



[3715] – 101

P.G.D.F.T. (Semester – I) Examination, 2010
(Paper – I) (New Course)
MANAGERIAL ECONOMICS
(2008 Pattern)

Time : 3 Hours

Max. Marks : 60

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

1. Explain in brief about Nature and Scope of Managerial Economics. **15**

OR

What is Elasticity of Demand ? Explain Price, Cross and Income Elasticity of Demand used in managerial decision making.

2. How price and output is determined in short and long run in monopolistic competition ? **15**

OR

What is economies of scale ? Explain internal and external Economies and Diseconomies of scale.

3. Suppose a firm is thinking of investing in a machine-project having cost-capital expenditure equal to Rs. 1,50,000/- and net cash-flows from the project are as under :

Year	1	2	3	4	5
Net Cash flow	22,000	55,000	55,000	45,000	35,000

Suppose, firm can borrow investment fund @ 10% interest rate ; whether firm should undertake the project ? [NPV method] **15**

OR

Describe oligopoly models in detail.

4. Write short notes (**any three**) : **15**
- a) Three degrees of price discrimination.
 - b) Cost-Volume-Profit analysis.
 - c) Risk aversion
 - d) Decision Rule of Internal Rate of Return Method.
 - e) Capital Rationing.



[3715] – 103

P.G.D.F.T. (Semester – I) Examination, 2010
Paper – III (New Course)
INTERNATIONAL LOGISTICS
(2008 Pattern)

Time : 3 Hours

Max. Marks : 60

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

1. Discuss importance of International Logistics. **15**

OR

1. Define 'International Logistics'. State and explain different types of cargos.

2. Define 'Incoterms'. Explain importance of various Incoterms-2000 in International Trade. **15**

OR

2. Discuss importance of various documents in International Trade.

3. Define 'Bill of Lading'. Explain different types of Bill of Lading with examples. **15**

OR

3. Describe in detail different Modes of Transport used in International Trade.

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

- a) Freight forwarder.
- b) Electronic Data Interchange (EDI).
- c) Carriers liability.
- d) Liner and Tramp services.
- e) Bulk carriers.



[3715] – 104

P.G.D.F.T. (Semester – I) Examination, 2010
(Paper – IV) (New Course)
MARKETING PRINCIPLES AND MANAGEMENT
(2008 Pattern)

Time : 3 Hours

Max. Marks : 60

Instructions : 1) Attempt all questions.
2) All questions carry equal marks.

1. Define Target Markets. Explain different ways of target marketing. **15**
OR
 1. Define Product-Mix concept. State and explain different stages in Product-Life-Cycle.
 2. Define “Price”. State and explain various factors influencing price mechanism. **15**
OR
 2. Define “Channel”. Discuss importance of Marketing Channels.
 3. What do you mean by ‘segmentation’ ? Explain various segmentation bases. **15**
OR
 3. What do you mean by ‘Marketing Environment’ ? Explain factors influencing external marketing environment.
 4. Write short notes (**any three**) : **15**
 - a) Brand
 - b) Re-positioning of Product
 - c) Trade Mark
 - d) Pricing Procedure
 - e) Techniques of Marketing Research.
-



[3715] – 105

P.G.D.F.T. (Semester – I) Examination, 2010
Paper – V : New Course
QUANTITATIVE METHODS
(2008 Pattern)

Time : 3 Hours

Max. Marks : 60

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

1. a) “Statistics is not a Science, it is a Scientific Method”. Examine the statement and explain the scope, utility of statistics. 8
- b) Following are the marks obtained by 50 students in statistics. Construct a suitable series and arithmetic average : 7

22	8	12	14	18	16	17	20	21	17	23	10	32	35	31	40	45	42
30	9	6	14	5	49	47	28	26	35	13	19	28	37	46	44	24	23
21	11	4	6	16	18	22	33	44	19	5	41	31	19				

OR

1. a) What do you mean by Central Tendency ? Describe different measures of central tendency. 8
- b) Draw a Pie diagram to represent the following data showing the units of electricity sold to different classes of consumers during a month by Electric Supply Company. 7

Consumer Class	Units Sold
Motive Power	56,000
Lights + Fans	29,000
Domestic Supply	13,000
Street Lighting	2,000

P.T.O.



