

**SULIT**



**BAHAGIAN PEPERIKSAAN DAN PENILAIAN  
JABATAN PENDIDIKAN POLITEKNIK  
KEMENTERIAN PENDIDIKAN TINGGI**

**JABATAN PERDAGANGAN**

**PEPERIKSAAN AKHIR**

**SESI JUN 2016**

**PP504: INTERNATIONAL TRADE**

**TARIKH : 23 OKTOBER 2016**

**MASA : 8.30 AM – 10.30 AM (2 JAM)**

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Kertas ini mengandungi ENAM (6) halaman bercetak.

Bahagian A: Case Study (1 soalan)

Bahagian B: Esei (3 soalan)

Dokumen sokongan yang disertakan : Tiada

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**JANGAN BUKA KERTAS SOALAN INI SEHINGGA DIARAHKAN**

(CLO yang tertera hanya sebagai rujukan)

**SULIT**

**SECTION A: 25 MARKS*****BAHAGIAN A: 25 MARKAH*****INSTRUCTION:**

This section consists of short case study questions. Answer **ALL** questions.

***ARAHAN:***

*Bahagian ini mengandungi soalan berbentuk kajian kes pendek. Jawab **SEMUA** soalan.*

**QUESTION 1*****SOALAN 1*****ROLE OF GOVERNMENT AGENCIES AND PRIVATE SECTOR**

The SMEs were also of the view that the government agencies and private sector could play a bigger role in assisting them to overcome the obstacles that they are facing. Organizations like SME Bank, Malaysia External Trade Development Corporation (MATRADE), Standard and Industrial Research Institute of Malaysia (SIRIM), SME Corp, Malaysian Technology Development (MTDC), Ministry of Science, Technology and Innovation (MOSTI), Federation of Malaysian Manufacturers (FMM) and Dewan Perniagaan Melayu Malaysia (DPMM) were some of the organizations that they listed that might be able to assist them. They also stated that SME Bank, CIMB and OSK should be able to provide them with the legal advice in addition to providing funding to them. SIRIM, according to their view could help in standardization and certification of their products and the help of SME Corp, MTDC and MOSTI are needed for product development. FMM and DPMM will be able to help in terms of business development and networking. There is also a need to have a government agency to offer advice on IT related matters as according to them, at the moment they are quite dependent on commercial IT units. They found it difficult to ascertain whether the advice given is effective and reliable as they do not have the expertise to evaluate them.

According to the “fast growth stage” companies, private sector on the other hand could provide financial assistance and to review the terms and conditions

of loan applications as the requirements set are too high and this serves as a major obstacle for them to expand their businesses. Besides that, they also felt that MATRADE could help in export development, market intelligence and tax regulations. As for "global enterprise" companies, they were of the opinion that the Malaysian Industrial Development Authority (MIDA) could help in providing information on doing business, investment opportunities and Ministry of International Trade and Industry (MITI) on exporting.

(Sources: *Cases of Successful Malaysian Small and Medium Enterprises (SMEs. DH Haron - 2010).*)

CLO 2  
C4

(a) Based on the article;

(i) Identify what is **MATRADE**?

*Kenalpasti apa itu MATRADE.*

[2 Marks]

[2 markah]

CLO 2  
C3

(ii) In line 19, the statement ... *they also felt that MATRADE could help in export development, market intelligence and tax regulations...* refers to MATRADE. Choose **FOUR (4)** core services of MATRADE to assist Malaysian companies go abroad.

*Barisan 19 dalam kenyataan di atas ... mereka juga merasakan bahawa MATRADE boleh membantu dalam pembangunan eksport, risikan pasaran dan peraturan cukai ... adalah merujuk kepada MATRADE. Pilih EMPAT (4) fungsi utama MATRADE untuk membantu syarikat-syarikat Malaysia yang akan memperkembangkan perniagaan ke luar negara.*

[8 Marks]

[8 markah]

CLO 2  
C3

(b) Choose **FIVE (5)** reasons why government should impose protectionism policies on International Trade.

