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[5114]-101

**P.G.D.F.T. (First Semester) EXAMINATION, 2017**

**ECONOMICS**

**Paper I**

**(Managerial Economics)**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) *All questions are compulsory.*

(ii) *All questions carry equal marks.*

1. Explain various methods of measuring elasticity of demand. [15]

*Or*

Explain briefly short and long run cost curves. [15]

2. Explain briefly basics of maximization and optimization. [15]

*Or*

What do you mean by oligopoly ? Explain briefly about non-price competition. [15]

3. Explain briefly medium and long term decision in investment. [15]

*Or*

Explain product market and corporate strategies and decision to invest abroad. [15]

P.T.O.

4. Write short notes on (any *three*) :

[15]

- (a) Rule of NPV and IRR
- (b) Capital Rationing
- (c) Risk Aversion
- (d) Qualitative Forecasting
- (e) Pricing of multiple products.

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**[5114]-102**

**P.G.D.F.T. (First Semester) EXAMINATION, 2017**

**INTERNATIONAL ECONOMICS AND  
FOREIGN EXCHANGE MANAGEMENT**

**Paper II**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) *All questions are compulsory.*

(ii) *All questions carry equal marks.*

1. Explain the Hecksher-Ohlin theory of international trade. [15]

*Or*

“Free trade is beneficial to developing countries.”

2. Explain briefly types of tariffs and quotas. [15]

*Or*

What do you understand by exchange rate ? Explain briefly about futures and options.

3. Explain nature and scope of International Economics. How does it differ from national economy ? [15]

*Or*

Discuss in detail the impact of customs unions and regional groupings on world trade.

P.T.O.

4. Write short notes on (any *three*) :

[15]

- (1) WTO
- (2) FOB
- (3) Convertibility of Rupee
- (4) Spot Rate
- (5) NAFTA.

Total No. of Questions—4]

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**[5114]-103**

**P.G.D.F.T. (First Semester) EXAMINATION, 2017**

**INTERNATIONAL LOGISTICS**

**Paper III**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) All questions are compulsory  
(ii) All questions carry equal marks.

1. Write briefly on INCO-terms.

*Or*

Explain different types of surcharges like bunkering surcharge, currency surcharge, Heavy lift and long length surcharge, congestion surcharge applicable on international Freight.

2. Write briefly on international logistics and its importance.

*Or*

Explain in detail different modes of transport used in International Logistics.

3. Explain in detail 'Bill of Lading' and its types.

*Or*

Explain briefly various types of containers used in 'Ocean Freight'.

P.T.O.

4. Write short notes on (any *three*) :
- (a) Certificate of origin
  - (b) Advance freight and dead freight
  - (c) Customs house agent
  - (d) Lorry receipt
  - (e) Transshipment and part shipment.

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**[5114]-104**

**P.G.D.F.T. (First Semester) EXAMINATION, 2017**

**PRINCIPLES OF MARKETING MANAGEMENT**

**Paper IV**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) *All* questions are compulsory.

(ii) *All* questions carry equal marks.

1. Explain different steps in product development process.

*Or*

Discuss importance of 'Marketing'.

2. Define and explain 'Market Segmentation'.

*Or*

Explain in detail 'Product Life Cycle'.

3. Discuss 'Physical distribution system' in marketing.

*Or*

Explain in detail 'Marketing Channels'.

P.T.O.

4. Write short notes on (any *three*) :

(a) Four Ps' of Marketing

(b) Product Mix

(c) Marketing Audit

(d) Trade Mark.



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**[5114]-105**

**P.G.D.F.T. (First Semester) EXAMINATION, 2017**

**ECONOMICS**

**Paper V**

**(Quantitative Methods)**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) *All* questions are compulsory.

(ii) *All* questions carry equal marks.

1. (a) Statistics play an important role not only in the study of Economics and Commerce but also in actual business. [8]
- (b) The following table gives the distribution of 100 students according to their marks :

<b>Makrs</b>	<b>Students</b>
0—20	10
20—40	25
40—60	40
60—80	20
80—100	05

Obtain median for above data and verify it graphically. [7]

P.T.O.

*Or*

(a) Explain the following terms : [8]

- (i) Class boundaries.
- (ii) Less than type cumulative frequency.
- (iii) More than type cumulative frequency
- (iv) Relative frequency.

(b) Draw pie diagram for the following data : [7]

<b>Item</b>	<b>Expenses</b>
Food	180
Clothing	50
Education	60
Fuel	40
Rent	20
Misc.	10

2. (a) Define the following terms : [8]

- (i) Partition vlaues
- (ii) Quartiles
- (iii) Deciles
- (iv) Percentiles.

(b) Calculate arithmetic mean, median and mode of the group of students with weights (in kg) given below : [7]

57, 60, 66, 72, 75, 60, 57, 60, 66, 50.

*Or*

(a) Define the following terms : [8]

- (i) Sample
- (ii) Population
- (iii) Simple random sample
- (iv) Sampling unit.

- (b) For the following data obtain quartile deviation : [7]

Salary	Employee
2000—3000	21
3000—4000	39
4000—5000	48
5000—6000	30
6000—7000	12

3. (a) Find the missing observations, if the arithmetic mean and standard deviation of the following series are 10 and 4 respectively : [8]

14, ?, 11, 10, 13, 16, ?, 9, 12, 2.

- (b) Given that : [7]

$$r = \text{corr}(X, Y) = 0.4,$$

$$\Sigma(x - \bar{x})(y - \bar{y}) = 108, \text{SD}(y) = 3,$$

$$\Sigma(x - \bar{x})^2 = 900.$$

Find number of pairs of observations i.e.  $n$ .

