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**[5414]-101**

**PGDFT (I Sem.) EXAMINATION, 2018**

**ECONOMICS**

**(Paper-I)**

**(Managerial Economics)**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) *All questions are compulsory.*

(ii) *All questions carry equal marks.*

- 1.** Explain briefly nature and scope of Managerial Economics. How does it differ from Micro Economics ? [15]

*Or*

Explain the price elasticity of demand and use of elasticity in managerial decision-making.

- 2.** Explain briefly large scale of economies. [15]

*Or*

What do you mean by oligopoly ? Explain briefly about non-price competition.

- 3.** Explain the risk and uncertainty in managerial decision making.[15]

*Or*

What do you mean by Capital Budgeting ? Explain the process of Capital Budgeting.

P.T.O.

4. Write short notes on (any *three*) :

[15]

- (a) Game theory
- (b) Linear programming
- (c) Risk aversion
- (d) Profitability Index
- (e) Cost profit analysis.

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**[5414]-102**

**P.G.D.F.T. (First Semester) EXAMINATION, 2018**  
**INTERNATIONAL ECONOMICS AND FOREIGN EXCHANGE**  
**MANAGEMENT**  
**Paper II**  
**(2014 Pattern)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) All questions carry equal marks.

(ii) Attempt all questions.

1. What is Protection ? Give arguments in favour and against protection. [15]

*Or*

What is International Economics ? Explain its nature and scope.

2. Explain briefly the objectives and functions of World Trade Organisation. [15]

*Or*

Explain custom unions and its impact on World Trade.

3. Explain briefly about India FOREX Scenario. [15]

*Or*

Explain Exchange Rate Mechanism and its arithmetic Exchange in Spot Exchange Rate.

P.T.O.

4. Write short notes on (any *three*) :

[15]

- (a) Swaps
- (b) Future
- (c) Options
- (d) Quotas and Subsidies
- (e) Forward Exchange Rate.

Total No. of Questions—4]

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**[5414]-103**

**PGDFT (I-Sem.) EXAMINATION, 2018**  
**INTERNATIONAL LOGISTICS**  
**Paper-III**  
**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) *All questions are compulsory.*

(ii) *All questions carry equal marks.*

**1.** Explain in detail Bill of Lading and its types used in Ocean Freight.

*Or*

Explain different types of Vessels used in Ocean Freight.

**2.** Explain in detail different Containers used in Ocean Freight.

*Or*

Write briefly on different modes of Transport in International Logistics.

**3.** Explain various types of Cargo and packing requirements in International Logistics.

*Or*

Write briefly on different modes of Transport in International Logistics.

**4.** Write short notes on (any *three*) :

(a) Certificate of Origin

(b) Heavy Lift and Long Length Surcharge

(c) Customs House Agent

(d) Bunkering Surcharge and Currency Surcharge

(e) Advance Freight and Dead Freight.

Total No. of Questions—4]

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**[5414]-104**

**PGDFT (First Semester) EXAMINATION, 2018**

**PRINCIPLES OF MARKETING MANAGEMENT**

**Paper-IV**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) *All questions are compulsory.*

(ii) *All questions carry equal marks.*

**1.** Explain different stages in 'Product Life Cycle'.

*Or*

What are the characteristics of effective 'Marketing Information System [MIS] ?

**2.** Define 'Market segmentation'. Also comment on its importance.

*Or*

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

**3.** Define 'Advertising'. Explain the various types (media) of advertising.

*Or*

Explain different methods of 'Pricing'.

P.T.O.

4. Write notes (any *three*) :
- (a) Indirect Channel
  - (b) Product Mix
  - (c) Marketing Audit
  - (d) Functions of Marketing Channel.

Total No. of Questions—4]

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**[5414]-105**

**P.G.D.F.T. (I Sem.) EXAMINATION, 2018**

**ECONOMICS**

**Paper V**

**(Quantitative Methods)**

**(2014 PATTERN)**

**Time : 3 Hours**

**Maximum Marks : 60**

**N.B. :—** (i) *All* questions are compulsory.

(ii) *All* questions carry equal marks.

1. (a) “Statistics is not a science it is scientific method.” Explain nature, scope and limitation. [7]
- (b) Measure of central tendency mean, median and mode : [8]

<b>C.I.</b>	<b>Frequency</b>
5—15	8
15—25	12
25—35	6
35—45	14
45—55	7
55—65	3

P.T.O.

*Or*

(a) Draw a cumulative frequency curve or Ogive : [7]

<b>Marks</b>	<b>No. of Students</b>
0—10	12
10—20	14
20—30	18
30—40	21
40—50	15
50—60	11
60—70	9

(b) Draw histogram, polygon and frequency curve : [8]

<b>Marks</b>	<b>No. of Students</b>
0—5	8
5—10	12
10—15	15
15—20	20
20—25	16
25—30	11
30—35	7

2. (a) Calculate quartiles from the following :

7

<b>X</b>	<b>F</b>
5	16
10	18
15	22
20	21
25	24
30	14
35	11
40	9

(b) Calculate  $D_8$  and  $P_{53}$  from the following :

[8]

<b>Class</b>	<b>F</b>
0—10	16
10—20	14
20—30	23
30—40	17
40—50	7
50—60	3

*Or*

(a) Calculate standard deviation and its coefficient : [7]

<b>Roll No.</b>	<b>Marks</b>
1	53
2	58
3	25
4	30
5	54
6	42
7	32
8	48
9	46
10	52

(b) Calculate quartile deviation and its coefficient : [8]

<b>Variable</b>	<b>Frequency</b>
3	10
6	15
9	19
12	26
15	18
18	29
21	24
24	14

3. (a) Calculate Range and its coefficient : [7]

Marks	Frequency
10—20	15
20—30	18
30—40	20
40—50	9
50—60	8

(b) Explain briefly advantages and usages of sampling techniques. [8]

*Or*

(a) Calculate Karl Pearson coorelation : [7]

X	Y
15	50
18	48
20	46
16	47
25	45
25	45
19	48
30	44
35	42
28	45

(b) Calculate regression equation and its coefficient : [8]

<b>X</b>	<b>Y</b>
16	30
18	32
19	33
20	35
22	38
25	40
28	42
30	43
32	45
40	50

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

- (a) Sampling error
- (b) Sampling frame
- (c) Sampling units
- (d) Quota sampling
- (e) Characteristics of class interval.

