

**MBA 3813**

M.B.A. DEGREE EXAMINATION, JUNE 2007.

Third Semester

International Business

Paper XIII — INTERNATIONAL BUSINESS LAWS

Time : Three hours

Maximum : 100 marks

PART A — (5 × 6 = 30 marks)

Answer any FIVE out of the following.

1. Discuss the legal provisions relating to International sales agreements.
2. Explain the code and common laws complications to business.
3. "International business legal framework is a complex affair". Elucidate.
4. Explain the regulations relating to licensing.
5. Discuss the treaties relating to technology transfer.
6. How tax revenues shared in international business?

At stake was as much as 4 billion sterling in British exports and construction activities in Malaysia and a presence in one of the world's fastest growing developing economies. In announcing the ban, Malaysian Prime Minister noted that the British Media Portrays Malaysians as corrupt because "they are not British and not White" ... and "we believe the foreign media must learn the fact that developing countries including a country led by a brown mortem, have the ability to manage their own affairs successfully".

The British Government responded by stating, it could not tell the British press what and what not to publish. To which the Malaysian Prime Minister replied there would be "no contracts for British press freedom to lies". At the sometime, the British Government came under attack from members of parliament in Britain, who suspected the Government acted unethically and approved the ODA hydroelectric grant to help British companies win orders in Malaysia.

(a) What does this case teach us about the relationship between politics and international trade?

(b) How do you think the British Government should respond to the Malaysian action?

(c) You are the CEO of a British Company that now faces the loss of a lucrative contract because of this dispute. What action should you take?

7. What are the legal safeguards available for on-line financial transfers?
8. Explain the nature of multilateral treaties.

PART B — (5 × 10 = 50 marks)

Answer any FIVE out of the following.

9. Explain the rights of agents and the duties of distributors.
10. Write short notes on :
  - (a) Franchising
  - (b) Telecommunications
  - (c) Patents.
11. Discuss fully the regulations pertaining to E-commerce.
12. Explain the regulations relating to cross-border transactions.
13. What are Indian regulations relating to setting up offices and branches abroad?
14. Elucidate the basic principles of GATT.

15. Discuss the WTO provisions relating to :

- (a) Subsidies
- (b) Anti dumping duties
- (c) Other non-tariff barriers.

16. Explain the implications of WTO towards TRIPs.

PART C — (1 × 20 = 20 marks)

17. Case Study – Compulsory :

In Mid-February 1994, the British Paper, the Sunday Times ran an article that alleged that a 1 billion sterling sale of defence equipment by British companies to Malaysia was secured only after bribes had been paid to Malaysian Government officials and after the British overseas development administration had agreed to approve a 234 million sterling grant to the Malaysian Government for a hydroelectric dam of dubious economic value.

What happened next took everyone by surprise. The Malaysian Government promptly announced a ban on the import of all British goods and services into Malaysia and demanded an apology from the British Government.

Officially the ban applied only to Government orders. The private sector was free to buy as it chose. However, British companies with experience in the region were nervous that the private sector would follow the Government's lead in shunning British products.