

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

**[3815]-101**

**P. G. D. F. T. (Semester - I) Examination - 2010**

**PAPER - I**

**MANAGERIAL ECONOMICS**

**(2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 60**

**Instructions :**

*(1) All questions are compulsory.*

*(2) All questions carry equal marks.*

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**Q.1)** Explain Demand Forecasting. Discuss its significance in Estimation of Demand.

**OR**

**Q.1)** What is Price Discrimination ? Discuss Three Degrees of Price Discrimination in detail.

**Q.2)** Discuss Price and Output Determination in Short and Long Run in Monopoly.

**OR**

**Q.2)** What is Collusive Oligopoly ? Explain how Price and Output is determined under Cartel Agreement ?

**Q.3)** Suppose a firm is thinking of investing in machine project having Cost Capital Expenditure equal to Rs. 1,50,000 and Net Cash Flows from the machinery project are given as under :

<b>Year</b>	1	2	3	4	5
<b>Net Cash Flow</b>	22,000	55,000	55,000	45,000	35,000

Suppose the firm can borrow investment funds at 10% annual rate of interest. Evaluate whether the firm should undertake this project. (NPV Method)

**OR**

**[3815]-101**

**1**

**P.T.O.**

**Q.3)** What is Cost of Capital ? Explain its structure and role in International Competitiveness.

**Q.4)** Write short notes : (**Any Three**)

- (a) Nature of Managerial Economics
  - (b) Returns to Scale
  - (c) Transfer Pricing
  - (d) Labour Immigration
  - (e) Capital Rationing
-

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

**[3815]-102**

**P. G. D. F. T. (Semester - I) Examination - 2010**

**PAPER - II**

**INTERNATIONAL ECONOMICS AND  
FOREIGN EXCHANGE MANAGEMENT**

**(2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 60**

***Instructions :***

*(1) Attempt all questions.*

*(2) All questions carry equal marks.*

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**Q.1)** Critically examine Heckscher Ohlin Model of International Trade with Empirical Test.

**OR**

**Q.1)** Give brief history of IMF and describe objectives of IMF.

**Q.2)** What is Free Trade ? Give arguments in favour of Free Trade.

**OR**

**Q.2)** Examine Balance of Payment Crisis of 1990 in detail.

**Q.3)** Define a Letter of Credit. Explain various types of Letters of Credit.

**OR**

**Q.3)** Comment on Uniform Rules of Collection - 97 revision.

**Q.4) Write short notes : (Any Three)**

- (a) Linder's Hypothesis
  - (b) TRIPs
  - (c) Optimum Currency Areas
  - (d) Bid Bond
  - (e) Forward Rate
-

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

**[3815]-103**

**P. G. D. F. T. (Semester - I) Examination - 2010**

**PAPER - III**

**INTERNATIONAL LOGISTICS**

**(2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 60**

***Instructions :***

*(1) Attempt all questions.*

*(2) All questions carry equal marks.*

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**Q.1) Discuss 'INCOTERMS' in detail. [15]**

**OR**

**Q.1) Describe different modes of Transport used in 'International Trade'. [15]**

**Q.2) Explain various types of 'Vessels' used in 'Sea Freight'. [15]**

**OR**

**Q.2) Describe various 'Intermediaries' in International Trade giving brief information on each them. [15]**

**Q.3) Define 'International Logistics'. State and explain importance of 'International Logistics'. [15]**

**OR**

**Q.3) Explain 'Bill of Lading', giving brief information of various types of same. [15]**

**Q.4) Write short notes : (Any Three)**

**[15]**

- (a) Certificate of Origin
  - (b) Airway Bill
  - (c) Importance of 'Packing' in 'International Trade'
  - (d) C.H.A.
  - (e) Types of Cargo used in 'International Logistics'
-

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

**[3815]-104**

**P. G. D. F. T. (Semester - I) Examination - 2010**

**PAPER - IV**

**MARKETING PRINCIPLES AND MANAGEMENT**

**(2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 60**

**Instructions :**

*(1) Attempt all questions.*

*(2) All questions carry equal marks.*

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**Q.1)** Define 'Market Positioning'. Discuss Product Positioning concept and process.

