

Total No. of Questions—4]

[Total No. of Printed Pages—2

Seat No.	
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**[5214]-101**

**P.G.D.F.T. (I Sem.) EXAMINATION, 2017**

**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 nature and scope of Managerial Economics. [15]

*Or*

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

2. Explain in detail short and long run cost curve. [15]

*Or*

What do you mean by Monopoly ? Explain price discriminating and dumping.

3. What do you mean by cost of capital ? Explain its structure and cost of capital. [15]

P.T.O.

*Or*

Explain briefly Managerial decision-making under uncertainty.

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

- (a) Game theory
- (b) Capital Rationing
- (c) Qualitative Forecasting
- (d) Capital Budgeting
- (e) Scope of Micro Economics.

Total No. of Questions—4]

[Total No. of Printed Pages—2

Seat No.	
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[5214]-102

**P.G.D.F.T. (First Semester) EXAMINATION, 2017**  
**INTERNATIONAL ECONOMICS AND FOREIGN EXCHANGE**  
**MANAGEMENT**  
**Paper-II**  
**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

- N.B. :—** (i) All questions are compulsory.  
(ii) All questions carry equal marks.

1. Critically evaluate Hecksher-Ohlim theory of International Trade. 15

*Or*

Explain how customs unions and regional groupings impact world trade.

2. Explain briefly types of tariffs and quotas. 15

*Or*

How does WTO impact world trade ?

3. How do you derive actual exchange rate ? Explain forward and swap. 15

*Or*

Explain nature and scope of international economics. How does it differ from national economy ?

P.T.O.

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

15

- (a) Spot rate
- (b) CIF
- (c) FOB
- (d) FEMA
- (e) Merits of free trade.

Total No. of Questions—4]

[Total No. of Printed Pages—2

Seat No.	
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**[5214]-103**

**P.G.D.F.T. (First Semester) EXAMINATION, 2017**

**Paper-III : INTERNATIONAL LOGISTICS**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

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

(ii) All questions are compulsory.

1. Write briefly on different types of vessels used in International Sea Freight.

*Or*

Write briefly on International Logistics and its importance.

2. Write briefly on INCO-Terms.

*Or*

Explain in detail different types of containers used in 'Ocean freight'.

3. Write briefly on different modes of transport used in International logistics.

*Or*

Explain in detail 'Bill of Lading and its types.

P.T.O.

4. Write short notes on (any *three*) :
- (a) Air-way bill
  - (b) Advance and dead freight
  - (c) Certificate of origin
  - (d) Multimodal Transport Document
  - (e) Customs House Agent.

Total No. of Questions—4]

[Total No. of Printed Page—1

<b>Seat No.</b>	
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**[5214]-104**

**P.G.D.F.T. (First Semester) EXAMINATION, 2017**

**Paper-IV : PRINCIPLES OF MARKETING MANAGEMENT**

**(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 'Marketing Information System.'

*Or*

Explain importance of 'Market Segmentation.'

**2.** Explain different methods of 'Pricing'.

*Or*

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

**3.** Discuss importance of 'Physical Distribution System.'

*Or*

Explain in detail 'Advertising'.

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

(a) Trade Mark

(b) Product Mix

(c) Marketing Audit

(d) Brand.

Total No. of Questions—4]

[Total No. of Printed Pages—3

<b>Seat No.</b>	
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**[5214]-105**

**P.G.D.F.T. (First Semester) EXAMINATION, 2017**

**ECONOMICS**

**Paper V**

**(Quantitative Methods)**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

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

(ii) All questions carry equal marks.

1. (a) Describe the utility and scope of Statistics with illustrations in the following fields : [8]

Industry and Agriculture

(b) For the given data :

Marks below	No. of Students
20	2
40	7
60	35
80	46
100	50

Prepare usual frequency distribution and hence obtain average marks of the students. [7]

*Or*

(a) Explain the inclusive method of classification and 'exclusive method of classification'. [8]

P.T.O.



- (b) The daily expenditure of 100 families is given below :

<b>Expenditure</b>	<b>No. of Families</b>
200—299	14
300—399	—
400—499	27
500—599	—
600—699	15

If mode of the distribution is 439.5, then find missing frequencies. [7]

2. (a) Explain graphical method of determination of mode, median and partition values. [8]
- (b) For the following data : [7]

<b>Height (in inches)</b>	<b>Students</b>
59—61	4
61—63	30
63—65	45
65—67	15
67—69	6

Obtain the values of 1st quartile, 7th decile and 30th percentile.

