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P.G.D.F.T (Semester - I)
ECONOMICS (Paper - I)
Managerial Economics
(2013 Pattern)

Time : 3 Hours]

[Max. Marks : 60

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

Q1) What do you mean by elasticity of demand. Explain the use of elasticity in managerial decision making process? **[15]**

OR

Explain the scope of managerial Economics and differ from micro Economics?

Q2) What is Economics of Scale? Explain Internal and External Economies and diseconomies of scale. **[15]**

OR

Explain with the help of diagram how price and output is determined under monopoly competition.

Q3) What is cost of capital? Explain its structure and role in international competitiveness. **[15]**

OR

Explain briefly about linear Programming.

Q4) Write Short Notes on : (Any three) **[15]**
a) Risk aversion
b) Zero sum game
c) Individual and market demand
d) Decision Rule of Net present value method
e) Capital Rationing.

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P.G.D.F.T. (Semester - I)
International Economics and Foreign Exchange Management
(Paper - II) (2013 Pattern)

)Time : 3 Hours]

[Max. Marks : 60

Instructions :
1) Attempt all questions.
2) All questions carry equal marks.

Q1) Explain the modern theory of International Trade by Hecksher - ohlin. **[15]**

OR

What is Protection? Give arguments in Favour and against Protection.

Q2) Explain in detail foregin exchange management with reference to India. **[15]**

OR

What do you mean by Exchange rate mechanism? Explain the spot Exchange rate System.

Q3) Explain briefly Regional grouping and its impact on world trade. **[15]**

OR

Explain in brief Forward exchange rate System.

Q4) Write Short Notes on : (Any three) **[15]**
   a) INCOTERMS
   b) Free on Board
   c) L.E.R.M.S.
   d) Swaps
   e) Convertibility of Rupee

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P.G.D.F.T. (Semester - I)
International Logistics
(Paper - III) (2013 Pattern)

)*Time : 3 Hours]*

[Max. Marks : 60

Instructions to the candidates:
  1) All questions are compulsory.
  2) All questions carry equal marks.

Q1) Write Briefly International Logistics & it's Importance.

OR

Explain different types of Vessels used in Ocean Freight.

Q2) Explain in detail different Containers used in Ocean Freight.

OR

Explain in Brief Bill Of Lading & it's types used in Ocean Freight.

Q3) Explain various types of Cargo & packing requirements in International Logistics.

OR

Write Briefly on Different Modes of Transport in International Logistics.

Q4) Write Short Notes on : (Any three)
  a) Air Way Bill
  b) Heavy Lift & Long Length Surcharge
  c) Customs House Agent
  d) Bunkering Surcharge & Currency Surcharge
  e) Transhipment & Part shipment

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P.G.D.F.T (Semester - I)

PRINCIPLES OF MARKETING (Paper - IV)

(2013 Pattern)

Time : 3 Hours]

[Max. Marks :60

Instructions to the candidates:

　　1)　All questions are compulsory.

　　2)　All Questions carry equal marks.

Q1)　Define 'Marketing channel'. Explain various factors influencing 'Selection of Channel'.

OR

Explain different steps in 'Product Development Process'.

Q2)　Define 'Price'.Explain different types of 'Price'.

OR

What factors are to be considered for 'Competitor's Analysis'.

Q3)　Define 'Advertising'. Explain various types (media) of advertising.

OR

Discuss importance of 'Marketing' in today's competitive markets.

Q4) Write Notes (Any Three)

     a)   Trade Mark.

     b)   Indirect Channel.

     c)   Product Mix.

     d)   Marketing Audit.

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P.G.D.F.T (Semester - I)

ECONOMICS (Paper - V)

Quantitative Methods

(2013 Pattern)

Time : 3 Hours] *[Max. Marks :60*

Instructions to the candidates:

1) **All Questions carry equal marks.**

2) **All questions are compulsory.**

Q1) a) Describe utility and scope of statistical techniques. **[7]**

b) Calculate mean median mode. **[8]**

Class:	0 - 10	10 - 20	20 - 30	30 - 40	40 - 50
Frequency:	46	78	26	15	9

OR

a) Calculate sub - divided bar diagram. **[7]**

Items:	food	clothing	House	education	fuel	misc.	saving
Expenses:	240	160	120	80	40	80	80

b) Calculate Quartiles D_7 and P_{70} from the following. **[8]**

Marks:	0 - 10	10 - 20	20 - 30	30 - 40	40 - 50	50 - 60	60 - 70	70 - 80
Frequency:	5	8	7	12	28	20	10	10

Q2) a) Calculate standard deviation & its coefficient. **[7]**

Class:	0 - 8	8 -16	16 - 24	24 - 32	32 -40
Frequency:	3	5	10	12	2

b) What are sampling methods. Explain probability and non -probability sampling. **[8]**

a) Calculate Range and its coefficient. **[7]**

Class:	0 - 10	10 - 20	20 - 30	30 - 40	40 - 50
Frequency:	3	7	20	15	6

b) Calculate Quartile deviation and its coefficient. **[8]**

Class:	0 - 10	10 -20	20 - 30	30 - 40	40 - 50
Frequency:	4	15	28	16	7

Q3) a) Explain the advantages and uses of sampling techniques. **[7]**

b) Explain the concept of correlation and Regression. **[8]**

a)

	Yield of Rice	Annual rainfall.
$\bar{X}$	10	8
SD	8	2

[7]

Coefficient of correlation = 0.5. Estimate the Yield when rainfall is 9 inches.

b) Calculate karl pearson correlation coefficient. **[8]**

Sales:	100	200	300	400	500	600	700
Profit:	30	50	60	80	100	110	130

Q4) Write short Notes on (Any three) **[15]**

a) Sample and population.

b) Sampling Errors.

c) Sampling Frame.

d) Scatter diagram method.

e) Functions of classification & presentation.

