



TECHNICAL UNIVERSITY OF MOMBASA

SCHOOL OF BUSINESS

DEPARTMENT OF BUSINESS ADMINISTRATION

UNIVERSITY EXAMINATION FOR THE:

BACHELOR OF BUSINESS ADMINISTRATION

Type program name

BMM 4107 : INTERNATIONAL TRADE PRACTICES

SERIES: SEPT. 2017

TIME:2HOURS

Instructions to Candidates

You should have the following for this examination

-Answer Booklet, examination pass and student ID

This paper consists of **FIVE** questions.

SECTION A: Question **ONE COMPULSORY** and any **TWO** Questions in **SECTION B**.

SECTION A (Compulsory) 30 marks

- Q1. (a) Discuss the challenges that may be forced by foreign companies that establish them fully owned subsidiary a host country. **(10 marks)**
- (b) Explain the factors that multinational organizations breed to take into account before entering into a foreign market. **(10 marks)**

- (c) The arrival of developing economies like china, India, Malasia have posed a lot of challenges in the global market. Discuss those challenges. **(10 marks)**

SECTION B Answer any TWO questions

- Q2. (a) Discuss the challenges of faced by countries by which do not belong to any regional blocks. **(10 marks)**
- (b) Discuss the dangers of failing to profile foreign countries before making investments **(10 marks)**
- Q3. (a) Discuss the factors that lead to the establishment of bilateral Agreements. **(10 marks)**
- (b) Explain the benefits of enjoyed by countries which are members of World Trade Organizations (WTO) **(10 marks)**
- Q4. (a) Organizations that enters the foreign market through export normally set up an export department. Discuss the primary roles of this department. **(10 marks)**
- (b) Discuss the challenges faced by the maritime Transporters when using producers to varies global markets. **(10 marks)**
- Q5. Write short notes on the following:
- (i) International trade Laws **(4 marks)**
- (ii) International Trade financing **(4 marks)**
- (iii) VCC rules **(4 marks)**
- (iv) Bills of exchange **(4 marks)**
- (v) International promissory notes **(4 marks)**