2. a) Calculate standard deviation, its coefficient and coefficient of variation from the following : 8

Class →	0 – 5	5 – 10	10 – 15	15 – 20	20 – 25	25 – 30	30 – 35
Students →	12	15	18	26	14	10	5

- b) Discuss the sampling method. Explain the probability and non-probability sampling. 7

OR

2. a) Find coefficient of Correlation [Karl Pearson Method]. 8

X →	1	2	3	4	5	6	7	8	9
Y →	9	8	10	12	11	13	14	16	15

- b) Construct two regression equations from the following figures : 7

A →	16	18	19	20	22	25	28	30	32	40
B →	30	32	33	35	38	40	42	43	45	50

3. a) Explain meaning and properties of probability. 7

- b) Define with example – Independent Exhaustive, Mutually Exclusive Events, Conditional probability. 8

OR

3. a) A certain stimulus administered to each of the 12 patients resulted in the following increase of Blood pressure : 8

Blood Pressure → 5, 2, 8, -1, 3, 0, -2, 1, 5, 0, 4, 6

[Given for 11 df. $t_{0.01} = 2.2$].

- b) A machine is designed to produce insulating washers for electrical devices of average thickness of 0.025 cm. A random sample of 10 washers was found to have an average thickness of 0.024 cm. 7

[With a SD of 0.002 cm. Test the significance of the deviation. Value of t for 9 degree of freedom at 5% level of significance is 2.262.]

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

- Small sample Test.
- Type – 1 error and Type – Two error.
- Properties of normal distribution.
- Sampling methods, Sampling frame, Sampling unit.
- Standard Deviation.



[3715] – 202

P.G.D.F.T. (Semester – II) Examination, 2010
(Paper – VIII) (New Course)
INTERNATIONAL FINANCIAL MANAGEMENT
(2008 Pattern)

Time : 3 Hours

Max. Marks : 60

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

1. Explain the importance of International Financial System with reference to Gold and Dollar Standard. **15**

OR

What are the various participants in foreign exchange market ? Describe the nature of their participation. **15**

2. What do you understand by speculation ? In what respect the speculation is different from hedging ? **15**

OR

What is international manifestation of the law of one price ? Briefly explain the purchasing power parity principle. **15**

3. What do you understand by Eurobond ? Describe various types of Eurobonds. **15**

OR

What are the various complexities of multinational capital budgeting ? Discuss how these make project evaluation difficult. **15**

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

- a) Transaction Exposure.
- b) Spot Exchange Market.
- c) Chips, chaps and swift.
- d) Parallel loan and credit swap.
- e) Euro dollar, Euro deposit, Euro notes.

B/I/10/815



[3715] – 203

P.G.D.F.T. (Semester – II) Examination, 2010
(Paper – IX) (2008 Pattern) (New Course)
EXPORT AND IMPORT PROCEDURES

Time: 3 Hours

Max. Marks: 60

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

1. Give detailed note on EOU. 15

OR

Explain export benefits applicable to Indian Exporters as per Foreign Trade Policy.

2. Explain complete procedure for 'Import Clearance of Cargo from Indian Customs'. 15

OR

Explain complete procedure for 'Export Clearance of Cargo from Indian Customs'.

3. Give detailed explanation on EPCG scheme applicable in India. 15

OR

Explain Bill of Lading and its various types.

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

a) ITC HS and Import Policy

b) INCO terms

c) Advance Authorisation

d) Market Access Initiative & Market Development Assistance

e) Types of Customs Duties.



[3715] – 204

P.G.D.F.T. (Semester – II) Examination, 2010
(Paper – X) (New Course)
INDIAN ECONOMY AND TRADE DEPENDENCIES
(2008 Pattern)

Time : 3 Hours

Max. Marks : 60

Instructions : 1) All questions are compulsory.
2) All questions carry equal marks.

1. Explain in detail the objectives and features of India's Commercial Policy. 15
OR

Describe the relative position of India in world trade since independence. 15

2. What is exchange control ? Discuss in detail objectives of exchange control. 15
OR

Explain India's Export and Import since 1965 with special reference to commodity, composition and geographical direction. 15

3. Describe the institutional framework and measures for Export Promotion. 15
OR

Explain Foreign Direct Investment in India. 15

4. Write short notes on (**any three**) : 15
a) Convertibility of Rupee
b) Free Trade Zones and EOU
c) Liberalization in trade policy
d) BOP crisis since 1991
e) Star Trading House.