Total No. of Questions—4]

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**[5414]-201**

**PGDFT (II Semester) EXAMINATION, 2018**

**INTERNATIONAL MARKETING**

**Paper-VII**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) *All questions are compulsory.*

(ii) *All questions carry equal marks.*

**1.** Discuss opportunities and challenges in International Market.

*Or*

Elaborate 'Rules for Successful Exporting'.

**2.** What are the 'Tax' incentives being offered by Government of India to the organizations that enters International Market.

*Or*

Explain various factors influencing 'Selection of Channel' in International Market.

**3.** Explain the concept of Product Standarization, Product Adaptation and Product Simplification.

*Or*

Discuss various factors influencing International Markets.

P.T.O.

4. Write notes on (any *three*) :
- (a) Objectives of Advertising in International Market
  - (b) Role of Advertising in International Market
  - (c) Export Pricing.

Total No. of Questions—4]

[Total No. of Printed Pages—2

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**[5414]-202**

**PGDFT (II-Sem.) EXAMINATION, 2018**

**ECONOMICS**

**Paper-VIII**

**(International Financial Management)**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) Attempt *all* questions.

(ii) *All* questions carry equal marks.

**1.** Explain flexible exchange rate and its merits and demerits. [15]

*Or*

Explain briefly features, premium and discounts of forward exchange contracts.

**2.** Explain spot exchange market and types of buying and selling rate. [15]

*Or*

Explain briefly speculation via forward and future.

**3.** Explain briefly purchasing power parity principle. [15]

*Or*

Explain in detail Short-Term Financial Market.

P.T.O.

4. Write short notes on (any *three*) :

[15]

- (a) Credit swaps
- (b) Euro bonds
- (c) Multi-currency bond
- (d) Fixed Exchange Rate
- (e) Hedging
- (f) Transaction Exposure
- (g) CHIPS.

Total No. of Questions—4]

[Total No. of Printed Pages—2

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**[5414]-203**

**PGDFT (Second Semester) EXAMINATION, 2018**

**EXPORT-IMPORT PROCEDURES**

**Paper IX**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) All questions are compulsory.

(ii) All questions carry equal marks.

1. 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*

Discuss briefly on various benefits applicable to Indian Exporter as per Foreign Trade Policy.

2. Explain in detail Export Oriented Unit Scheme applicable in India.

*Or*

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

3. Explain briefly “Advance Authorisation Scheme “ applicable as per Foreign Trade Policy.

P.T.O.

*Or*

Discuss briefly various categories of export.

4. Write short notes on (any *three*) :
- (a) Different Terms of Purchase Contract.
  - (b) Types of Customs Duties applicable in India.
  - (c) Benefits applicable to Status Holders as per Foreign Trade Policy.
  - (d) Role of Customs House Agent.
  - (e) Focus Product & Focus Market Scheme.
  - (f) Various Risk Covering Documents used in International Trade by Indian Exporter.

Total No. of Questions—4]

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**[5414]-204**

**P.G.D.F.T. (Second Semester) EXAMINATION, 2018**

**ECONOMICS**

**Paper X**

**(Indian Economy and Trade Dependencies)**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) All questions carry equal marks.

(ii) All questions are compulsory.

**1. Explain global trade and its growth. [15]**

*Or*

Explain briefly India Export since 1965 with reference to commodity, composition and its direction.

**2. What is Balance of Payment. Explain the steps taken by government in order to correct disequilibrium in Balance of Payment. [15]**

*Or*

Explain the institutional framework and measure for export promotion.

**3. Explain briefly exchange rate policy in India. [15]**

*Or*

Explain in detail foreign direct investment in India.

P.T.O.

4. Write short notes on (any *three*) :

[15]

- (a) Export Oriented Unit
- (b) Export House
- (c) Balance of Trade
- (d) Advantages of State Trading
- (e) Liberalization in Trade Policy.

Total No. of Questions—4]

[Total No. of Printed Pages—2

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**[5414]-205**

**P.G.D.F.T. (Sem. II) EXAMINATION, 2018**

**ECONOMICS**

**Paper XI**

**(Commercial Geography)**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :—** (i) *All* questions are compulsory.

(ii) *All* questions carry equal marks.

1. Explain briefly commercial activities and factors affecting commercial activities of man. [15]

*Or*

Explain in detail Weber's theory of Industrial Location.

2. Explain world distribution and trade of mineral resources. [15]

*Or*

Explain role of satellite, communication in enhancement of Indian Trade.

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

(a) Renewable and Non-renewable resources

P.T.O.

- (b) Blue Revolution
- (c) Green Revolution in India
- (d) Iron and Steel Industries
- (e) Hydroelectricity.

4. Explain in detail world distribution of Animal Resources. [15]

*Or*

Indicate the name in the outline map of world :

- (a) St. Lawrence Seaway
- (b) Panama Canal
- (c) Trans-Continental Railway
- (d) Suez Canal
- (e) Major ports of World
- (f) Arabian Sea
- (g) Bay of Bengal.