**OR**

**Q.1)** Define 'Marketing Channel'. State and explain various factors influencing Channel Selection Process.

**Q.2)** Define 'Price'. Discuss various methods used for Fixing the Price of Product.

**OR**

**Q.2)** What do you mean by 'Retailing' ? State and explain various functions of Retailing.

**Q.3)** Define 'Physical Distribution'. State and explain various Components of Physical Distribution Process.

**OR**

**Q.3)** Define Target Markets. Explain different ways of Target Marketing.

**[3815]-104**

**1**

**P.T.O.**

**Q.4) Write short notes : (Any Three)**

- (a) Service Marketing Mix
  - (b) Re-positioning of Product
  - (c) SWOT Analysis
  - (d) Internal Factors of Pricing Mechanism
  - (e) Tasks in Market Segmentation
-



Total No. of Questions : 4]

[Total No. of Printed Pages : 3

**[3815]-105**

**P. G. D. F. T. (Semester - I) Examination - 2010**

**PAPER - V**

**QUANTITATIVE METHODS**

**(2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 60**

**Instructions :**

(1) Attempt all questions.

(2) All questions carry equal marks.

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**Q.1) (A) Describe Utility and Scope of Statistical Techniques with illustration in the following fields : [07]**

(a) Economics

(b) Management

**(B) Find Mean, Median, Mode from the following : [08]**

Income (Rs.)	0-10	10-20	20-30	30-40	40-50	50-60
Workers	26	14	23	17	12	8

**OR**

**Q.1) (A) Draw a Cumulative Frequency Curve or OGIVE, Histogram, Frequency Polygon, Frequency Curve : [07]**

Class Interval	0-10	10-20	20-30	30-40	40-50	50-60	60-70
Students	12	14	18	21	15	11	9

**(B) Calculate Quartiles  $D_2$ ,  $D_6$ ,  $P_{19}$  and  $P_{78}$  from the following : [08]**

Variable	5	10	15	20	25	30	35	40
Frequency	16	18	22	21	24	14	11	9

**Q.2)** Discuss uses and techniques of sampling methods in conducting Economic Investigation. **[15]**

**OR**

**Q.2)** Find Standard Deviation and Quartile Deviation and their Co-efficient from the following : **[15]**

<b>Variable</b>	10	20	30	40	50	60	70
<b>Frequency</b>	6	8	16	15	32	11	12

**Q.3)** (A) Meaning and Properties of Probability. **[07]**

(B) Illustrate with examples : **[08]**

- (a) Sample Space
- (b) Intersection of Two Events
- (c) Union of Two Events

**OR**

**Q.3)** (A) Calculate Co-efficient of Correlation using Ranking Method : **[07]**

<b>X</b>	20	22	25	22	28	30	22	40
<b>Y</b>	9	10	9	11	15	14	16	20

(B) Given the values → **Mean**    **SD** **[08]**

10            8    Yield of Wheat  
8             2    Annual Rainfall

Co-efficient of Correlation → 0.5

Estimate yield when rainfall is 9 inches.

**Q.4) Write short notes : (Any Three)**

**[15]**

- (a) Small Sample Test
  - (b) Sampling Variable
  - (c) Random Variable
  - (d) Mutually Exclusive Events
  - (e) Null and Alternative Hypothesis
-

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

**[3815]-201**

**P. G. D. F. T. (Semester - II) Examination - 2010**

**PAPER - VII**

**INTERNATIONAL MARKETING**

**(2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 60**

***Instructions :***

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

**Q.1)** Explain the term 'Globalisation'. Discuss impact of Globalisation on Developing Countries. **[15]**

**OR**

**Q.1)** Discuss Regional Integration and Protectionism. **[15]**

**Q.2)** Discuss importance of product positioning, product standardisation and product adaptation in International Market. **[15]**

**OR**

**Q.2)** Discuss various Distribution Channels used in International Marketing. **[15]**

**Q.3)** Explain importance of 'Marketing Strategy' in International Trade. Also state entry methods. **[15]**

**OR**

**Q.3)** How does Language, Media Choices and Customer Segments restrict Advertising Campaigns ? **[15]**

**Q.4) Write short notes : (Any Three)**

**[15]**

- (a) Trade Marks
  - (b) Benefits of International Marketing
  - (c) Export Management Companies
  - (d) International Marketing of Services
  - (e) Surveys and Market Research
-

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

**[3815]-202**

**P. G. D. F. T. (Semester - II) Examination - 2010**

**PAPER - VIII**

**INTERNATIONAL FINANCIAL MANAGEMENT**

**(2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 60**

**Instructions :**

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

---

**Q.1)** Explain in detail the reward, risk and its importance in International Finance. **[15]**

**OR**

**Q.1)** Explain merits and demerits of Fixed and Flexible Exchange Rates. **[15]**

**Q.2)** What do you mean by Forward Exchange Control ? Explain its features, premium and discounts in Forward Exchange. **[15]**