B/I/10/815



[3715] – 205

P.G.D.F.T. (Semester – II) Examination, 2010
Paper – XI (2008 Pattern) (New Course)
COMMERCIAL GEOGRAPHY

Time : 3 Hours

Max. Marks : 60

Instructions : 1) Attempt *all* questions.

2) *All* questions carry *equal* marks.

1. Define the term 'Economic Activity'. Which are the major types of 'Economic Activities' ? **15**

OR

1. Explain in detail the factors affecting the commercial activities of man.
2. Which are the major types of forests found in India ? Explain their ecological importance. **15**

OR

2. Write a detail note on Animal Resources of India.
3. Write short notes on (**any three**) : **15**
- a) White revolution.
 - b) Iron and steel industries in India.
 - c) Determinism and Possibilism.
 - d) Nuclear energy.
 - e) Development of Railway in India.

P.T.O.

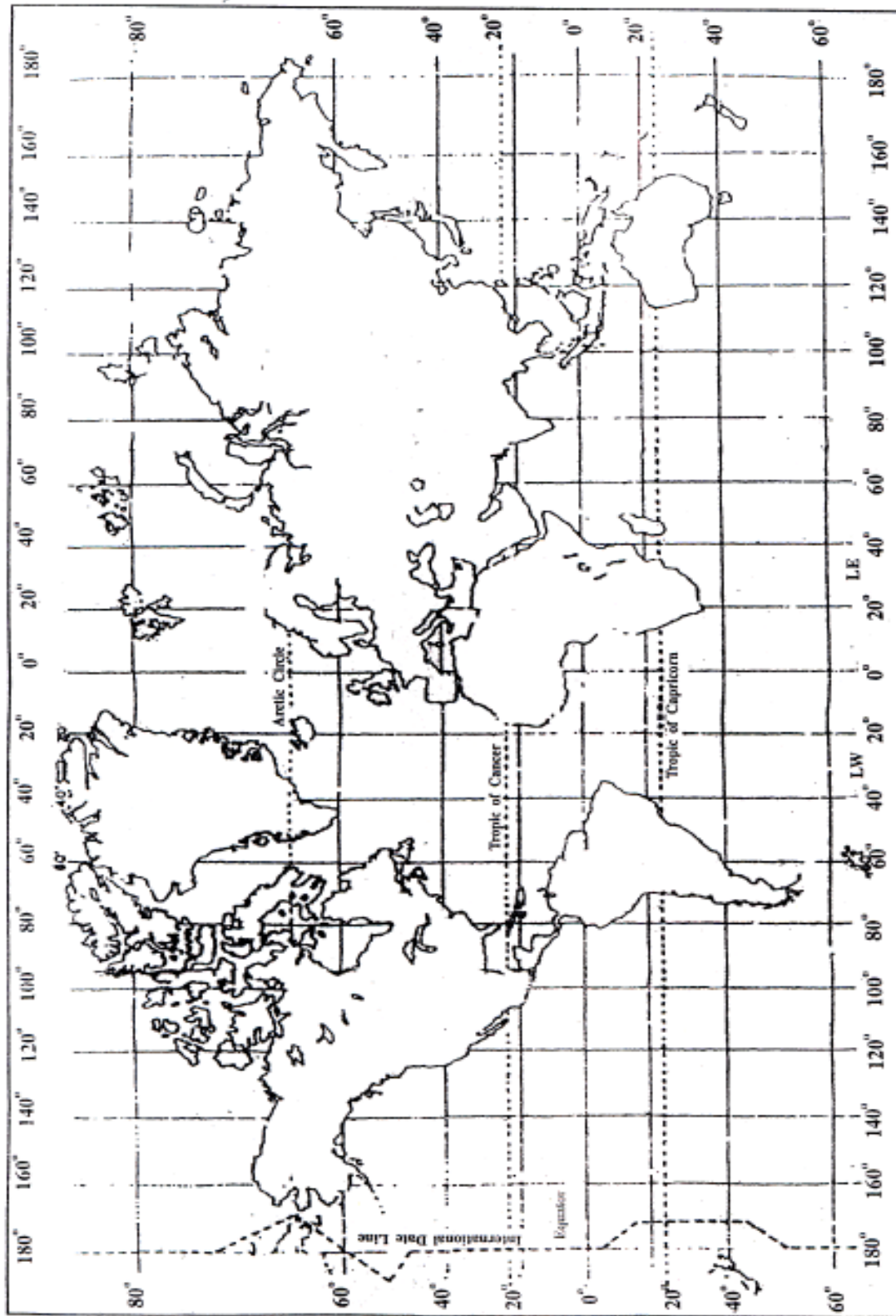


P.T.O.

