

Total No. of Questions : 5]

SEAT No. :

**P3309**

**[5282]-101**

[Total No. of Pages : 2

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

**101 : INDIAN ECONOMY AND TRADE DEPENDENCIES**

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

*Time : 3 Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

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

**Q1)** State various Public Sector reforms in India also explain impact of Privatization & Disinvestment in India after 1991. **[10]**

OR

Evaluate the progress of Human Development in India. **[10]**

**Q2)** Critically explain the role of Foreign aid from Indian Business perspective. **[10]**

OR

What are the strategies of poverty alleviation in India. **[10]**

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

OR

Discuss the growth of IT industry in India with its present scenario with live examples. **[10]**

*P.T.O.*

**Q4)** Explain how the Foreign Trade policy has grown since 1991 with its structure. [10]

OR

Discuss the role of SEZ in foreign trade of India. [10]

**Q5)** Explain the impact of liberalization in Indian economy. [10]

OR

What are the global strategies in the global trade with reference to India. [10]



Total No. of Questions : 5]

SEAT No. :

**P3310**

**[5282]-102**

[Total No. of Pages : 2

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

**102 : EXPORT & IMPORT PROCEDURES**

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

*Time : 3 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 required registrations with different authorities for intending importers/exporters before commencing business? **[10]**

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

OR

b) Discuss in detail Export Promotion Capital Goods Scheme. **[10]**

**Q3) a)** Explain in detail purchase contract. **[10]**

OR

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

**P.T.O.**

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

OR

b) What are the supporting documents to be submitted along with the shipping Bill for getting customs permission for exports? [10]



Total No. of Questions : 5]

SEAT No. :

**P3311**

[Total No. of Pages :2

**[5282] - 103**

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

**103 : INTERNATIONAL MARKETING**

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

*Time : 3 Hours]*

*[Max. Marks :50*

*Instructions to the candidates:*

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

**Q1)** Explain the rationale of “Think Global, Act Local” with regards to International Marketing. Give one example.

OR

What are the challenges involved in International Marketing?

**Q2)** Explain the impact of economic environment on firms. What factors are to be considered in the analysis of economic environment?

OR

What socio-cultural elements are to be studied while doing International Marketing? Justify with suitable examples.

**Q3)** Explain the reasons for business firms going internationally?

OR

A multi-national company selling engineering products like cutting tools & compressors, wants to segment its market in Africa. What demographic & geographic factors are to be considered?

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

**Q4)** List out the important decisions in International Marketing.

OR

Critically evaluate the factors influencing International Pricing decisions.

**Q5)** Describe in detail the different types of foreign intermediaries.

OR

Write short notes on any two of the following:

- a) Product standardization v/s. adoption.
- b) Global advertising.
- c) International trade promotion.



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SEAT No. :

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**P3312**

**[5282] - 201**

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

**201 : INTERNATIONAL BUSINESS ENVIRONMENT**

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

*Time : 3 Hours]*

*[Max. Marks :50*

*Instructions to the candidates:*

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

**Q1)** Discuss the impact of domestic environment on international business environments.

OR

Explain the concept of Tariff and non-tariff barriers.

**Q2)** Discuss the pattern and structure of foreign investments in India.

OR

Discuss the affect of movements in foreign exchange on trade and investment flows.

**Q3)** Write short notes on:

- a) WTO
- b) IMF

OR

Write short notes on:

- a) UNCTAD
- b) Agreement on Textiles and clothing (ATC).

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

**Q4)** Discuss the various issues in foreign investments, and technology transfer.

OR

Elaborate on the current strategic alliances in international business.

**Q5)** Elaborate on : Regionalism Vs multilateralism.

OR

Give the structure and functioning of EC and NAFTA.





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SEAT No. :

**P3313**

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[5282] - 202

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

**202 : INTERNATIONAL FINANCIAL MANAGEMENT**

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

*Time : 3 Hours]*

*[Max. Marks :50*

*Instructions to the candidates:*

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

**Q1)** What is Balance of payment? Explain the various causes of Disequilibrium in Balance of payment.

OR

Write a Detailed note on nature, scope and significance of International Finance.

**Q2)** What is the Law of one price? Explain its application to international finance with suitable example.

OR

Explain the management of foreign currency exposure.

**Q3)** Explain the methods of evaluating International Investment Decisions.

OR

Write in Detail International Accounting standards of Foreign transactions.

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

**Q4)** Discuss the Regulatory Framework of International Finance.

OR

Explain International Perspective of Federal Bank, European Central Bank, ICC guidelines.

**Q5)** Define ECB and FDI. How do they help in International Scenario.

OR

What do you mean by Buyer's Credit and Supplier's Credit in Export Import Financing Mechanism? Explain with illustrations.



Total No. of Questions : 5]

SEAT No. :

[Total No. of Pages :2

**P3314**

**[5282] - 203**

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

**203 : INTERNATIONAL MARKETING RESEARCH**

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

*Time : 3 Hours]*

*[Max. Marks :50*

*Instructions to the candidates:*

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

**Q1)** Explain in detail ‘ International Marketing Information System’. **[10]**

OR

Define International Marketing Research and state its nature & scope.

**Q2)** Explain various challenges and issues in International Marketing Research data collection. **[10]**

OR

What is Research design? Explain the various types of Research designs used in International Marketing Research.

**Q3)** An ice cream manufacturing company wants to set up an outlet stores in Pune city. Help the company by preparing a questionnaire to have maximum responses. **[10]**

OR

Explain the various techniques of sampling.

**P.T.O.**

**Q4)** Which are the important contents of good research report? Explain in brief.[10]

OR

Explain in detail the data comparability and validity problem in multi country data analysis.

**Q5)** What are the various scaling techniques used in International Marketing Research & Explain any two techniques. [10]

OR

Write short notes on: any two

- a) Product Research
- b) Advertising Research
- c) Ethical issues in International Marketing Research.
- d) International Market Opportunity Analysis.



Total No. of Questions : 8]

SEAT No. :

**P3315**

[Total No. of Pages :2

[5282] - 204

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

**204 : WTO & INTELLECTUAL PROPERTY RIGHTS**

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

*Time : 2½ Hours]*

*[Max. Marks :50*

*Instructions to the candidates:*

- 1) All questions are compulsory.*
- 2) Each question has internal option.*
- 3) Each question carries 10 marks.*

**Q1)** Describe formation of GATT with its objective, relevance & weakness.

OR

Explain protectionism & Dunkel Draft under WTO.

**Q2)** Explain TRIMS & its development. Also discuss inalienable Rights of Member Countries.

OR

Discuss different committees & decision making process of WTO.

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

OR

Discuss Analysis of trade disputes brought to the WTO & specific suggestion by India.

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

**Q4)** Describe component of IPRs copyrights & related rights.

OR

Explain agreement related to undisclosed information protection of trade secrets in India.

**Q5)** Write short notes on any two:

- a) Madrid Agreement.
- b) Budapest.
- c) National regime of IPRs.
- d) IPR with respect to industrial design.