**OR**

**Q.2)** What do you mean by Currency Exchange Risk and its Management ? Explain in detail Economic and Accounting Exposure. **[15]**

**Q.3)** Explain Interest Rate Parity Theory. How can it be used to determine Investment and Borrowing Market ? **[15]**

**OR**

**Q.3)** What do you mean by Euro Dollar, Euro Currencies, Euro Notes ? Explain efficiency of Money Market in Multinational Banking System. **[15]**

**Q.4) Write short notes : (Any Three)**

**[15]**

- (a) Euro Bonds of Offshore Bond
  - (b) Basic Input required to make Project Evaluation
  - (c) Portfolio Analysis
  - (d) Spot Exchange Market
  - (e) Euro Deposit, Euro Loan and Euro Money
-

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

**[3815]-203**

**P. G. D. F. T. (Semester - II) Examination - 2010**

**PAPER - IX**

**EXPORT AND IMPORT PROCEDURES**

**(2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 60**

**Instructions :**

*(1) Attempt all questions.*

*(2) All questions carry equal marks.*

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**Q.1)** Explain briefly on Mandatory Registrations required to start Export Business from India. **[15]**

**OR**

**Q.1)** Give complete procedure for obtaining 'Importer Exporter Code' from Director General of Foreign Trade. **[15]**

**Q.2)** Give detailed note on 'Letter of Credit' and its various types. **[15]**

**OR**

**Q.2)** Explain Export House Status Category and benefits applicable to them as per Foreign Trade Policy. **[15]**

**Q.3)** Explain in detail role of 'Custom House Agent' and Freight Forwarder Agent'. **[15]**

**OR**

**Q.3)** Explain in detail Advance Authorisation Scheme as per Foreign Trade Policy of India. **[15]**

**[3815]-203**

**1**

**P.T.O.**



**Q.4) Write short notes : (Any Three)**

**[15]**

- (a) Types of Exports
  - (b) Selection of Import Supplier
  - (c) Focus Product and Focus Market Scheme
  - (d) Duty Entitlement Pass Book Scheme
  - (e) EPCG
-

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

**[3815]-204**

**P. G. D. F. T. (Semester - II) Examination - 2010**

**PAPER - X**

**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.*

---

**Q.1)** Explain Global Trade and its Growth. Comment on India's relative position in World Trade. **[15]**

**OR**

**Q.1)** Explain Import Substitution Policy of India. **[15]**

**Q.2)** Explain Export House, Trading House and Star Trading House. **[15]**

**OR**

**Q.2)** What is Balance of Payment ? Explain measures taken by Government to remove disequilibrium in Balance of Payment. **[15]**

**Q.3)** Discuss Impact of Globalisation on Indian Economy. **[15]**

**OR**

**Q.3)** Explain in detail the Exchange Rate Policy in India. **[15]**

**Q.4) Write short notes : (Any Three)**

**[15]**

- (a) Foreign Direct Investment in India
  - (b) Special Economic Zones
  - (c) Convertibility of Rupee
  - (d) Exchange Control
  - (e) WTO and India
-

Total No. of Questions : 4]

[Total No. of Printed Pages : 2+1

**[3815]-205**

**P. G. D. F. T. (Semester - II) Examination - 2010**

**PAPER - XI**

**COMMERCIAL GEOGRAPHY**

**(2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 60**

**Instructions :**

*(1) Attempt all questions.*

*(2) All questions carry equal marks.*

---

**Q.1)** Define the term 'Commercial Geography'. Explain in detail nature, scope and importance of 'Commercial Geography'. **[15]**

**OR**

**Q.1)** What is 'Environment' ? How cultural on man-made factors affect country's 'Economic Development' ? **[15]**

**Q.2)** Write a brief note on 'Green Revolution' in India. **[15]**

**OR**

**Q.2)** Explain in detail factors affecting location of Iron and Steel Industries in India. **[15]**

**Q.3)** Write short notes : (**Any Three**) **[15]**

- (a) Blue Revolution
- (b) Railway Transportation in India
- (c) Advantages of Forests
- (d) Poultry
- (e) Types of Agriculture