4. Discuss the role of transportation and communication in Economic Development of the Nation. **15**

OR

4. Mark the name of the following in the outline of World map given to you and prepare a suitable index.
- a) Suez Canal.
 - b) Arabian and Bay of Bengal.
 - c) Western Ghat.
 - d) Trans Saiberian Railway.
 - e) Major Automobile Centers in India.



WORLD

INST. TO CANDIDATES : ATTACH THIS MAP WITH ANSWER BOOK



[3715] – 502

P.G.D.F.T. (Semester – I) Examination, 2010
(Paper – II) (Old Course)
INTERNATIONAL ECONOMICS

Time: 3 Hours

Max. Marks: 60

Instructions : 1) Attempt **any four** questions.
2) All questions carry **equal** marks.

1. Explain the Ricardo concept of theory of International Trade.
 2. What is 'General Agreement on Trade and Tariffs' ? Explain important Principle and objectives of 'GATT' with relevance of 'Uruguay Round'.
 3. What is regional 'Economic Co-operation' ? Explain its importance in world trade.
 4. Explain critically Assessment of IMF's role and functioning.
 5. What is state trading ? Explain its objectives, merits, demerits in India.
 6. Write short notes on (**any three**) :
 - a) Heckcher-Ohlin theory of International Trade.
 - b) Exchange control (Direct and Indirect)
 - c) Capital movement (induced and autonomus)
 - d) Balance of trade and payment.
 - e) Difference between 'GATT' and "WTO".
-



[3715] – 503

P.G.D.F.T. (Semester – I) Examination, 2010
(Paper – III)
INTERNATIONAL LOGISTICS (Old Course)

Time : 3 Hours

Max. Marks : 60

Instructions : 1) Attempt ***any four*** questions.
2) ***All*** questions carry ***equal*** marks.

1. Discuss importance of various commercial documents used in International Trade.
 2. Define 'Incoterms'. Describe in detail various Incoterms.
 3. Describe in detail various modes of transport used in International Trade.
 4. Describe different types of Vessels with respect to cargo types
 5. Define 'Insurance'. Explain importance of marine insurance.
 6. Write short notes (**any three**) :
 - a) Bill of lading
 - b) Palletisation
 - c) Marine Cargo
 - d) NVOCC
 - e) Carrier liability.
-



[3715] – 504

P.G.D.F.T. (Semester – I) Examination, 2010
(Paper – IV)
MARKETING PRINCIPLES AND MANAGEMENT
(Old Course)

Time : 3 Hours

Max. Marks : 60

*Instructions : 1) Attempt **any four** questions.
2) **All** questions carry **equal** marks.*

1. Define 'Distribution channel'. Discuss importance of distribution channels.
 2. Define Consumer Markets. Explain different types of buying behaviour.
 3. Discuss Pricing Strategies and Policies with respect to Product and Markets.
 4. Define 'Marketing'. Discuss importance of services marketing.
 5. What do you mean by 'Product-Life-Cycle' ? Explain different stages of Product-Life-Cycle.
 6. Write short notes (**any three**) :
 - a) Competitor Analysis
 - b) Marketing Information System
 - c) Demand Forecasting
 - d) Sales Promotion
 - e) Product Positioning.
-

B/I/10/100



[3715] – 505

P.G.D.F.T. (Semester – I) Examination, 2010
Paper – V : QUANTITATIVE METHODS
(Old Course)

Time : 3 Hours

Max. Marks : 60

Instructions : 1) Attempt *any four* questions.
2) *All* questions carry **equal** marks.

1. Define Quantitative Techniques. Explain its uses and scope. 15
2. Draw a cumulative frequency curve or OGIVE from the following. 15

Marks	:	0–10	10–20	20–30	30–40	40–50	50–60	60–70
No. of Students	:	12	14	18	21	15	11	9
3. A) What do you mean by Central Tendency ? Describe different measures of Central Tendency. 7
B) Compute
 1) Range and coefficient of Range. 8
 2) Quartile Deviation and coefficient of Quartile deviation from the following data.