Or

- (a) Explain the 'regression'. State the relationship between regression coefficients and correlation coefficient. [8]
- (b) The following table shows the results were obtained from records of age (X) and systolic blood pressure (Y) of a group of 10 persons : [7]

	X	Y
Mean	53	142
Variance	130	165

$\Sigma(x - \bar{x})(y - \bar{y}) = 1220$

Find the appropriate regression equation.

4. Write short notes on (any *three*) :

[15]

- (a) Random sample
- (b) Advantages and uses of sampling techniques
- (c) Sampling error
- (d) Range, inter-quartile range
- (e) Positive and negative correlation.

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**[5114]-201**

**P.G.D.F.T. (Sem. II) EXAMINATION, 2017**

**INTERNATIONAL MARKETING**

**Paper VII**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) *All questions are compulsory.*

(ii) *All questions carry equal marks.*

1. Discuss importance of Product Development, Product Positioning and Product Simplification.

*Or*

Elaborate 'Rules for Successful Exporting'.

2. Discuss opportunities and challenges in International Market.

*Or*

Comment briefly on 'Market Surveys and Market Research'.

3. What is 'Export Pricing' ? What are the factors to be considered in 'Export Pricing' ?

*Or*

What do you mean by 'Globalization' ? What is the impact of Globalization 'International Marketing' ?

P.T.O.

4. Write short notes on (any *three*) :

(a) Export Pricing

(b) Importance of Channel Selection

(c) Product Positioning

(d) Opportunities in International Market.

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**[5114]-202**

**P.G.D.F.T. (Second Semester) EXAMINATION, 2017**

**ECONOMICS**

**Paper VIII**

**(International Financial Management)**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) *All questions are compulsory.*

(ii) *All questions carry equal marks.*

1. Explain in detail for and against fixed and flexible exchange rates. [15]

*Or*

Explain features, premium and discounts in the forward exchange contracts.

2. Explain briefly the bank settlement and market clearance in Foreign Exchange Market. [15]

*Or*

What is Speculation ? Explain speculations via options and swaps.

3. Explain briefly selection process of portfolio analysis. [15]

*Or*

Explain the importance of international financial system in Gold and Dollar standards.

P.T.O.

4. Write short notes on any *three* :

[15]

(1) Parallel loan

(2) Euro bond

(3) Euro notes

(4) Euro Dollars

(5) Euro currencies or credit swaps.



Total No. of Questions—4]

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**[5114]-203**

**P.G.D.F.T. (Second Semester) EXAMINATION, 2017**

**EXPORT AND IMPORT PROCEDURES**

**Paper IX**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) *All questions are compulsory.*

(ii) *All questions carry equal marks.*

1. Write complete procedure to obtain 'Importer Exporter Code from DGFT'.

*Or*

Explain in detail complete procedure for customs clearance of Cargo in India by Air.

2. Write in detail 'Export Oriented Units Scheme' applicable in India.

*Or*

Explain in detail various terms of payment used in 'International Business'.

3. Write briefly on Category of Exporters like; manufacture exporter, merchant exporter, EOVS/SEZ/Biotech Parks/Software Technology Parks etc.

*Or*

Explain 'Advance Authorisation Scheme' applicable to Indian Exporter.

P.T.O.

4. Write short notes on any *three* :

- (1) Different types of customs duties applicable in India
- (2) Different terms of Purchase Contract
- (3) Role of Customs House Agent
- (4) Letter of Credit
- (5) Market Access Initiative and Market Development Assistance.

Total No. of Questions—4]

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**[5114]-204**

**P.G.D.F.T. (Second Semester) EXAMINATION, 2017**

**ECONOMICS**

**Paper X**

**(Indian Economy and Trade Dependencies)**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) *All* questions carry equal marks.

(ii) *All* questions are compulsory.

1. Explain India's Exports since 1980 with reference to commodity, composition and direction. [15]

*Or*

Explain in detail India's global trade and its growth.

2. What is balance of trade ? How it differs from Balance of Payment ? [15]

*Or*

Explain in detail various export promotion measures.

3. Explain briefly emerging foreign trade scenario. [15]

*Or*

Explain briefly changes in pattern of state trading in India.

P.T.O.

4. Write short notes on (any *three*) :

[15]

- (1) Convertibility of Rupee
- (2) Foreign Direct Investment
- (3) SEZs
- (4) EOU
- (5) Star Trading House.

Total No. of Questions—4]

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**P.G.D.F.T. (Second Semester) EXAMINATION, 2017**

**ECONOMICS**

**Paper-XI : Commercial Geography**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) *All* questions are compulsory.

(ii) *All* questions carry equal marks.

1. Classify the commercial activities and explain how man-made environment affect the commercial activities of man. [15]

*Or*

Iron-ore is the backbone of modern industrial society. Explain. Give an account of world distribution of iron-ore. [15]

2. Give a geographical account of ship-building industry in India. [15]

*Or*

Give an account of the importance of forest regions of the world. [15]

P.T.O.

3. Write notes (any *three*) : [15]
- (a) Definition and branches of Commerical Geography
  - (b) Renewable resources
  - (c) Major fishing regions of the world
  - (d) Hydroelectricity
  - (e) Major international ports of India.
4. Give a brief account of the development of information technology (IT) industry in India. [15]

*Or*

Mark and name the following in the outline map of the world given to you and prepare a suitable index : [15]

- (a) St. Lawrence sea way
- (b) Mediterranean sea
- (c) Tundra region
- (d) Kalahari desert
- (e) Trans-continental railway.

# WORLD

INST. TO CANDIDATES : ATTACH THIS MAP WITH ANSWER BOOK

