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**P.G.D.F.T. Economics**

**MANAGERIAL ECONOMICS (Paper - I)**

**(2013 Pattern) (Semester - I)**

*Time : 3Hours]*

*[Max. Marks : 60*

*Instructions to the candidates :-*

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

**Q1)** Explain nature and scope of Managerial Economics. Defferentiate with Micro Economics. **[15]**

OR

What do you mean by elasticity of demand? Explain price elasticity of demand in detail.

**Q2)** Explain briefly internal and external economies of scale. **[15]**

OR

What do you mean by monopoly? Explain how price and output are determined under discriminating monopoly.

**Q3)** What do you mean by capital budgeting? Explain various steps involved in capital budgeting process. **[15]**

OR

What do you mean by risk analysis? Explain risk and uncertainty in managerial decision making process.

**P.T.O.**

**Q4)** Write short notes on (any three) :

**[15]**

- a) Qualitative forecasting
- b) Game theory
- c) Features of oligopoly
- d) Profitability index
- e) Pricing of multiple products



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**P.G.D.F.T. Economics**

**INTERNATIONAL ECONOMICS AND FOREIGN EXCHANGE  
MANAGEMENT (Paper - II)  
(2013 Pattern) (Semester - I)**

*Time : 3 Hours]*

*[Max. Marks : 60*

*Instructions to the candidates :-*

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

**Q1)** Explain briefly Heckcher Ohlin Theory of International Trade. **[15]**

OR

Explain for and against about protection.

**Q2)** Explain briefly about Foreign Exchange Management with reference to India. **[15]**

OR

Explain Custom Union and Regional Grouping and its impact in World Trade.

**Q3)** Explain Exchange Rate mechanism with reference to Spot and Forward rate. **[15]**

OR

Explain briefly Evolution, Function of WTO.

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

- a) GATT and its functions
- b) Quotas and subsidies
- c) INCOTERM
- d) LERMS
- e) SWAPS



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**P.G.D.F.T. Economics**

**INTERNATIONAL LOGISTICS (Paper - III)**

**(2013 Pattern) (Semester - I)**

*Time : 3 Hours]*

*[Max. Marks : 60*

*Instructions to the candidates :-*

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

**Q1)** Write briefly on International Logistics & it's importance. **[15]**

OR

Write in detail different INCO terms user in International Trade.

**Q2)** Write in detail about various shipping intermediaries like - customs House Agent, Freight Broker, Port Agents, Line Agents. **[15]**

**Q3)** Write briefly on various containers user for sea freight in international logistics. **[15]**

OR

Write in brief different modes of Transport user in international logistics.

**Q4)** Write Short Notes (Any three) **[15]**

- a) Bill of Lading
- b) Bunkering Surcharge, Currency surcharge
- c) Transshipment & Partshipment
- d) Customs House Agent
- e) Advance Freight , Dear Freight.



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**P.G.D.F.T. Economics**

**PRINCIPLES OF MARKETING MANAGEMENT (Paper - IV)**

**(2013 Pattern) (Semester - I)**

*Time : 3 Hours]*

*[Max. Marks : 60*

*Instructions to the candidates :-*

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

**Q1)** Explain how "Marketing information system (MIS)" helps the organisation in achieving its objectives. **[15]**

OR

Discuss various factors influencing 'Market segmentation'. Also comment on its benefits.

**Q2)** State and explain different stages in 'Product Life Cycle'. **[15]**

OR

"Physical Distribution System" plays an important role in today's marketing strategies - Discuss.

**Q3)** Write Notes (Any three): **[15]**

- a) Product Development
- b) Differentiated Marketing
- c) Brand
- d) SWOT Analysis
- e) Functions of Marketing Channels

**Q4)** Define "Price". Explain different methods of pricing. **[15]**

OR

Discuss various factors influencing pricing mechanism.



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P.G.D.F.T. (Economics)

QUANTITATIVE METHODS (Paper - V)

(2013 Pattern) (Semester - I)

*Time : 3 Hours]*

*[Max. Marks : 60*

*Instructions to the candidates :-*

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

**Q1)** a) "Statistics should not be used as a blindman does a lamp post for support instead for illuminations comment on the statement. [7]

b) Calculate mean median mode. [8]

C-I	0-20	20-40	40-60	60-80	80-100	100-120	120-140
Frequency	8	6	18	12	12	17	7

OR

a) Draw histogram, frequency curve and polygon [7]

Marks	: 0-5	5-10	10-15	15-20	20-25	25-30	30-35
No. of students:	8	12	15	20	16	11	7

b) Draw OGIVE from the following [8]

Marks	: 0-10	10-20	20-30	30-40	40-50	50-60	60-70
No. of student :	12	14	18	21	15	11	9

**Q2)** Calculate Quartiles. Deciles<sub>8</sub> percentile<sub>53</sub> [15]

C-I	:	0-10	10-20	20-30	30-40	40-50	50-60
Frequency	:	16	14	23	17	7	3

**P.T.O.**

OR

Calculate Quartile and standard deviation and its coefficient from the following [15]

(X) 10 20 30 40 50 60 70

(F) 6 8 16 15 32 11 12

- Q3)** a) Explain the advantages and uses of sampling techniques.  
b) Probability and non probability Sampling. [15]

OR

a) Karl pearson correlation

X 50 65 63 50 54 60 61 55 54 65

Y 62 72 68 58 65 70 66 63 60 72

b) Calculate Regression Equation

X Y

Mean 18 100 find the most probable value of y if x is 70 and

S.D 14 20 Most problem value of x if y is 90

$r = 0.8$  [15]

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

- a) Scatter diagram method
- b) Sampling frame
- c) Sampling Error
- d) Random Sampling
- e) Quota Sampling



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**P.G.D.F.T. Economics**

**INTERNATIONAL MARKETING (Paper - VII)**

**(2013 Pattern) (Semester - II)**

*Time : 3Hours]*

*[Max. Marks : 60*

*Instructions to the candidates :-*

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

**Q1)** What do mean by Product Development, Product Positioning and Product simplification? Also comment on its importance.

