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| 1. Customs brokers are government inspection officials who have the responsibilities of inspecting and regulating the shipment of goods and services imported into the United States.   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | False | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking United States - Standard ID - BUSPROG | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Obtaining Professional Assistance | | *KEYWORDS:* | Bloom's:Knowledge | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 2. Non-tariff barriers, such as technical standards, do not have a significant influence on how firms make their trade and investment decisions.   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | False | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's:Analysis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 3. Small and medium-size companies lack the competitive advantage to compete with large multinational corporations and therefore have little to contribute to the international marketplace.   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | False | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's:Evaluation | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 4. Intellectual property rights are valuable assets that can be licensed to a foreign licensee as a means to penetrate a foreign market rather than establish a wholly owned subsidiary.   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | True | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Evaluation | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 5. Trade consists of the import and export of goods or services.   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | True | | *POINTS:* | 1 | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Knowledge | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 6. Exporting is the shipment of goods or rendering of services to a foreign buyer located in a foreign country.   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | True | | *POINTS:* | 1 | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Application | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 7. The three forms of international business are exporting, importing, and licensing.   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | False | | *POINTS:* | 1 | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Application | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 8. Indirect exporters commonly employ the services of export trading companies and export management companies.   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | True | | *POINTS:* | 1 | | *DIFFICULTY:* | Easy | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Comprehension | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 9. Indirect exporting but not direct exporting involves sales through sales agents or to foreign distributors.   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | False | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Synthesis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 10. International licensing agreements are contracts by which the holder of intellectual property grants certain rights in that property to a foreign firm for a specified period of time.   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | True | | *POINTS:* | 1 | | *DIFFICULTY:* | Easy | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Comprehension | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 11. A potential negative aspect of  the transfer of technology is that the licensee could be your competitor in the future.   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | True | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's:Synthesis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 12. A host country refers to the country under whose laws the investing corporation was created or is headquartered.   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | False | | *POINTS:* | 1 | | *DIFFICULTY:* | Easy | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Analysis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 13. A home country refers to the country under whose laws the investing corporation was created or is incorporated.   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | True | | *POINTS:* | 1 | | *DIFFICULTY:* | Easy | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Analysis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 14. Currency exchange risk cannot be managed because the fluctuations of currencies cannot be predicted.   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | False | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Analysis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 15. A sovereign nation has the power to nationalize a foreign private enterprise without compensation.   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | False | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's:Application | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 16. Freight forwarders are regulated by the Department of State and arrange the transportation of goods for the importer and represent the importer with customs.   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | False | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's:Knowledge | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 9/1/2017 2:51 PM | |

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| 17. Freight forwarders act as the seller's or exporter's agent.   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | True | | *POINTS:* | 1 | | *DIFFICULTY:* | Easy | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Knowledge | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 18. The World Intellectual Property Organization defines intellectual property rights as “legal rights which result from intellectual activity in the industrial, scientific, literary, and artistic fields.”   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | True | | *POINTS:* | 1 | | *DIFFICULTY:* | Easy | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - AICPA: - BB-Legal | | *STATE STANDARDS:* | United States - OH - United States - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 9/1/2017 2:51 PM | |

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| 19. A company that makes unauthorized copies of a movie and sells the copies on DVDs is infringing on the movie owner’s intellectual property rights.   |  |  |  | | --- | --- | --- | |  | a. | True | |  | b. | False |  |  |  | | --- | --- | | *ANSWER:* | True | | *POINTS:* | 1 | | *DIFFICULTY:* | Easy | | *QUESTION TYPE:* | True / False | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - AICPA: - BB-Legal | | *STATE STANDARDS:* | United States - OH - United States - AICPA - BB-Legal | | *TOPICS:* | Introduction to Business Law | | *KEYWORDS:* | Bloom's: Comprehension | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 9/1/2017 2:51 PM | |

