**International Business & Export Import Management**

**June 2023 Examination**

**1. Crompton Greaves, a manufacturer of Consumer Electrical products, wants to lower production costs without compromising with required quality standards. Should the company go for global sourcing? Analyze the situation with reference to the benefits and challenges of Global sourcing. (10 Marks)**

**Ans:**

**Introduction:**

Global sourcing is obtaining items and offerings from around the globe to suit an organization's needs. This might encompass everything from locating raw materials to outsourcing production to finding new providers or distributors. It's far a method for groups to get a competitive gain by using the resources and competencies of multiple nations. Worldwide sourcing has grown in reputation as generation has made collaborating with suppliers and partners worldwide easier. It is also gotten less expensive as corporations have access to a broader pool of possible vendors. Any agency can operate on one of 5 exclusive

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**2."The enormous growth in international trade and business is a direct result of Globalization and increased connectivity and communication among countries of the world." – Do you agree? Take the example of any Indian company of your choice and explain how it can take advantage of the growing significance of globalization. (10 Marks)**

**Ans:**

**Introduction:**

Continuous trouble for all international countries, regardless of the financial development stage, is ensuring monetary stability, growth, and different dwelling standards. Numerous paths may be taken to reach these goals, and every country's journey can be unique due to the differences in countrywide economies and political structures. But, based on global stories, specific essential ideas underpin higher wealth. Examples include:

* Investment (in particular foreign direct investment).
* The spread of technology.

**3. Abhijit has a carpet manufacturing unit in Ludhiana which was established ten years ago. He sells Silk and Woolen fans to several towns in Delhi & North India. Though the business is doing well, Abhijit started to feel that he should expand the business by attracting more customers. Abhijit has an opportunity to sell the carpets to Sri Lanka and Maldives. He has also been contacted by a party in Mumbai for sales. Also, it has been observed that worldwide demand for carpets is on the rise. Based on his production capacity, Abhijit can either take up the Mumbai market or plan for Exports.**

**a. What factors are to be considered by Abhijit to decide if he wants to go for exports in Sri Lanka and Maldives? (5 Marks)**

**Ans 3a.**

**Introduction:**

Exporting is a significant activity that necessitates several concerns for organizations. This should include inspecting the enterprise's region, rules and rules, logistics, consumer perspective, capital and resources, cost, and insurance. This can contribute to the hit export of

**b.If Abhijit decides to go for Exports, what procedure and documents are required? (5 Marks)**

**Ans 3b.**

**Introduction:**

Exporting is a significant pastime that necessitates several considerations for corporations. This should include examining the business's location, rules and regulations, logistics, purchaser perspective, capital and sources, cost, and insurance. This will contribute to the successful export of products