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SEAT No. :

P3094

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[4888]-101

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

101: INDIAN ECONOMY & TRADE DEPENDENCIES

(2013 Pattern)

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) What are the trends in National Income of India? [10]

OR

b) Evaluate the progress of Human Development in India. [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) What do you mean by 'Regional Disparities'? Also state various measures to remove Regional Disparities. [10]

Q3) a) Elaborate on Industrial growth under 11<sup>th</sup> Five Year Plan. [10]

OR

b) Discuss in detail the growth & present state of I.T. Industries in India with examples. [10]

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) Briefly comment on India's Foreign Exchange Reserve. [10]

OR

b) What are the Global Strategies in the Global Trade with reference to India? [10]



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**[4888]-102**

**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 Export. [10]**

OR

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

**Q2) a) What is duty drawback? How can a company doing exports avail this option? [10]**

OR

b) How is Bill of Lading classified? State its main purposes. [10]

**Q3) a) Write a note on Import Management. [10]**

OR

b) What is procurement planning? Explain importance of procurement planning. [10]

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

OR

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

**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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**[4888]-103**

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

**103: INTERNATIONAL MARKETING**

**(2013 Pattern)**

*Time : 2 Hrs. 30 min.]*

*[Maximum Marks : 50*

*Instructions to the candidates:*

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

**Q1) a)** Define 'International Marketing'. Discuss the progression to global marketing through EPRG frame work. **[10]**

OR

b) What are the challenges involved in international marketing?

**Q2) a)** Explain the impact of economic environment on firms. Highlight factors to be analysed related to economic environment. **[10]**

OR

b) Describe the cultural dimensions given by Hofstede with suitable examples.

**Q3) a)** A Multi-national company selling consumer products wants to segment its market in Asia. What geographic and demographic factors should be considered? **[10]**

OR

b) Define 'International Retailing'. Comment on the current global retail scenario.

**Q4) a)** What are the factors that obstruct the growth of new products in the international market. **[10]**

OR

b) List out the important decisions in international pricing.

**Q5) Write short notes on any two of the following** **[10]**

- a) International advertising objectives
- b) Criteria for determining promotion mix
- c) Personal selling in international markets.



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**[4888]-104**

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

**104: Global Logistics & Supply Chains**

**(2013 Pattern)**

*Time : 2 ½ Hours]*

*[Maximum Marks : 50*

*Instructions to the candidates:*

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

**Q1)** Describe different regulatory documents, which serve the purpose of monitoring the realization of export procedure.

OR

Describe various aspect of transportation. Depict the role of transport & communication in Global supply chains.

**Q2)** State the provisions of motor vehical Act, 1988 with respect to definition of common carrier & scheduled and non scheduled goods.

OR

What is the liability of Railways according to Railway Act 1989. State some merits and demerits of railway transportation.

**Q3)** Describe the different forms of shipping services.

OR

Explain the role of shipping intermediaries like custome broker, freight forwarder & consolidators & shipping agents in successful execution of export contract.

**Q4)** Describe the recent trends, developments and initiatives taken by Indian Government in respect of Shipping Industry?

OR

Which are the important sea routes and ports with respect to Indian shipping.

**Q5)** Describe the recent developments in containerisation.

OR

What are the functions of Inland Container Depots & Container Freight Station (ICD/CFS).



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**[4888]-201**

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

**201: INTERNATIONAL BUSINESS ENVIRONMENT**

**(2013 Pattern)**

*Time : 2 Hrs. 30 min.]*

*[Maximum Marks : 50*

*Instructions to the candidates:*

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

**Q1) a)** Discuss the current major trends and developments in international business environment. **[10]**

OR

- b) Explain the following:
- i) Counter trade
  - ii) Tariff barriers
  - iii) Non-tariff barriers

**Q2) a)** Explain how the movements in foreign exchange and interest rates have impact on trade and investment flows? **[10]**

OR

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

**Q3) a)** Explain:- **[10]**

- i) GSP
- ii) GSTP

OR

- b) Discuss the implication of the WTO agreement on Textiles and clothing (ATC).

**P.T.O.**

**Q4) a)** Explain the issues in international technology transfer. **[10]**

OR

b) Explain the issues in foreign pricing and regulations

**Q5) a)** Give the structure and functioning of **[10]**

i) EC

ii) NAFTA

OR

b) Discuss the growing importance of ecology in international business environment.



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**P3099**

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**[4888]-202**

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

**202 : INTERNATIONAL FINANCIAL MANAGEMENT**

**(2013 Pattern)**

*Time : 2.5 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)** Write in detail nature, scope and significance of International finance. **[10]**

OR

What is I.M.F.? Explain its role in World Trade.

**Q2)** Differentiate between Spot exchange market and Forward exchange market. **[10]**

OR

Write a note on Purchasing Power Parity Theory.

**Q3)** Write in detail International Accounting Standards on foreign transactions. **[10]**

OR

What are the various alternatives available to a firm to finance its international investments? Explain two major methods of financing international operations.

**Q4)** Discuss the Regulatory Framework of International Finance. **[10]**

OR

Explain International perspective of Federal Bank, European Central Bank, ICC Guidelines.

**Q5)** Explain in detail International receivables and cash management. **[10]**

OR

State and explain the different methods of Trade Settlement in International Trade.



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SEAT No. :

**P3100**

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**[4888]-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) *All questions are compulsory.*
- 2) *Figures to the Right side indicate full marks.*

**Q1) Define Marketing Research? Explain nature and scope of International Marketing Research. [10]**

OR

Explain in detail 'International Marketing Information System'.

**Q2) What are various challenges in collecting primary data at International level?. [10]**

OR

Explain various sources of data collection at international level.

**Q3) Explain the concept of ETIC and EMIT Dilemma. [10]**

OR

What is Non Sampling Error? Explain with Example.

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

OR

Explain "Factor Analysis and Conjoint Analysis" in detail.

**Q5) Explain need and importance of Cross Cultural Consumer Research [10]**

OR

Explain any two scaling techniques. Give suitable example.





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**P3101**

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**[4888]-204**

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

**204 : WTO & Intellectual Property Rights  
(2013 Pattern)**

*Time : 2 Hrs. 30 min.]*

*[Maximum Marks : 50*

*Instructions to the candidates:*

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

**Q1) What are major milestone of GATT & Refarms of the nineties. [10]**

OR

Explain objectives, relevance & weakness of GATT in detail.

**Q2) Explain evolution & development of IPRs at international & national level related to patents. [10]**

OR

What are trade related investment measures?

**Q3) Explain stages involve in dispute settlement mechanism. [10]**

OR

Describe Uruguay Round Agreements Act 1994.

**Q4) What is conditional information & trade secret in WTO [10]**

OR

Brief National regime of IPRs.

**Q5) Write short notes (Any Two) [10]**

- a) Bilateral agreement
- b) Anti-Dumping
- c) Madrid agreement
- d) Protectionism