*Or*

- (a) What is dispersion ? What type of measures will you use for comparison of dispersion in different distribution ? [8]
- (b) Obtain standard deviation for the following data : [7]

<b>Class</b>	<b>Frequency</b>
05—15	05
15—25	15
25—35	22
35—45	18
45—55	10

3. (a) Define the following terms :  
 (i) Positive correlation  
 (ii) Negative correlation  
 (iii) No correlation  
 (iv) Perfect positive correlation [8]
- (b) Compute Karl-Pearson's coefficient of correlation between daily income and savings of the data given below : [7]

<b>Income</b>	<b>Savings</b>
2000	300
2500	360
1800	120
3000	450
1200	100
3600	570

Or

- (a) Explain the term regression. Distinguish between regression coefficients and correlation coefficient. [8]
- (b) From the following data, obtain the estimate of yield when the rainfall is 29 inches : [7]

	Rainfall (inches)	Yield (per acre)
Arithmetic Mean	27	40
Standard Deviation	03	06

Correlation coefficient between rainfall and yield is 0.8.

4. Write short notes on (any *three*) :
- (a) Sample and population;  
 (b) Sampling methods;  
 (c) Advantages and uses of sampling techniques.  
 (d) Probability and non-probability sampling;  
 (e) Sampling errors. [15]

Total No. of Questions—4]

[Total No. of Printed Pages—2

Seat No.	
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**[5214]-201**

**P.G.D.F.T. (II Sem.) EXAMINATION, 2017**

**ECONOMICS**

**Paper VII**

**(International Marketing)**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

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

(ii) *All questions carry equal marks.*

1. Explain various factors affecting 'Selection of Channels' in International Marketing.

*Or*

Discuss various factors influencing International Markets.

2. Explain various objectives of Promotion Policy. Also comment on importance of Promotion Policy.

*Or*

Comment on importance of 'Market Surveys and Market Research'.

3. What are the 'Tax' benefits that are offered to organisations enter into International Market, by Government of India ?

P.T.O.

*Or*

Elaborate in detail 'Export Pricing'.

4. Write short notes on (any *three*) :
- (a) Product Standardisation
  - (b) Importance of Channel Selection
  - (c) Export Pricing
  - (d) Direct Channel.

Total No. of Questions—4]

[Total No. of Printed Pages—2

Seat No.	
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**[5214]-202**

**P.G.D.F.T. (Second Semester) EXAMINATION, 2017  
ECONOMICS**

**Paper-VIII : International Financial Management  
(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

**N.B. :-** (i) All questions are compulsory.  
(ii) All questions carry equal marks.

1. Explain briefly about for and against fixed and flexible exchanges rates. [15]

*Or*

Explain in detail importance, rewards and risk in International Finance.

2. What is speculations. Explain speculation via forward and future. [15]

*Or*

Explain briefly short-term financial market.

3. Explain the selection process of portfolio analysis. [15]

*Or*

Explain briefly forward exchange contracts. State its feature, premium and discounts.

P.T.O.

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

[15]

- (a) Eurobond
- (b) CHIPS, CHAPS, SWIFT
- (c) Types of buying and selling rate
- (d) Spot exchange market
- (e) SWAPS.

Total No. of Questions—4]

[Total No. of Printed Pages—2

Seat No.	
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**[5214]-203**

**P.G.D.F.T. (Second Semester) EXAMINATION, 2017**

**Paper-IX : EXPORT-IMPORT PROCEDURES**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

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

(ii) *All* questions carry equal marks.

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

*Or*

Write in detail various Transport Documents used in International Trade.

2. Write briefly 'Export Promotion Capital Goods' applicable as per Foreign Trade Policy.

*Or*

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

3. Write complete procedure to obtain 'Importer-Exporter Code' from DGFT.

P.T.O.

*Or*

Write briefly on essentials for starting 'Export Business' in India like Registration of firms with various authorities, PAN No. IF Code, BIN, Export Promotion Council, Central Excise, Sales tax etc.

4. Write short notes on (*Any four*) :
- (a) Advance Authorisation Scheme
  - (b) Export Oriented Units
  - (c) Role of Customs House Asent
  - (d) Benefits Applicable to Status Holder
  - (e) Different terms of Purchase Contract.



Total No. of Questions—4]

[Total No. of Printed Pages—2

Seat No.	
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**[5214]-204**

**P.G.D.F.T. (Second Semester) EXAMINATION, 2017**

**ECONOMICS**

**Paper-X : Indian Economy and Trade Dependencies**

**(2014 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 60**

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

(ii) All questions carry equal marks.

**1. Explain and analyse India's Export since 1965. [15]**

*Or*

Explain Institutional Framework for export promotions. [15]

**2. Explain in detail India's global trade and its growth. [15]**

*Or*

Explain briefly Foreign Direct Investment in India. [15]

**3. Explain various methods to control Exchange rates in India. [15]**

*Or*

Explain briefly various Trading Houses in India. [15]

P.T.O.

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

[15]

- (1) Globalisation
- (2) FII in India
- (3) EPZ
- (4) SEZ
- (5) EOU.



Total No. of Questions—4] [Total No. of Printed Pages—2+1 Map.