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| Multiple Choice |

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| 20. In *Dayan v. McDonald's Corporation*, the court ruled that:   |  |  |  | | --- | --- | --- | |  | a. | McDonald's quality standards were inadequate under French law. | |  | b. | the McDonald's franchise contract was illegal under French law. | |  | c. | McDonald's had fulfilled its responsibility to the franchisee in France under U.S. law. | |  | d. | the French do not like hamburgers. |  |  |  | | --- | --- | | *ANSWER:* | c | | *POINTS:* | 1 | | *DIFFICULTY:* | Difficult | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Difficult | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 21. The type of risk that includes controls on exports, imports, controls on the movement of currency, restrictions on licensing and investment, and controls over physical property located in a country is:   |  |  |  | | --- | --- | --- | |  | a. | legal risk. | |  | b. | political risk. | |  | c. | economic risk. | |  | d. | currency risk. |  |  |  | | --- | --- | | *ANSWER:* | b | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Analysis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 22. Tariffs on imported products are imposed for which of the following reasons?   |  |  |  | | --- | --- | --- | |  | a. | Collection of revenue | |  | b. | Protection of domestic industries | |  | c. | To assert political objectives | |  | d. | All of the these are correct |  |  |  | | --- | --- | | *ANSWER:* | d | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Analysis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 10/16/2017 4:48 PM | |

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| 23. Two examples of non-tariff barriers that refer to quantitative restrictions on importing and a total or near total ban on trade respectively are:   |  |  |  | | --- | --- | --- | |  | a. | partial embargoes, embargoes. | |  | b. | trade seizures, limits. | |  | c. | embargoes, quotas. | |  | d. | quotas, embargoes. |  |  |  | | --- | --- | | *ANSWER:* | d | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Application | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 24. The shipment of goods or rendering of services to a foreign buyer located in a foreign country is:   |  |  |  | | --- | --- | --- | |  | a. | importing. | |  | b. | exporting. | |  | c. | foreign exchange. | |  | d. | importing and exporting. |  |  |  | | --- | --- | | *ANSWER:* | b | | *POINTS:* | 1 | | *DIFFICULTY:* | Easy | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Comprehension | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 10/16/2017 4:48 PM | |

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| 25. The process of buying goods from a foreign supplier and entering them into the customs territory of a different country is:   |  |  |  | | --- | --- | --- | |  | a. | exporting. | |  | b. | international exchange. | |  | c. | trade by design. | |  | d. | none of these are correct. |  |  |  | | --- | --- | | *ANSWER:* | d | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Analysis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 10/16/2017 4:49 PM | |

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| 26. The two types of exporting are:   |  |  |  | | --- | --- | --- | |  | a. | impartial; partial. | |  | b. | direct; indirect. | |  | c. | foreign; domestic. | |  | d. | individual; joint. |  |  |  | | --- | --- | | *ANSWER:* | b | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Application | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 27. Export management companies assist indirect exporters by serving as:   |  |  |  | | --- | --- | --- | |  | a. | consultants. | |  | b. | attorneys. | |  | c. | foreign currency traders. | |  | d. | accountants. |  |  |  | | --- | --- | | *ANSWER:* | a | | *POINTS:* | 1 | | *DIFFICULTY:* | Easy | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Knowledge | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 28. Firms that assist indirect exporters and are licensed to operate under the antitrust laws of the U.S. are:   |  |  |  | | --- | --- | --- | |  | a. | export management companies. | |  | b. | indirect exporter merchants. | |  | c. | export trading companies. | |  | d. | none of the above. |  |  |  | | --- | --- | | *ANSWER:* | c | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Comprehension | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 29. International licensing agreements pertain to forms of intellectual property such as:   |  |  |  | | --- | --- | --- | |  | a. | government property. | |  | b. | trademarks, copyrights, patents. | |  | c. | real estate, personal property. | |  | d. | contracts. |  |  |  | | --- | --- | | *ANSWER:* | b | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Comprehension | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 30. International franchising allows the franchisee the right to use a(n):   |  |  |  | | --- | --- | --- | |  | a. | export management company. | |  | b. | export trading company. | |  | c. | copyright. | |  | d. | none of these are correct. |  |  |  | | --- | --- | | *ANSWER:* | c | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Comprehension | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 10/16/2017 4:49 PM | |

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| 31. International business may be classified into which of the following three categories:   |  |  |  | | --- | --- | --- | |  | a. | trade, import/export, foreign exchange. | |  | b. | international licensing agreements, investments, law. | |  | c. | trade, international licensing agreements, investment. | |  | d. | international licensing agreements, trade, franchising. |  |  |  | | --- | --- | | *ANSWER:* | c | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Application | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 32. A cooperative business arrangement between two or more companies may be a:   |  |  |  | | --- | --- | --- | |  | a. | partnership. | |  | b. | joint venture. | |  | c. | corporation. | |  | d. | all of these are correct. |  |  |  | | --- | --- | | *ANSWER:* | d | | *POINTS:* | 1 | | *DIFFICULTY:* | Difficult | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Analysis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 10/16/2017 4:49 PM | |

