

Total No. of Questions : 5]

SEAT No. :

P4813

[5182]- 101

[Total No. of Pages : 1

P. G. D. I. E. M

**101 : INDIAN ECONOMY AND TRADE DEPENDENCIES
(2013 Pattern) (Semester - I)**

Time :3 Hours]

[Max. Marks :50

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

Q1) State various Public Sector reforms in India also explain impact of Privatization & Disinvestment in India after 1991. **[10]**

OR

What are the trends of National Income in India.

Q2) Critically explain the role of foreign aid from Indian Business perspective. **[10]**

OR

Define regional Disparities and explain how Regional Disparities can be reduced.

Q3) Discuss the growth of IT industry in India with its present scenario with live examples. **[10]**

OR

What are the effects of Globalization in Indian enterprises & External Sectors.

Q4) What are the reasons for satisfactory Balance of Payments situation in post reform period. **[10]**

OR

Explain how the foreign Trade policy has grown since 1991 with its structure.

Q5) Write Short Notes on: **[10]**

- a) India's Foreign Exchange Reserve
- b) WTO

OR

What are the global strategies in the global trade with reference to India.



Total No. of Questions : 5]

SEAT No. :

P4814

[5182]-102

[Total No. of Pages : 1

P.G.D.I.E.M.

102 : EXPORT & IMPORT PROCEDURES

(2013 Pattern) (Semester - I)

Time : 3 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Each question has an internal option.*
- 3) *Each question carries 10 marks.*
- 4) *Your answers should be specific and to the point.*
- 5) *Support your answers with suitable live examples.*

Q1) a) “Exporter is a person, who exports or intends to export and holds an importer-exporter code number, unless otherwise specifically exempted”. Discuss the categories of exporters. **[10]**

OR

b) What are required registrations with different authorities for intending importers/exporters before commencing business? **[10]**

Q2) a) Discuss in detail Export Promotion Capital Goods Scheme. **[10]**

OR

b) Explain “Letter of Credit” and various conditions in it. **[10]**

Q3) a) Elaborate on various terms of payments in Import & Export. **[10]**

OR

b) Write a note on Import Management. **[10]**

Q4) a) Write a note on Import policy & ITC HS. **[10]**

OR

b) Explain in detail role of a Freight Forward Agents. **[10]**

Q5) a) What are the procedures for import clearance at Sea port? **[10]**

OR

b) What are the documents required for customs clearance of goods?[10]

x x x

Total No. of Questions : 5]

SEAT No :

P4815

[5182]-103
P.G.D.I.E.M.

[Total No. of Pages : 1

**103:INTERNATIONAL MARKETING
(2013 Pattern)(Semester-I)**

Time : 3 Hours]

[Max.Marks:50

Instructions to candidates:

- 1) *All questions carry equal marks.*
- 2) *All questions are compulsory.*

Q1) a) Explain the challenges involved in International marketing with suitable examples.

OR

b) Discuss the key distinguishing factors between domestic and global marketing.

Q2) a) Describe the economic & socio-cultural factors in the international marketing environment that need to be considered by business organisations.

OR

b) What is country Risk Analysis? Highlight the need for country Risk Analysis.

Q3) a) Define International Marketing Research. Explain the need and scope.

OR

b) An organisation selling medical equipments to hospitals wants to segment its market in Asia. What economic & demographic factors should be considered?

Q4) a) Explain the different international product decisions.

OR

b) List out various factors impacting international pricing decisions.

Q5) Write short notes on any two of the following.

- a) International marketing communication process.
- b) Features of global advertising.
- c) Personal selling in international markets.



Total No. of Questions :5]

SEAT No. :

P4816

[Total No. of Pages : 2

[5182]-104
P.G.D.I.E.M.
GLOBAL LOGISTICS & SUPPLY CHAINS (Semester-I)
(2013 Pattern)

Time : 3 Hours]

[Max. Marks :50

Instructions to the candidates:

- 1) All questions are compulsory.*
- 2) Neat diagrams must be drawn wherever necessary.*
- 3) Figures to the right indicate full marks.*
- 4) All questions carry equal marks.*

Q1) a) Explain the term Global logistics in detail. What is the use of Incoterms in a contract? **[10]**

OR

b) Write a detailed note on the various modes of Transportation. Discuss the difference. between Air Transport and Sea Transport.

Q2) a) Explain Motor vehicles Act. 1988 & Carriers Act.1865 **[10]**

OR

- b) Write short notes on:
- i) Currency Adjustment factor.
 - ii) Bunker Adjustment Factor.
 - iii) Freight surcharges.

Q3) a) Write a detailed note on the various shipping procedures. **[10]**

OR

b) Explain the function and Role of custom Brokers & Freight Forwarders.

P.T.O.

Q4) a) Write about the major ports in India. **[10]**

OR

b) Write about the important sea routes used in the world.

Q5) a) Write a brief explanation about Containerization & the types of containers. **[10]**

OR

b) What are the functions & benefits of Inland container depots & Container Freight stations.