*Pilih LIMA (5) sebab mengapa kerajaan mengenakan polisi dan halangan dalam perdagangan antarabangsa.*

[15 Marks]

[15 markah]

**SECTION B : 75 MARKS**

**BAHAGIAN B : 75 MARKAH**

**INSTRUCTION:**

This section consists of essay questions. Answer **ALL** questions.

**ARAHAN:**

*Bahagian ini mengandungi soalan esei. Jawab SEMUA soalan.*

**QUESTION 1**

**SOALAN 1**

CLO1  
C2

(a) Buying and selling of goods and services across national borders or territories, allowing both the buyer and seller to expand their business around the world. International trade exists for several reasons. Recognize **FIVE (5)** reasons why international trade exists.

*Salah satu aktiviti perdagangan antarabangsa ialah, membeli dan menjual barangan dan perkhidmatan merentasi sempadan atau wilayah negara, yang membolehkan kedua-dua pembeli dan penjual mengembangkan perniagaan mereka ke serata dunia. Perdagangan antarabangsa wujud berdasarkan beberapa sebab. Kenali LIMA (5) sebab mengapa perdagangan antarabangsa wujud.*

[10 Marks]

[10 markah]

CLO1  
C2

(b) Explain **THREE (3)** advantages of the economic integration impact in International Trade firms.

*Jelaskan TIGA (3) kelebihan kesan dari integrasi ekonomi ke atas Firma dalam Perdagangan Antarabangsa.*

[15 Marks]

[15 markah]

## QUESTION 2

## SOALAN 2

- CLO2  
C3 (a) (i) Explain Adam Smith Theory using example.  
*Terangkan teori Adam Smith dengan menggunakan contoh.*
- [5 Marks]  
[5 markah]
- CLO2  
C3 (ii) Explain David Ricardo Theory using example.  
*Terangkan teori David Ricardo dengan menggunakan contoh.*
- [5 Marks]  
[5 markah]
- CLO2  
C4 (b) Determine Heckscher-Ohlin theory with example.  
*Tentukan teori Heckscher-Ohlin beserta contoh.*
- [10 Marks]  
[10 markah]
- CLO2  
C4 (c) List down **FIVE (5)** assumptions according to Adam Smith in absolute advantages theory.  
*Senaraikan LIMA (5) andaian berdasarkan Adam Smith dalam teori faedah mutlak.*
- [5 Marks]  
[5 markah]

## QUESTION 3

## SOALAN 3

- (a) Buyer requested the seller to deliver goods to the warehouse without paying any customs duty. Consult the buyer based on the questions given below:  
*Seorang penjual meminta pendapat anda, untuk penghantaran barang ke gudang pembeli tanpa membuat pembayaran duti kastam.*
- CLO3  
C3 (i) Choose **ONE (1)** term you should suggest should offer to the buyer.  
*Pilih SATU (1) terma yang perlu anda cadangkan kepada pembeli.*
- [1 Mark]  
[1 markah]
- CLO3  
C3 (ii) Construct a figure to demonstrate how it works.  
*Binakan rangka kerja untuk menunjukkan bagaimana terma ini berfungsi.*
- [9 Marks]  
[9 markah]
- (b) CFR term requires the seller to be responsible on goods to be exported.  
*CFR memerlukan penjual bertanggungjawab ke atas semua barang untuk dieksport.*
- CLO3  
C3 i. Classify **THREE (3)** responsibilities of buyer and seller.  
*Kelaskan tanggungjawab TIGA (3) pembeli dan penjual*
- [9 Marks]  
[9 markah]
- CLO3  
C2 ii. Explain briefly **THREE (3)** types of documents for these terms.  
*Terangkan secara ringkas TIGA (3) jenis keperluan dokumen bagi syarat ini.*
- [6 Marks]  
[6 markah]

SOALAN TAMAT