

Total No. of Questions : 5]

SEAT No. :

P4475

[4788]-101

[Total No. of Pages : 3

P.G.D.I.E.M

101-INDIAN ECONOMY & TRADE DEPENDENCIES

(2013Pattern) (Semester-I)

Time : 2.5 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Each questions 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) Evaluate the progress of Human Development in India. **[10]**

OR

b) Privatization & Disinvestment positively affected progress of Human Development in India-Comment with examples. **[10]**

Q2) a) Explain various Economic reforms initiated by Government of India in the past for the reduction of Poverty in India. **[10]**

OR

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

Q3) a) Discuss the small sector Industrial Policy in brief. **[10]**

OR

b) Discuss the impact of Outsourcing on I.T. industries in India. **[10]**

P.T.O.

Q4) a) Elaborate on the role of Foreign Investment Inflow in boosting economic growth of India. **[10]**

OR

b) Discuss the role of SEZ in foreign trade of India **[10]**

Q5) a) Explain the impact of Liberalization in Indian Economy. **[10]**

OR

b) Write a detail note on WTO. **[10]**



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[4788]-102

[Total No. of Pages : 2

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

102 : EXPORT & IMPORT PROCEDURES

(2013 Pattern) (Semester-I)

Time : 2½ 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) Briefly discuss about different Categories of the Exporters. **[10]**

OR

b) What are special economic zones? Highlight their role in improving exports. **[10]**

Q2) a) What are the various clearances obtained before export? Explain the procedures of getting various clearances. **[10]**

OR

b) What is duty drawback? How can a company doing exports avail this option? **[10]**

Q3) a) What is procurement planning? Explain importance of procurement planning. **[10]**

OR

b) Explain in detail purchase contract. **[10]**

P.T.O.

Q4) a) Write a note on Valuation rules. **[10]**

OR

b) Explain in detail role of a customs House Agent. **[10]**

Q5) a) Explain Sea Shipments procedure in detail. **[10]**

OR

b) Explain Air Shipments procedure in detail. **[10]**



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SEAT No. :

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[4788] -103

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

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

Time : 2 ½ Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Each question carries 10 marks.*

Q1) a) Discuss the objectives of International Marketing in the light of current business Environment.

OR

b) Explain the rationale of 'Think Global, Act Local' with regards to International Marketing.

Q2) a) What socio-cultural elements would be studied by an International Marketer? Justify.

OR

b) Describe the significance of country risk analysis with reference to International Market.

Q3) a) Effective International Marketing Research is crucial to prevent marketing failures. Justify the statement with suitable examples.

OR

b) Assume you are Marketing Manager of a company dealing in pharmaceutical products. Now you intend to expand overseas market by appointing distribution channel members. What criteria should be used for selecting distributors?

P.T.O.

Q4) a) What factors should be considered by firms while taking international packaging decisions?

OR

b) Critically evaluate the factors influencing international pricing decisions.

Q5) a) As an advertising Manager draft a promotion plan for selling Indian Handloom garments in the European Market.

OR

b) Explain the steps to be considered for successful participation in international trade exhibition by firms.



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SEAT No. :

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

104: GLOBAL LOGISTICS & SUPPLY CHAINS

(2013 Course) (Semester - I)

Time : 2 ½ Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *Attempt all the questions.*
- 2) *Each Questions has internal options.*
- 3) *Each Question carries 10 marks.*

Q1) What are 7R's and 5P's of logistic management.

OR

Describe the recent development in International logistics. How has International trade flourished due to logistics.

Q2) State the various provision relating to the carriage of goods by Land.

OR

Briefly state the freight calculations for various modes of Transportation.

Q3) What is the function & importance of custom broker, forwarder & consolidator, shipping Agents.

OR

Describe the different forms of shipping services.

Q4) Describe the important sea routes and the trade happening on this route. Mention some major ports of India & world.

OR

Describe the recent trends, development and Initiatives taken by Indian Government in respect of shipping Industry.

