p> <ul style="list-style-type: none"> a) Sales contract b) Distribution contract c) Licensing contract d) Government contract 		CO1
6	<p>Which of the following is not a common dispute resolution mechanism in international contracts?</p> <ul style="list-style-type: none"> a) Litigation b) Arbitration c) Mediation d) Negotiation 		CO1
7	<p>Which section of India's IT ACT 2000 deals with the offense of cyber terrorism?</p> <ul style="list-style-type: none"> a) Section 43A b) Section 65 c) Section 66F d) Section 69A 		CO1
8	<p>Which of the following is not a valid form of consideration in a sales contract?</p> <ul style="list-style-type: none"> a) Money b) Goods c) Services d) Promissory note e) All of the above 		CO1
9	<p>Which of the following is a method of payment in international business?</p> <ul style="list-style-type: none"> a) Letter of credit b) Cash on delivery c) Wire transfer d) All of the above 		CO1
10	<p>Sending of menacing, annoying messages and also misleading information about the origin of the message covers under which section?</p> <ul style="list-style-type: none"> a) Section 43A b) Section 2(w) 		CO1

	c) Section 66A d) Section 66B		
--	----------------------------------	--	--

SECTION B 4QX5M=20Marks

1	State the significance of International contracts? Explain its essentials.		CO2
2	Explain the classification of contract on the basis of execution?		CO2
3	Evaluate the effectiveness of International contracts where International trade is concerned?		CO3
4	Briefly Explain your understanding on force majeure clause? Give an example.		CO2

SECTION C 3Qx10M=30Marks

1	You are drafting a contract for the sale of goods between a UAE-based company and a foreign company. What specific clause would you include to protect the interests of both parties?		CO4
2	Evaluate the risks and benefits of negotiating international contracts? Create a negotiating strategy.		CO4
3	Analyze a sample international contract and identify the legal risks and challenges that could arise. How could these risks be mitigated or avoided?		CO2

SECTION D 2Qx15M=30Marks

1	Explain Briefly the background of Information and Technology ACT 2000 and chapter wise classification of ICT ACT 2000?		CO2
2	Form the structure of International Negotiation Contract with a sample draft?		CO3