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| 33. The concept of local participation refers to:   |  |  |  | | --- | --- | --- | |  | a. | a portion of the employees of the business in the host country will be nationals of the home country. | |  | b. | employees of the business contribute a certain number of hours to community service. | |  | c. | a portion of the business must be owned by nationals of the host country. | |  | d. | the host country retains mineral rights. |  |  |  | | --- | --- | | *ANSWER:* | c | | *POINTS:* | 1 | | *DIFFICULTY:* | Challenging | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Application | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 34. If a party does not fulfill their obligations as set forth in a sales contract, it is known as:   |  |  |  | | --- | --- | --- | |  | a. | non-payment. | |  | b. | termination. | |  | c. | non-performance. | |  | d. | all of these are correct. |  |  |  | | --- | --- | | *ANSWER:* | c | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Analysis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 10/16/2017 4:49 PM | |

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| 35. An independent firm that purchases goods for resale directly from the exporter, assumes credit risks in the local market, and provides product service and support is known as:   |  |  |  | | --- | --- | --- | |  | a. | a foreign sales representative. | |  | b. | a sales agent. | |  | c. | a foreign distributor. | |  | d. | a freight forwarder. | |  | e. | a customs broker. |  |  |  | | --- | --- | | *ANSWER:* | a | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Comprehension | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 36. Which of the following statements most accurately describes the traditional economic climate in developing countries?   |  |  |  | | --- | --- | --- | |  | a. | They are largely communist countries. | |  | b. | They have well-developed free market mechanisms. | |  | c. | They have mixed economies with strong central planning features. | |  | d. | The economies of developing countries make them practically unsuitable for Western companies to do business there. |  |  |  | | --- | --- | | *ANSWER:* | c | | *POINTS:* | 1 | | *DIFFICULTY:* | Challenging | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Analysis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 37. Which of the following is not a characteristic of multinational corporations?   |  |  |  | | --- | --- | --- | |  | a. | The United States is usually their home nation. | |  | b. | They derive capital resources worldwide. | |  | c. | They operate facilities of production in more than one country. | |  | d. | They move production, technology, and capital to those countries with the most hospitable environment. |  |  |  | | --- | --- | | *ANSWER:* | a | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Analysis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 38. In the case *In re Union Carbide Corporation Gas Plant Disaster at Bhopal*, the U.S. court ruled:   |  |  |  | | --- | --- | --- | |  | a. | that Union Carbide was criminally responsible for the deaths at the Indian plant. | |  | b. | that Union Carbide was liable to the plaintiffs under Indian law. | |  | c. | that Union Carbide was not responsible for the negligent acts of its subsidiary in India. | |  | d. | that the case brought in U.S. courts should be transferred to the courts of India. |  |  |  | | --- | --- | | *ANSWER:* | d | | *POINTS:* | 1 | | *DIFFICULTY:* | Challenging | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Analysis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 39. In *Gaskin v. Stumm Handel GmbH*, the District Court ruled:   |  |  |  | | --- | --- | --- | |  | a. | that employment contracts must be in writing. | |  | b. | that the plaintiff was excused from performing a contract written in German because he understood only English. | |  | c. | that the contract was unconscionable because it was written in a language foreign to the plaintiff. | |  | d. | that the plaintiff's signing of a jural document makes the signatory conclusively bound. |  |  |  | | --- | --- | | *ANSWER:* | d | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's:Application | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 40. Which of the following does not generally characterize foreign distributors?   |  |  |  | | --- | --- | --- | |  | a. | They are independent firms. | |  | b. | They are usually located in the country from which the goods are exported. | |  | c. | They assume the risks of warehousing the goods. | |  | d. | The often trail end users of the product. |  |  |  | | --- | --- | | *ANSWER:* | b | | *POINTS:* | 1 | | *DIFFICULTY:* | Challenging | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Synthesis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 41. Which of the following does not accurately characterize export management companies?   |  |  |  | | --- | --- | --- | |  | a. | They act as advisors or consultants. | |  | b. | They engage in foreign market research. | |  | c. | They exhibit goods at foreign trade shows. | |  | d. | They use their extensive sales contracts to market the products of other companies. |  |  |  | | --- | --- | | *ANSWER:* | d | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - BUSPROG - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Analysis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 42. The World Intellectual Property Organization, or WIPO, is a specialized agency of the:   |  |  |  | | --- | --- | --- | |  | a. | United Nations. | |  | b. | World Trade Organization. | |  | c. | World Customs Organization. | |  | d. | International Chamber of Commerce. |  |  |  | | --- | --- | | *ANSWER:* | a | | *POINTS:* | 1 | | *DIFFICULTY:* | Easy | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - AICPA: - BB-Legal | | *STATE STANDARDS:* | United States - OH - United States - AICPA - BB-Legal | | *TOPICS:* | Introduction to Business Law | | *KEYWORDS:* | Bloom's: Knowledge | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 9/1/2017 2:52 PM | |