Marks	:	10	20	30	40	50	60	70
No. of Students	:	15	18	25	30	16	10	9
4. A) Explain the term population and sample. Discuss advantages and use of sampling techniques. 7
B) A bag contains 6 white, 4 red and 10 black balls. Two balls are drawn at random. Find the probability that they will both be black. 8
5. A) Obtain expected value and variance of number of heads when three fair coins are tossed simultaneously. 7
B) What is normal distribution ? State its Mean, Median, Mode and Variance. Also state properties of Normal distribution. 8

P.T.O.



6. Attempt **any three** of the following :

15

- a) Explain the small sample test
- b) Define Type I error and Type two error
- c) Properties of normal distribution
- d) Random variable
- e) Arithmetic mean.



[3715] – 506

P.G.D.F.T. (Semester – I) Examination, 2010
(Paper – VI)
FOREIGN EXCHANGE MANAGEMENT
(Old Course)

Time : 3 Hours

Max. Marks : 60

Instructions : 1) Attempt *any four* questions.
2) *All* questions carry *equal* marks.

1. Define Exchange Rate. Discuss the merits and demerits of Fixed Exchange Rate.
2. Give a brief review of evolution of Exchange Control in India.
3. Describe the importance of non-resident accounts for the economy and banks.
4. Explain the procedure for financing of export / deemed export.
5. Differentiate between futures markets and forward exchange markets. How the currency risk be managed through future options markets ?
6. Write short notes on (**any three**) :
 - i) Euro Market
 - ii) Transport Documents
 - iii) Forward Rate
 - iv) Types of letter of credit
 - v) Buyers credit.



[3715] – 602

P.G.D.F.T. (Semester – II) Examination, 2010
(Paper – IX)
INTERNATIONAL FINANCIAL MANAGEMENT
(Old Course)

Time : 3 Hours

Max. Marks : 60

Instructions : 1) Attempt *any four* questions.
2) *All* questions carry **equal** marks.

1. Explain in detail fixed and flexible exchange rates.
 2. Explain in detail the reward risk and its importance of international finance.
 3. What is forward exchange contract ? Explain its features, premium and discounts of forward exchange contract.
 4. What is Euro Notes ? Explain the efficiency of money market in multinational Banking system.
 5. What is portfolio selection ? Explain the capital market theory in international context.
 6. Write short notes on (**any three**) :
 - 1) Transaction Exposure
 - 2) Chips, Chaps, Swift
 - 3) Capital Budgeting for FDI
 - 4) Eurobonds of offshore bonds
 - 5) Option and swaps.
-



[3715] – 603

P.G.D.F.T. (Semester – II) Examination, 2010
Paper – X (Old Course)
EXPORT AND IMPORT PROCEDURES

Time : 3 Hours

Max. Marks : 60

*Instructions : 1) Attempt **any four** questions.
2) **All** questions carry **equal** marks.*

1. Write complete procedure for Import clearance of Cargo by sea.
2. Explain identification, selection and evaluation of suppliers for Import.
3. Explain briefly Mandatory Registrations required for starting Export Business from India.
4. Write complete note on 'Advance licence'.
5. Discuss various benefits applicable to 'Indian Exporter'.
6. Write short notes (**any three**) :
 - a) Types of customs duties.
 - b) DEPB.
 - c) Export costing.
 - d) Exim Bank.
 - e) Terms of payment.

B/I/10/135



[3715] – 604

P.G.D.F.T. (Semester – II) Examination, 2010
(Paper – XI) (Old Course)
INDIA'S EXPORT IMPORT TRADE SINCE 1955

Time: 3 Hours

Max. Marks: 60

Instructions : 1) Attempt *any four* questions.
2) *All* questions carry *equal* marks.

1. Describe India's relative position in world trade since independence.
2. What are the objectives and essential features of 'India's Commercial Policy' ?
3. Explain the Institutional framework and measures of 'Export Promotion'.
4. Explain the 'Exchange Rate Policy' of India.
5. Explain in detail the convertibility of 'Rupee' and its impact on 'Foreign Trade'.
6. Write short notes on (**any three**) :
 - a) Foreign Collaboration
 - b) Exchange control
 - c) State Trading in Foreign Trade
 - d) Determination of Exchange Rate
 - e) Export Oriented Units, Export House, Trading House.