Q5) Explain the concept & process of containerization.

OR

Describe different types and advantages of containerisation along with the precautions to be exercised at the time of their use.



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SEAT No. :

P4479

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

**201 : INTERNATIONAL BUSINESS ENVIRONMENT
(2013 Pattern) (Semester - II)**

Time : 2½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) a) Explain tariff and non-tariff barriers to trade.

OR

b) Explain how domestic, foreign and global environments have impact on international business decisions.

Q2) a) Explain how movements in foreign exchange and interest rates have impact on trade and investment flows.

OR

b) Discuss the pattern and structure of foreign investments in India. Also explain its effects.

Q3) a) Explain the following:

- i) WTO
- ii) IMF
- iii) UNCTAD

OR

b) Explain the following:

- i) GSP
- ii) GSTP

P.T.O.

Q4) a) Discuss the issues in Foreign investments.

OR

b) Explain the issues in international technology transfer.

Q5) a) Explain the following:

i) Multilateralism

ii) Regionalism

Discuss regionalism Vs Multilateralism with the help of Major trading blocks in the world economy.

OR

b) Give the structure & functioning of:

i) EC

ii) NAFTA



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SEAT No. :

P4480

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

**202 : INTERNATIONAL FINANCIAL MANAGEMENT
(2013 Pattern) (Semester-II)**

Time : 2½ 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) What is International Financial Institution? Explain the functions of Asian Development Bank. **[10]**

OR

Differentiate between balance of payment & Balance of Trade.

Q2) Differentiate between Foreign exchange and foreign exchange market. **[10]**

OR

Explain the Management of Foreign Currency exposure.

Q3) How do international capital investment decisions differ from domestic capital investment decisions? **[10]**

OR

Explain the concept of cost of capital and capital structure of a Multinational Firm.

Q4) Explain the Indian perspective of foreign trade policy and rupee convertibility with respect to International finance. **[10]**

OR

Explain regulations of Reserve Bank of India in respect to International Finance.

Q5) Write detailed note on 'Buyers Credit' and 'Suppliers Credit'. **[10]**

OR

Define ECB and FDI. How do they help in International Scenario?



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SEAT No. :

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

203: INTERNATIONAL MARKETING RESEARCH

(2013 Pattern) (Semester - II)

Time : 2 ½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) How International Marketing Research is more complex than Domestic Marketing Research. **[10]**

OR

Explain in detail 'International Marketing Information System'.

Q2) What are the challenges and issues in International Marketing Research Data Collection? **[10]**

OR

Explain various sources of data collection at international level.

Q3) What is Non Sampling Error? Explain with example. **[10]**

OR

Explain various probability and Non probability sampling techniques.

Q4) "Data interpretation is very crucial stage in any research". Comment. **[10]**

OR

How multivariate and univariate data analysis techniques used in multy country data Analysis.

P.T.O.

Q5) Explain any two scaling Techniques. Give appropriate example.

[10]

OR

Explain the following.

- a) Nominal & ordinal scale
- b) Rating & Ranking scale.



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SEAT No. :

P4482

[4788] -204

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

**204: WTO AND INTELLECTUAL PROPERTY RIGHTS
(2013 Course) (Semester - II)**

Time : 2 ½ Hours]

[Max. Marks : 50

Instructions to the candidates:

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

Q1) Describe formation of GATT with its objectives in detail.

OR

What are major milestone of GATT & Reforms of the nineties.

Q2) Brief structure of WTO & its basic principles in detail.

OR

WTO & Export. Comment.

Q3) Describe Dispute settlement mechanism in WTO.

OR

What is Dispute settlement understanding & covered agreement & legal relationship among covered agreement.

Q4) Explain IPR under WTO. Also explain components of IPRs copyrights & related rights.

OR

Describe an agreement related to undisclosed information protection of trade secrets in India.

Q5) Write short notes (any two)

- a) Protectionism
- b) Multifibre Agreement
- c) Uruguay round agreement act 1994
- d) Trademarks