OR

Define "Export Pricing". Explain various factors influencing pricing strategies.

**Q2)** Explain the impact of Economical, Political, Social, Legal and Cultural factors on 'Selection of channel in International Market.

OR

Discuss product standardization, product adaptation and product pricing in International Market.

**Q3)** Define "Globalization". What is the impact of globalization on International Market?

OR

Discuss various Entry methods in International Market.

**P.T.O.**



**Q4) Write Notes (Any THREE):**

- a) Factors influencing channel selection
- b) Role of Advertising in International Market
- c) Globalization of Market
- d) Types of Channel
- e) Objection of promotion Policy



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**P.G.D.F.T. (Economics)**

**INTERNATIONAL FINANCIAL MANAGEMENT (Paper - VIII)**

**(2013 Pattern) (Semester - II)**

*Time : 3Hours]*

*[Max. Marks : 60*

*Instructions to the candidates :-*

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

**Q1)** Explain the importance of international financial system with reference to gold standard. **[15]**

OR

What do you mean by forward exchange contract. Explain its features premiums and discounts?

**Q2)** Explain Foreign exchange risk & exposure management with reference to economic & Transaction Exposure. **[15]**

OR

What is Hedging? How it differs from Speculation.

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

OR

Explain briefly the selection process of portfolio Analysis.

**P.T.O.**

**Q4) Write Short Notes on (any three):**

**[15]**

- a) CHIPS, CHAPS, SWIFT
- b) Merits of fixed exchange rate
- c) Spot exchange rate
- d) Parallel loans and credit swaps
- e) Euro bonds



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**P.G.D.F.T. Economics**

**EXPORT AND IMPORT PROCEDURES (Paper - IX)**

**(2013 Pattern) (Semester - II)**

*Time : 3Hours]*

*[Max. Marks : 60*

*Instructions to the candidates :-*

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

**Q1)** Discuss briefly on various benefits applicable to Indian Exporter as per foreign Trade Policy. **[15]**

OR

Explain in detail "Advance authorisation scheme "applicable as per foreign trade policy.

**Q2)** Explain briefly on category of exporters like Manufacture Exporter, Merchant Exporter, EOU, SEZ, Biotech parks, Software technology Parks etc. **[15]**

OR

Write in detail documents used in International Trade like Regulatory Documents, Transport Documents, Risk Covering Documents etc.

**Q3)** Write various terms of payment used in international Trade. **[15]**

OR

Write in detail role of Customs House Agent.

**P.T.O.**

**Q4) Write Short Notes on (Any Three):**

**[15]**

- a) Different types of customs duties applicable in India.
- b) Export Promotion Capital Goods scheme applicable in India.
- c) Export promotion councils in India.
- d) Category of Exports: Direct & Indirect.
- e) Different Terms of Purchase Contract.



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

**International Financial Management**  
**(2013 Pattern)( Paper - VIII)**

*Time : 3 Hours]*

*[Max. Marks : 60*

*Instructions to the candidates:*

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

**Q1)** Explain the importance rewards and risk of International Finance with reference to Dollar Standard. **[15]**

OR

Explain the merits and demerits of fixed and flexible exchange rates.

**Q2)** What is hedging? Explain hedging via forwards future. **[15]**

OR

Explain briefly purchasing power parity principle.

**Q3)** Explain briefly long term Financial Market. **[15]**

OR

Explain Foreign Exchange Market with reference to spot, purchase and sale transaction.

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

- a) Euro Dollars
- b) Euro currencies
- c) Euro Notes
- d) Swaps
- e) Chits, Chats, Swift



Total No. of Questions : 4]

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**P.G.D.F.T. Economics**

**COMMERCIAL GEOGRAPHY (Paper - II)**

**(2013 Pattern) (Semester - II)**

*Time : 3Hours]*

*[Max. Marks : 60*

*Instructions to the candidates :-*

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

**Q1)** Explain primary and secondary commercial activities. Explain factors affecting commercial activities of man. **[15]**

OR

Briefly explain Weber's theory of industrial location.

**Q2)** Explain briefly Renewable and Non - Renewable source in role of trade.[15]

OR

Explain the major fishing region of the world.

**Q3)** Write short notes (any three)

**[15]**

- a) Sheep rearing
- b) Blue revolution
- c) Green revolution
- d) Cotton textile in India
- e) Merit and demerits of transportation

**P.T.O.**

**Q4)** Explain the Role of Satellites communication in enhancement of Indian Trade.[15]

OR

Indicate the following in the outline map of world.

- a) Panama Canal
- b) North Atlantic
- c) ST. Lawrence seaway
- d) Major Trans - continental Railway
- e) Indian ocean