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P.G.D.F.T. (Semester - II)

INTERNATIONAL MARKETING

(2013 Pattern) (Paper - VII)

Time : 3 Hours]   *[Max. Marks :60*

Instructions to the candidates:

    1)   *All questions are compulsory.*

    2)   *All questions carry equal marks.*

Q1)   Discuss various methods to enter in International Market.

OR

Elaborate 'Rules for Successful Exporting'.

Q2)   Discuss Importance of Product Development, Product positioning and Product Simplification.

OR

Explain various objectives of promotion policy. Also comment on importance of promotion policy.

Q3)   What do you mean by 'Globalization'? What is the impact of 'Globalization' on International Marketing.

OR

What is 'Export pricing'? What factors are to be considered for Pricing Strategy?

P.T.O.

Q4) Write Notes (Any THREE):

    a)   Objectives of Advertising in International Market.

    b)   Product Simplification.

    c)   Importance of Channel Selection.

    d)   Opportunities in International Market.

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P.G.D.F.T (Semester - II)

ECONOMICS (Paper - VIII)

International Financial Management

(2013 Pattern)

Time : 3 Hours]   *[Max. Marks :60*

Instructions to the candidates:

    1)   *All questions carry equal marks.*

    2)   *All questions are compulsory.*

Q1)   Explain the importance, rewards and risks of International finance. **[15]**

                               OR

      What do you mean by forward exchange contract? Explain its features premium & discounts.

Q2)   Explain briefly speculation via forward future and option?   **[15]**

                                 OR

      Explain in detail about short term financial markets.

Q3)   Explain briefly long term financial market.   **[15]**

                                 OR

      Explain international manifestation of law of one price?

Q4) Write short notes on (any three):   **[15]**

   a)   Hedging

   b)   Advantages of fixed Exchange Rate.

   c)   Step in selection of portfolio.

   d)   Types of buying and selling rates.

   e)   Transaction exposure.

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P.G.D.F.T. (Semester - II)

EXPORT & IMPORT PROCEDURES

(2013 Pattern) (Paper - IX)

Time : 3 Hours] *[Max. Marks : 60*

Instructions to the candidates:

1) *All questions are compulsory.*

2) *All questions carry equal marks.*

Q1) Write briefly essentials for starting "Export Business" like Registration of firms with various Government authorities, PAN No., IE code, BIN No., Export Promotion Council, Central Excise.

OR

Explain in Detail Complete documentation & procedure for Customs Clearance of cargo in India. For Imports.

Q2) Write complete procedure to obtain importer Exporter code from DGFT.

OR

Discuss in detail various documents used in International Trade like Regulatory Documents, Risk Covering Documents, Transport Documents Etc.

Q3) Write in detail "Export Promotion Of Capital Goods" applicable as per Foreign Trade Policy.

OR

Write various benefits applicable to Indian Exporter as per Foreign Trade Policy.

P.T.O.

Q4) Write Short Notes (Any Three)

    a)   Types of Customs duties applicable in india.

    b)   Benefits applicable to Status Holders as per Foreign Trade Policy.

    c)   Role of Customs House Agent.

    d)   Focus Product & Focus Market Scheme.

    e)   Duty Entitlement Pass Book Scheme.

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P.G.D.F.T. (Semester - II)

ECONOMICS

Indian Economy and Trade Dependencies

(2013 Pattern) (Paper - X)

Time : 3 Hours]   *[Max. Marks : 60*

Instructions to the candidates:

    1)   *All questions carry equal marks.*

    2)   *All questions are compulsory.*

Q1) Explain briefly India's relative position in world trade.   **[15]**

OR

Explain briefly India's Import since 1965 with reference to commodity, composition and its directions.

Q2) What is Balance of payment. How it differ from Balance of Trade.   **[15]**

OR

Briefly explain measures of Export promotion.

Q3) Explain in detail Globalisation and Emerging Foreign Trade Scenario?**[15]**

OR

Explain briefly convertibility of Rupee and its impact on Foreign Trade?

Q4) Write Short Notes on (Any Three):   **[15]**

    a)   Free Trade Zone.

    b)   EOU.

    c)   Advantages of State Trading.

    d)   FDI.

    e)   Trading House.

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P.G.D.F.T. (Semester - II)

ECONOMICS

Commercial Geography

(2013 Pattern) (Paper - XI)

Time : 3 Hours]   *[Max. Marks : 60*

Instructions to the candidates:

    1)   *All questions are compulsory.*

    2)   *All questions carry equal marks.*

Q1) Explain in detail nature and scope of commercial Geography.   **[15]**

<div align="center">OR</div>

Explain in detail Losch theory of profit Maximisation.

Q2) Explain briefly Mineral resource in India.   **[15]**

<div align="center">OR</div>

Explain about ship building and Information Technology.

Q3) Write Short Notes on (any three)   **[15]**

    a)   Cotton Textile in India

    b)   Coal production in India

    c)   Cattle rearing

    d)   Determinism

    e)   Nuclear energy in India.

Q4) Explain in detail Green Revolution in India.   **[15]**

<div align="center">OR</div>

Indicate the name in the outline map of world

a)   Ports of the world

b)   Trans saiberian railway

c)   Arabian sea

d)   Major deserts of world

e)   Bay of Bengal.

<div align="center">✔ ✔ ✔</div>