**[3815]-205**

**1**

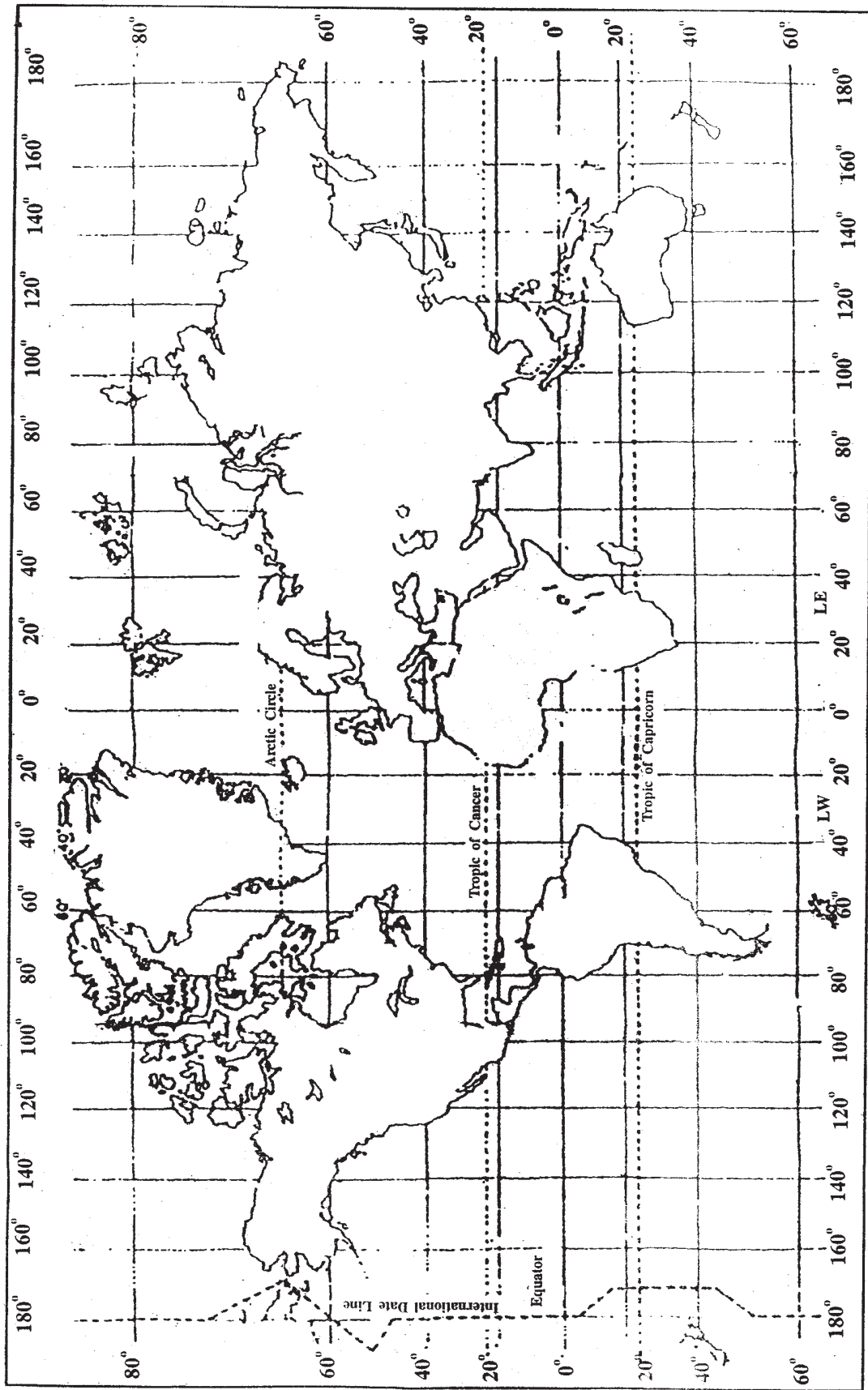
**P.T.O.**

**Q.4)** Explain in detail Statewise Generation of 'Hydro-electricity' in India. [15]

**OR**

**Q.4)** Mark names of the following in the outline of the World Map given to you and prepare a suitable index : [15]

- (a) Ports on Eastern Coast of India
  - (b) Panama Canal
  - (c) Great Lakes in U.S.A.
  - (d) Savana Grassland
  - (e) Major Deserts of the World
-



[3815]-205/3

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

Total No. of Questions : 6]