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| 43. Which of the following is NOT an example of the transfer of technology?   |  |  |  | | --- | --- | --- | |  | a. | Medical researchers at a university providing research data to a pharmaceutical company as part of an effort to find a cure for cancer. | |  | b. | A computer programmer sharing her source code with the public via the Internet. | |  | c. | A website designer downloading a copy of a photograph for use on a website, without the photographer's knowledge or permission. | |  | d. | A franchisor teaching a new franchise owner how to set up and run his franchise, using the franchisor's methods and materials. |  |  |  | | --- | --- | | *ANSWER:* | c | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - AICPA: - BB-Legal | | *STATE STANDARDS:* | United States - OH - United States - AICPA - BB-Legal | | *TOPICS:* | Introduction to Business Law | | *KEYWORDS:* | Bloom's: Analysis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 9/1/2017 2:52 PM | |

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| 44. As a form of foreign direct investment, a foreign branch is a business presence by the investor in the \_\_\_\_\_\_\_\_ country.   |  |  |  | | --- | --- | --- | |  | a. | home | |  | b. | host | |  | c. | neighboring | |  | d. | local |  |  |  | | --- | --- | | *ANSWER:* | b | | *POINTS:* | 1 | | *DIFFICULTY:* | Easy | | *QUESTION TYPE:* | Multiple Choice | | *HAS VARIABLES:* | False | | *NATIONAL STANDARDS:* | United States - AICPA: - BB-Legal | | *STATE STANDARDS:* | United States - OH - United States - AICPA - BB-Legal | | *TOPICS:* | Introduction to Business Law | | *KEYWORDS:* | Bloom's: Knowledge | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 9/1/2017 2:53 PM | |