[3715] – 605

P.G.D.F.T. (Semester – II) Examination, 2010
(Paper – XII) (Old Course)
COMMERCIAL GEOGRAPHY

Time : 3 Hours

Max. Marks : 60

Instructions: 1) Attempt ***any four*** questions.

2) ***All*** questions carry ***equal*** marks.

1. Explain in detail the factors that are responsible for the location of textile industries in India.
2. Discuss the role of ports in the process of 'Economic Development'.
3. Briefly discuss the 'Green Revolution' and its impact on 'Indian Economy'.
4. Explain in detail the advantages of 'Non Conventional Energy Resources'.
5. Write short notes on (**any three**) :
 - a) Blue Revolution.
 - b) Nuclear Energy in India.
 - c) Animal resources of India.
 - d) Mixed Farming.
 - e) Determinism and Possibilism.

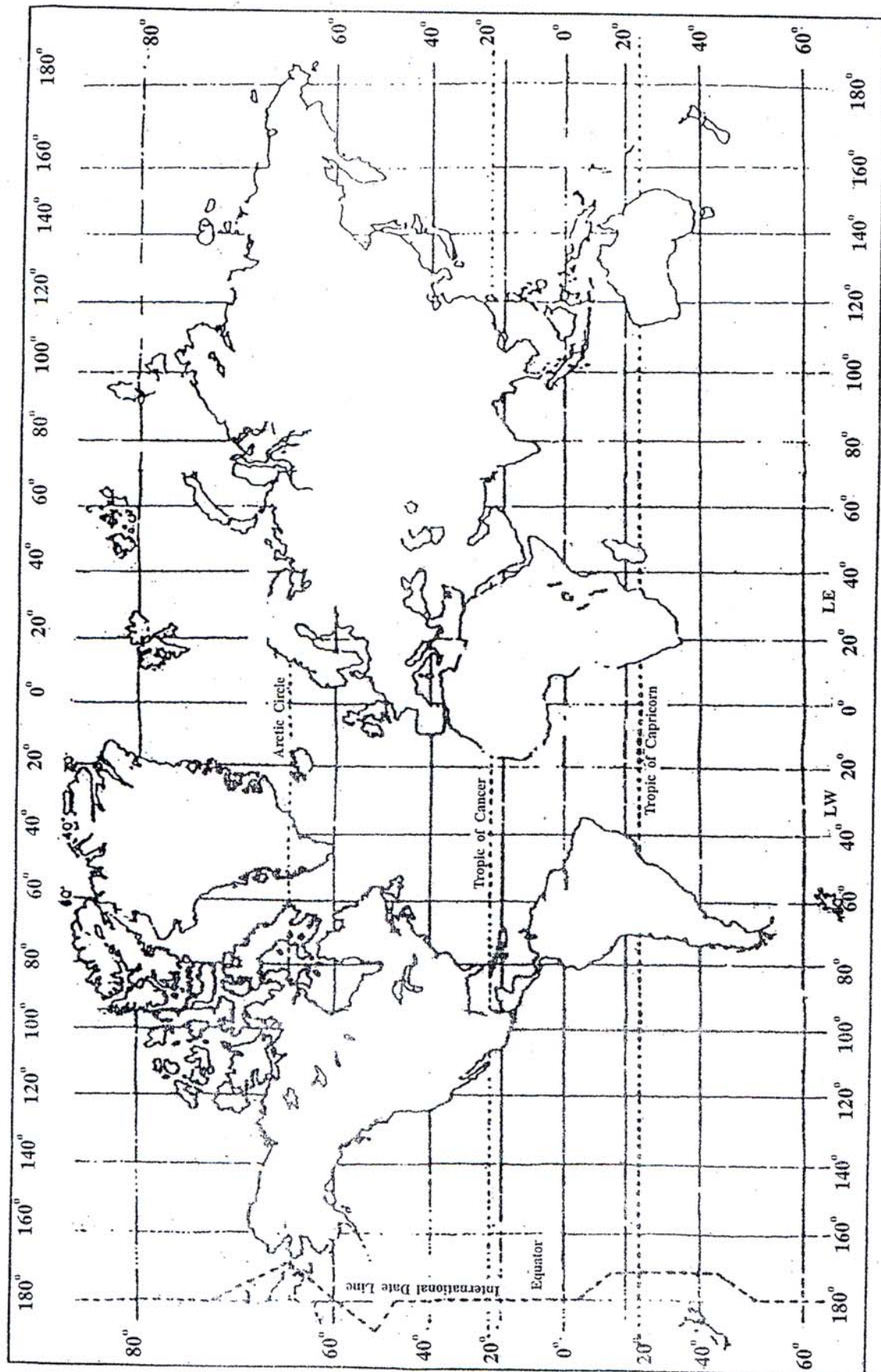
P.T.O.