Total No. of Questions : 5]

SEAT No. :

P4817

[5182]- 201

[Total No. of Pages : 2

P. G. D. I. E. M.

201 : INTERNATIONAL BUSINESS ENVIRONMENT

(2013 Pattern) (Semester - II)

Time :3 Hours]

[Max. Marks :50

Instructions to the candidates:

- 1) *Attempt all questions.*
- 2) *All questions carry equal marks.*

Q1) a) Explain how the domestic environment can have an impact on international business environment.

OR

b) Elaborate on the concept of Tariff and non-Tariff barriers in international business environment.

Q2) a) With respect to India discuss the pattern and structure of foreign investments.

OR

b) Discuss the effects of movements in foreign exchange on trade and investment flows.

Q3) a) Write short notes on :-

- | | |
|--------|---------|
| i) WTO | ii) IMF |
|--------|---------|

OR

b) Write short notes on:-

- | | |
|---------|---------|
| i) GSTP | ii) GSP |
|---------|---------|

P.T.O.

Q4) a) Discuss the importance of Pricing and regulations in International Business,

OR

b) Elaborate on the current strategic alliances in International business.

Q5) a) Explain the structure and functioning of EC and NAFTA.

OR

b) Discuss - There has been a growing concern for ecology in International business.



Total No. of Questions : 5]

SEAT No. :

P4818

[5182]-202

[Total No. of Pages : 1

P.G.D.I.E.M.

202 : INTERNATIONAL FINANCIAL MANAGEMENT

(2013 Pattern) (Semester - II)

Time : 3 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) There are five questions each of 10 marks*
- 2) All questions are compulsory with internal choice.*

Q1) Differentiate between balance of payment and balance of trade. [10]

OR

Write in detail nature, scope and significance of International finance.

Q2) What is a foreign exchange (forex) market? Explain the participants in a forex market. [10]

OR

Name the four international parity conditions. Explain each one briefly.

Q3) Explain the methods of evaluating international investment decisions. [10]

OR

How is the cost of capital for an international investment project determined?

Q4) Explain regulations of Reserve Bank of India in respect to International Finance. [10]

OR

Explain the provisions of Foreign Exchange Management Act (FEMA).

Q5) Write a detailed note on American Depository Receipts (ADR) and Global Depository Receipts (GDR). [10]

OR

Explain in detail International receivables and cash management.

x x x

Total No. of Questions : 5]

SEAT No :

P4819

[5182]-203
P.G.D.I.E.M.

[Total No. of Pages : 2

**203: INTERNATIONAL MARKETING RESEARCH
(2013 Pattern) (Semester-II)**

Time :3Hours]

[Max.Marks:50

Instructions to the candidates:

- 1) *All the questions are compulsory.*
- 2) *Figure to right indicates the marks*

Q1) What do you mean by International Marketing Research ? Explain its nature and scope in brief. **[10]**

OR

How does on organization set up International Marketing Research system ? Explain with the help of real life example. **[10]**

Q2) What are the various steps involved in International Marketing Research process? Explain in brief. **[10]**

OR

A private sector Bank is facing the problem of low awareness among its forget customer's in Pune city. Prepare a Research proposal to help its marketing manager. **[10]**

Q3) What are the various types of sampling methods? Explain in brief. **[10]**

OR

A manager of kids apparel store is willing to analyze the current trends in market to grow the business in International market. Help the manager by preparing the appropriate questionnaire. **[10]**

Q4) What are the various techniques at data analysis? Explain the multivariate data analysis technique in detail. **[10]**

OR

What are the various issues involved in multi country data analysis? Explain in detail. **[10]**

Q5) How do you carry out international market opportunity analysis? Explain with examples. **[10]**

OR

What are various attitude measurement technique? Explain with suitable examples. **[10]**



Total No. of Questions : 5]

SEAT No. :

P4820

[5182]- 204

[Total No. of Pages : 1

P.G.D.I.E.M.

**204 :WTO & INTELLECTUAL PROPERTY RIGHTS
(2013 Pattern) (Semester - II)**

Time :3 Hours]

[Max. Marks :50

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Each question has internal option.*
- 3) *Each question carries 10 marks.*

Q1) Discuss major milestones of GATT with reforms of the nineties.

OR

Describe objectives & relevance of GATT in detail.

Q2) Write a short note on any two:

- a) Duty - safeguard measures
- b) Anti - Dumping
- c) Multifibre Agreements
- d) Provision of GATs

Q3) Explain the legal relationship among covered agreements & bilateral agreement under WTO dispute settlement mechanism.

OR

Discuss Uruguay Round Agreements Act 1994.

Q4) Explain scope of undisclosed information under IPR.

OR

Discuss components of IPRs copyrights & related rights.

Q5) Explain evolution & development of IPRs at international & national level, International regime of IPR relating to _____ (a or b)

- a) Trade Mark

OR

- b) Copyrights