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| Subjective Short Answer |

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| 45. Compare and contrast the three basic forms of international business or market entry strategies.   |  |  | | --- | --- | | *ANSWER:* | Answers will vary. | | *POINTS:* | 1 | | *DIFFICULTY:* | Challenging | | *QUESTION TYPE:* | Subjective Short Answer | | *HAS VARIABLES:* | False | | *LEARNING OBJECTIVES:* | IBLE.SADE.12.1 - Comparative Analytical Questions | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Synthesis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 46. Weigh the risks and benefits of entering the international market with those of entering or doing business in the domestic market.   |  |  | | --- | --- | | *ANSWER:* | Answer not provided. | | *POINTS:* | 1 | | *DIFFICULTY:* | Challenging | | *QUESTION TYPE:* | Subjective Short Answer | | *HAS VARIABLES:* | False | | *LEARNING OBJECTIVES:* | IBLE.SADE.12.1 - Comparative Analytical Questions | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Evaluation | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 47. Why do the risks to the firm increase as the penetration of the foreign market increases?   |  |  | | --- | --- | | *ANSWER:* | Answer not provided. | | *POINTS:* | 1 | | *DIFFICULTY:* | Challenging | | *QUESTION TYPE:* | Subjective Short Answer | | *HAS VARIABLES:* | False | | *LEARNING OBJECTIVES:* | IBLE.SADE.12.1 - Comparative Analytical Questions | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Synthesis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 48. In what ways is doing business in the developing nations of Eastern Europe both similar and different from doing business in the United States? Western Europe?   |  |  | | --- | --- | | *ANSWER:* | Answer not provided. | | *POINTS:* | 1 | | *DIFFICULTY:* | Moderate | | *QUESTION TYPE:* | Subjective Short Answer | | *HAS VARIABLES:* | False | | *LEARNING OBJECTIVES:* | IBLE.SADE.12.1 - Comparative Analytical Questions | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Evaluation | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 49. Compare and contrast the benefits and risks of direct and indirect exporting.   |  |  | | --- | --- | | *ANSWER:* | Answer not provided. | | *POINTS:* | 1 | | *DIFFICULTY:* | Challenging | | *QUESTION TYPE:* | Subjective Short Answer | | *HAS VARIABLES:* | False | | *LEARNING OBJECTIVES:* | IBLE.SADE.12.1 - Comparative Analytical Questions | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Evaluation | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 50. Weigh the relative benefits and risks of a medium-sized American firm licensing technology to a developed nation? A developing nation?   |  |  | | --- | --- | | *ANSWER:* | Answer not provided. | | *POINTS:* | 1 | | *DIFFICULTY:* | Challenging | | *QUESTION TYPE:* | Subjective Short Answer | | *HAS VARIABLES:* | False | | *LEARNING OBJECTIVES:* | IBLE.SADE.12.1 - Comparative Analytical Questions | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Evaluation | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 51. How do you feel doing business in the Middle East would differ from doing business elsewhere? What special factors (e.g. religious differences, cultural variables, Arab-Israeli relations) bear on your answer?   |  |  | | --- | --- | | *ANSWER:* | Answer not provided. | | *POINTS:* | 1 | | *DIFFICULTY:* | Challenging | | *QUESTION TYPE:* | Subjective Short Answer | | *HAS VARIABLES:* | False | | *LEARNING OBJECTIVES:* | IBLE.SADE.12.1 - Comparative Analytical Questions | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Evaluation | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 52. Compare and contrast the ethical and strategic aspects of providing contract interpretation services to foreign business partners.   |  |  | | --- | --- | | *ANSWER:* | Answer not provided. | | *POINTS:* | 1 | | *DIFFICULTY:* | Challenging | | *QUESTION TYPE:* | Subjective Short Answer | | *HAS VARIABLES:* | False | | *LEARNING OBJECTIVES:* | IBLE.SADE.12.1 - Comparative Analytical Questions | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Evaluation | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 53. Compare and contrast possible methods of managing currency risk.   |  |  | | --- | --- | | *ANSWER:* | Answer not provided. | | *POINTS:* | 1 | | *DIFFICULTY:* | Challenging | | *QUESTION TYPE:* | Subjective Short Answer | | *HAS VARIABLES:* | False | | *LEARNING OBJECTIVES:* | IBLE.SADE.12.1 - Comparative Analytical Questions | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Evaluation | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 54. Choose a product and a country to which you wish to export that product. Prepare an export plan, identifying in particular the factors that would need to be addressed in order to ensure a successful venture.   |  |  | | --- | --- | | *ANSWER:* | Answer not provided. | | *POINTS:* | 1 | | *DIFFICULTY:* | Challenging | | *QUESTION TYPE:* | Subjective Short Answer | | *HAS VARIABLES:* | False | | *LEARNING OBJECTIVES:* | IBLE.SADE.12.2 - Essay/Writing Assignments | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Analysis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 55. Identify a domestic franchise. Craft a franchising agreement that addresses standards/quality or service (in the manner of McDonald's).   |  |  | | --- | --- | | *ANSWER:* | Answer not provided. | | *POINTS:* | 1 | | *DIFFICULTY:* | Challenging | | *QUESTION TYPE:* | Subjective Short Answer | | *HAS VARIABLES:* | False | | *LEARNING OBJECTIVES:* | IBLE.SADE.12.2 - Essay/Writing Assignments | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 56. Devise "managerial guidelines" or "Troubleshooter's Guide" to which a U.S. franchise representative should refer in supervising or consulting with a new, foreign franchisee.   |  |  | | --- | --- | | *ANSWER:* | Answer not provided. | | *POINTS:* | 1 | | *DIFFICULTY:* | Challenging | | *QUESTION TYPE:* | Subjective Short Answer | | *HAS VARIABLES:* | False | | *LEARNING OBJECTIVES:* | IBLE.SADE.12.2 - Essay/Writing Assignments | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Analysis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |

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| 57. Design a business plan for doing business in the Middle East, addressing religious and cultural differences.   |  |  | | --- | --- | | *ANSWER:* | Answer not provided. | | *POINTS:* | 1 | | *DIFFICULTY:* | Challenging | | *QUESTION TYPE:* | Subjective Short Answer | | *HAS VARIABLES:* | False | | *LEARNING OBJECTIVES:* | IBLE.SADE.12.2 - Essay/Writing Assignments | | *NATIONAL STANDARDS:* | United States - BUSPROG: Hard - BUSPROG: Reflective Thinking | | *STATE STANDARDS:* | United States - AICPA - AICPA - BB-Legal | | *TOPICS:* | Introduction to International Business Law | | *KEYWORDS:* | Bloom's: Analysis | | *DATE CREATED:* | 8/24/2017 3:33 PM | | *DATE MODIFIED:* | 8/24/2017 3:33 PM | |