6. Mark the name of the following in the outline map of the world given to you and prepare suitable index, (**any five**)

- a) Antretica.
- b) Sahara Deserts.
- c) Suez Canal.
- d) World major sea ports.
- e) Tundra regions of the world.
- f) Grass lands of the world.

B/I/10/125



WORLD

INST. TO CANDIDATES : ATTACH THIS MAP WITH ANSWER BOOK



[3715] – 102

P.G.D.F.T. (Semester – I) Examination, 2010
(Paper – II) (New Course) (2008 Pattern)
INTERNATIONAL ECONOMICS AND FOREIGN EXCHANGE
MANAGEMENT

Time : 3 Hours

Max. Marks : 60

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

1. What is trade protection ? Discuss the benefits of trade protection. **15**

OR

Discuss the concept of opportunity cost in detail. **15**

2. Describe the objectives and brief history of IMF. **15**

OR

What is Exchange Control ? Explain its objectives and methods. **15**

3. What is Customs Union ? Discuss its impact on world trade. **15**

OR

Explain management of foreign exchange with special reference to India.

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

- i) Linder's Hypothesis
- ii) TRIPs
- iii) Optimum Currency Area
- iv) BOP crisis of 1990
- v) Spot- forward rate.



[3715] – 501

P.G.D.F.T. (Semester – I) Examination, 2010
Paper – I : MANAGERIAL ECONOMICS
(Old Course)

Time : 3 Hours

Max. Marks : 60

Instructions : 1) Attempt ***any four*** questions.

2) ***All*** questions carry ***equal*** marks.

1. Explain the broad characteristics of managerial economics. How does managerial economics differs from micro economics ?
2. Explain the optimal combination of inputs used in production function.
3. What do you understand by plant size ? Discuss economies of scale.
4. What are the characteristics of perfect competition ? How is price and output determined under perfect competition ?
5. What is Risk Analysis ? Explain decision making under uncertainty.
6. Write short notes (**any three**) :
 - a) Transfer pricing
 - b) Sealed Bid pricing
 - c) Qualitative forecasting
 - d) International Trade in Inputs and Labour immigration
 - e) Product market and corporate strategies.

B/I/10/100



[3715] – 601

P.G.D.F.T. (Semester – II) Examination, 2010
Paper – VIII : INTERNATIONAL MARKETING
(Old Course)

Time : 3 Hours

Max. Marks : 60

*Instructions : 1) Attempt **any four** questions.*
*2) All questions carry **equal** marks.*

1. Discuss factors influencing International Marketing.
 2. Discuss Regional Integration and Protectionism.
 3. International Marketing has created opportunities in developing countries – Discuss.
 4. Define “Advertising”. Discuss major aspects of advertising in International Markets.
 5. Explain importance of “Marketing Strategy” in International Trade. Also state entry methods.
 6. Write short notes (**any three**) :
 - a) Export pricing
 - b) Importance of Information Systems in International Marketing
 - c) Standardisation
 - d) Product Positioning
 - e) Services marketing.
-

B/I/10/130



[3715] –201

P.G.D.F.T. (Semester-II) Examination, 2010
Paper – VII (New Course)
INTERNATIONAL MARKETING
(2008 Pattern)

Time : 3 Hours

Max. Marks : 60

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

- 1) Define ‘Global Economy’. Discuss the impact of globalisation process on International Markets. **15**

OR

- 1) Discuss various factors affecting International Marketing.
- 2) Define ‘Distribution Channel’. Choice of Distribution Channel vary in different markets - Discuss. **15**

OR

- 2) Define “Advertising.” Discuss major aspects of advertising in International Markets.
- 3) International Marketing has created opportunities in developed and developing countries - Discuss. **15**

OR

- 3) Explain the importance of “Marketing Strategy” in International Trade. Also state entry methods.
- 4) Write short Notes (**Any Three**) : **15**
- a) Foreign Trade Zones.
 - b) Brand.
 - c) Impact of MNCs on developing countries.
 - d) Product Positioning.
 - e) Export Pricing.

B/I/10/815