

Total No. of Questions : 5]

SEAT No. :

**P4431**

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**[4988]-101**

**P.G.D.I.E.M. (Semester - I)**

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

*Time : 3 Hours]*

*[Maximum Marks : 50*

*Instructions to the candidates:*

- 1) Answer all questions.*
- 2) Figures to the right side indicate full marks.*

**Q1) What are the features of new trade policy? Give its criticism. [10]**

OR

What are the trends in National Income Growth? Explain with its structure.

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

OR

What do you mean by Regional disparities? Also state various measures to remove Regional disparities.

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

OR

What are the effects of globalization on Indian enterprises & External Sectors.

**Q4) Explain the structure of foreign Trade Policy. Explain how the foreign Trade has grown since 1991? [10]**

OR

Discuss the role of SEZ in foreign trade of India.

**P.T.O.**

**Q5)** "Liberalisation is integrated with global economy". Comment.

**[10]**

OR

Write short note on

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



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**[4988]-102**  
**PGDIEM (Semester - I)**  
**102 : EXPORT & IMPORT PROCEDURES**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Maximum 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)** What are EOU? Highlight their role in improving exports. **[10]**

OR

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

**Q2) a)** Discuss "Duty Drawback Scheme". **[10]**

OR

b) Discuss in detail different types of "Bill of Lading". **[10]**

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

OR

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

**Q4) a)** Elaborate on types of custom duties. **[10]**

OR

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

**P.T.O.**

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

**OR**

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



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**[4988]-103**  
**P.G.D.I.E.M.**  
**103 : INTERNATIONAL MARKETING**  
**(2013 - Pattern)**

*Time : 2½ Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:-*

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

**Q1) a)** Describe EPRG Framework for international marketing. **[10]**

OR

- b) A co-operative society in a Nasik district in Maharashtra state is planning to enter into international marketing with grapes as an industrial raw material for wine production in mediterranean region. You as a marketer are entrusted on the responsibility to market, suggest ways & means for the above mentioned task.

**Q2) a)** Describe the opportunities & challenges in international marketing created by new advances in information technology. **[10]**

OR

- b) Indicate market entry strategies which you will suggest for promoting Yoga Training Services in USA? Justify your answer.

**Q3) a)** What are the preliminaries carried out by an exporter for starting export business & appointing overseas agents? **[10]**

OR

- b) Briefly explain the reasons for business firms going internationally.

***P.T.O.***

**Q4) a)** Discuss the protection & promotion aspects of packaging for international markets. What are the problems faced by Indian exporters in this connection? **[10]**

OR

b) Critically evaluate the factors influencing international pricing decision.

**Q5) a)** Describe in detail the different types of foreign intermediaries. **[10]**

OR

b) Explain the concept of international promotional mix elements.



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**[4988]-104**

**P.G.D.I.E.M. (Semester - I)**

**104 : GLOBAL LOGISTICS & SUPPLY CHAINS**

**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 50*

*Instructions to the candidates :-*

- 1) All questions are compulsory with internal choices within the questions.*
- 2) All questions carry equal marks.*

**Q1) Write short note on Air cargo with respect to [10]**

Worlds air cargo growth

Airport classification

Benefits of Airfreight

OR

Explain the 7 R's and 5 P's of Logistics.

**Q2) What are the merits and demerits of transportation of goods by railways?  
What are the provisions under Railway Act 1989? [10]**

OR

Explain various types of ships and its purpose.

**Q3) Explain role of Shipping Corporation of India. Detail the role of shipping intermediaries. [10]**

OR

Explain the shipping formalities involved in goods transportation by ship.

***P.T.O.***

**Q4)** How is government developing ports of India? State the role of International Chamber of Shipping. **[10]**

OR

What the various sea routes and ports of India? How are they beneficial to the country?

**Q5)** What do you mean by containerization? Explain the benefits of containerization. **[10]**

OR

State the role of Inland Container Depots and Container freight station.





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**[4988]-201**

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

**201 : INTERNATIONAL BUSINESS ENVIRONMENT**

**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:-*

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

**Q1)** a) Discuss Tariff and Non-Tariff barriers with respect to international trade.

OR

b) Discuss domestic, foreign and global environments and their impact on international business decisions.

**Q2)** a) Explain the effect of interest rates on trade and investment flows.

OR

b) Discuss the structure and effect of foreign investments on the economy.

**Q3)** a) Explain :

- i) WTO
- ii) IMF

OR

b) Explain :

- i) Agreement on Textiles and Clothing (ATC)
- ii) GSTP

***P.T.O.***

**Q4)** a) Discuss pricing and regulations in international business.

OR

b) 'The issue of technology transfer is very crucial for international business'  
- Explain.

**Q5)** a) Explain the concept of counter trade. Discuss the relationship between IT and international business.

OR

b) Give the structure and functioning of EC and NAFTA.



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[4988]-202

P.G.D.I.E.M. (Semester - II)

202 : INTERNATIONAL FINANCIAL MANAGEMENT

(2013 Pattern)

*Time : 3 Hours]*

*[Maximum 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 are the foreign currency Futures and Options? How do they help in the forex risk management? [10]

OR

What is the law of one price? Explain its application to international finance with suitable example.

**Q3)** Explain the concept of cost of capital and capital structure of a Multinational Firm. [10]

OR

Explain the methods of evaluating international investment decisions.

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

OR

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

**Q5)** Define ECB and FDI. How do they help in International Scenario? [10]

OR

Explain in detail International receivables and cash management.



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**[4988]-203**

**P.G.D.I.E.M. (Semester - II)**

**203 : INTERNATIONAL MARKETING RESEARCH**

**(2013 Pattern)**

*Time : 3 Hours]*

*[Maximum Marks : 50*

*Instructions to the candidates:*

- 1) *Answer all questions.*
- 2) *Figures to the right side indicate full marks.*

**Q1) a)** Explain Nature and Scope of Marketing Research in International Market. **[10]**

OR

b) Explain in Detail in International Marketing information system. **[10]**

**Q2) a)** Explain in detail the process and stages of marketing research proposal. **[10]**

OR

b) What are the sources of secondary data in International Market? **[10]**

**Q3) a)** What do you mean by emit and etic dilemma? Explain with example. **[10]**

OR

b) What type of sampling errors occurs in International Marketing Research? Explain measures to reduce sampling errors. **[10]**

**Q4) a)** What are the advantages and disadvantages of preliminary data analysis? **[10]**

OR

b) Explain descriptive statistics and inferential statistics in univariate analysis. **[10]**

**Q5) a)** Explain in details any one attitude scaling technique in International Marketing Research. **[10]**

OR

b) What are the different methods to analyse opportunity in international Market. **[10]**



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SEAT No. :

**P5058**

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**[4988]-204**

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

**204 : WTO & INTELLECTUAL PROPERTY RIGHTS**

**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:-*

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

**Q1)** Explain in detail WTO & India.

OR

Explain protectionism & Dunkel Draft under WTO.

**Q2)** What are the provisions provided under WTO for safeguard against Dumping, countervailing & duty safeguard measures.

OR

Elaborate Trade distorting TRIMs & its development with respect to India.

**Q3)** Describe dispute settlement body, its system & stages involved in dispute settlement of WTO.

OR

Explain the legal relationship among covered agreements & bilateral agreement.

***P.T.O.***

**Q4)** Explain an expansion of IPR under WTO with respect to any two of the following :

- a) Trade marks
- b) Service marks
- c) Geographical indications
- d) Industrial design

**Q5)** Explain evolution & development of IPRs at International & national level  
International regime of IPR relating to industrial design.

OR

What are the interconvention for protection of new varieties of plants.