Seat No.	
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[5214]-205

P.G.D.F.T. (Second Semester) EXAMINATION, 2017

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. Classify the commercial activities and explain how physical factors and affecting commercial activities of man. [15]

*Or*

What is meant by Commercial Geography ? State its importance and scope of the study. [15]

2. How far location theories one applicable in practice ? Discuss briefly Weber's theory of industrial location. [15]

*Or*

Give an account of the world distribution of petroleum and natural gas.

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

(a) Physical or natural environment

(b) Intensive agriculture

P.T.O.

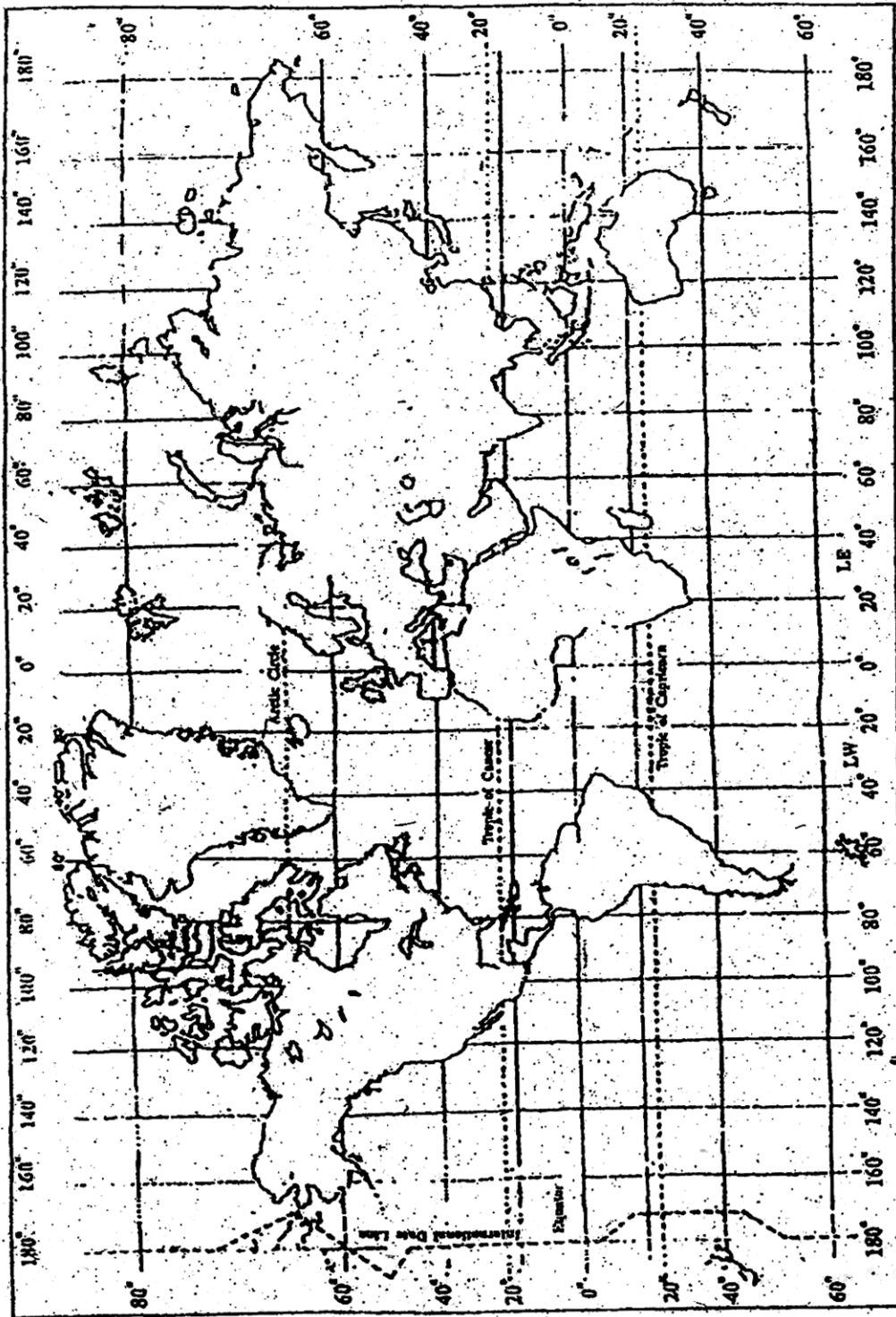
- (c) Green revolution in India
- (d) Merits and demerits of water transport
- (e) Role of satellite communication in Indian trade.

4. Give a brief account of the development of various modes of transportation in modern world. [15]

*Or*

Mark and name the following in the outline map of world given to you and prepare a suitable index : [15]

- (a) Coniferous forest of North America
- (b) Major Fishing regions of the world
- (c) The Suez Canal
- (d) Trans-Siberian railway
- (e) Arabian sea.



**WORLD** INST. TO CANDIDATES : ATTACH THIS MAP WITH ANSWER BOOK