[Total No. of Printed Pages : 1

**[3815]-21**

**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.*

- 
- 
- Q.1)** How does Language, Media Choices and Customer Segments restrict choices in Advertising Campaigns ?
- Q.2)** Discuss International Marketing of Services and Technology.
- Q.3)** Discuss importance of various Distribution Channels in International Marketing.
- Q.4)** What do you mean by 'Product Positioning' ? Also explain Product Standardisation and Adaptation.
- Q.5)** Explain importance of 'Marketing Information System' in International Markets.
- Q.6)** Write short notes : **(Any Three)**
- (a) Export Pricing
  - (b) Importance of Advertising
  - (c) Protectionism
  - (d) Global Markets
  - (e) Indirect Channel

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**[3815]-21/1**

Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[3815]-22

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.

- 
- 
- Q.1)** Explain importance of International Financial System with reference to Gold and Dollar Standard.
- Q.2)** What are the various participants in Foreign Exchange Market ? Describe nature of their participation.
- Q.3)** What do you mean by Currency Exchange Risk and its Management ? Explain in detail Economic and Accounting Exposure.
- Q.4)** What do you understand by Hedging ? In what respect Hedging is different from Speculation ?
- Q.5)** Explain Purchasing Power Parity Principle. What is International Manifestation of the Law of One Price ?
- Q.6)** Write short notes : (**Any Three**)
- (a) Spot Exchange Market
  - (b) Parallel Loan and Credit Swap
  - (c) Portfolio Analysis
  - (d) Eurodollars, Currencies, Notes
  - (e) Features of Forward Exchange Contract

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[3815]-22/1



Total No. of Questions : 6]

[Total No. of Printed Pages : 1

**[3815]-23**

**P. G. D. F. T. (Semester - II) Examination - 2010**

**PAPER - X**

**EXPORT AND IMPORT PROCEDURE**

**(Old Course)**

**Time : 3 Hours]**

**[Max. Marks : 60**

***Instructions :***

- (1) Attempt any four questions.*
  - (2) All questions carry equal marks.*
- 
- 

**Q.1)** Give detailed note on Terms of Delivery i.e. INCOTEMS.

**Q.2)** Explain in detail EPCG.

**Q.3)** Explain in detail Letter of Credit and its various types.

**Q.4)** Write complete note on various Documents required for Import Clearance of Cargo from Indian Customs.

**Q.5)** Discuss SEZ in detail.

**Q.6)** Write short notes : **(Any Three)**

- (a) Category of Exports
- (b) GSP Rules of Origin
- (c) QBAL and VBAL
- (d) ECGC
- (e) Duty Drawback

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**[3815]-23/1**

Total No. of Questions : 6]

[Total No. of Printed Pages : 1

**[3815]-24**

**P. G. D. F. T. (Semester - II) Examination - 2010**

**PAPER - XI**

**INDIA'S EXPORT IMPORT TRADE SINCE 1955**

**(Old Course)**

**Time : 3 Hours]**

**[Max. Marks : 60**

***Instructions :***

- (1) Attempt any four questions.*
  - (2) All questions carry equal marks.*
- 
- 

- Q.1)** Explain India's Import since 1955 with special reference to Commodity Composition and Direction.
- Q.2)** What is Balance of Trade and Balance of Payment ? Analyse change since independence.
- Q.3)** Explain in detail the changes over time in India's Export and Import Policy.
- Q.4)** Explain Import Substitution Policy of India.
- Q.5)** Explain objectives and functions of World Trade Organisation.
- Q.6)** Write short notes : **(Any Three)**
  - (a) Joint Venture and Export
  - (b) Measures of Export Promotion
  - (c) India's relative position in World Trade
  - (d) Trading House, Star Trading House, Super Star Trading House
  - (e) State Trading in Foreign Trade

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**[3815]-24/1**

Total No. of Questions : 6]

[Total No. of Printed Pages : 2+1

[3815]-25

P. G. D. F. T. (Semester - II) Examination - 2010

PAPER - XII

COMMERCIAL GEOGRAPHY

(Old Course)

Time : 3 Hours]

[Max. Marks : 60

*Instructions :*

- (1) Attempt *any four* questions.
  - (2) All questions carry equal marks.
- 
- 

**Q.1)** Define the term Resources. How Natural Resources can affect Economy of the Country ?

**Q.2)** What do you mean by Commercial Geography ? Explain in detail nature and scope of Commercial Geography.

**Q.3)** Write a detailed note on Cotton Textile Industries in India.

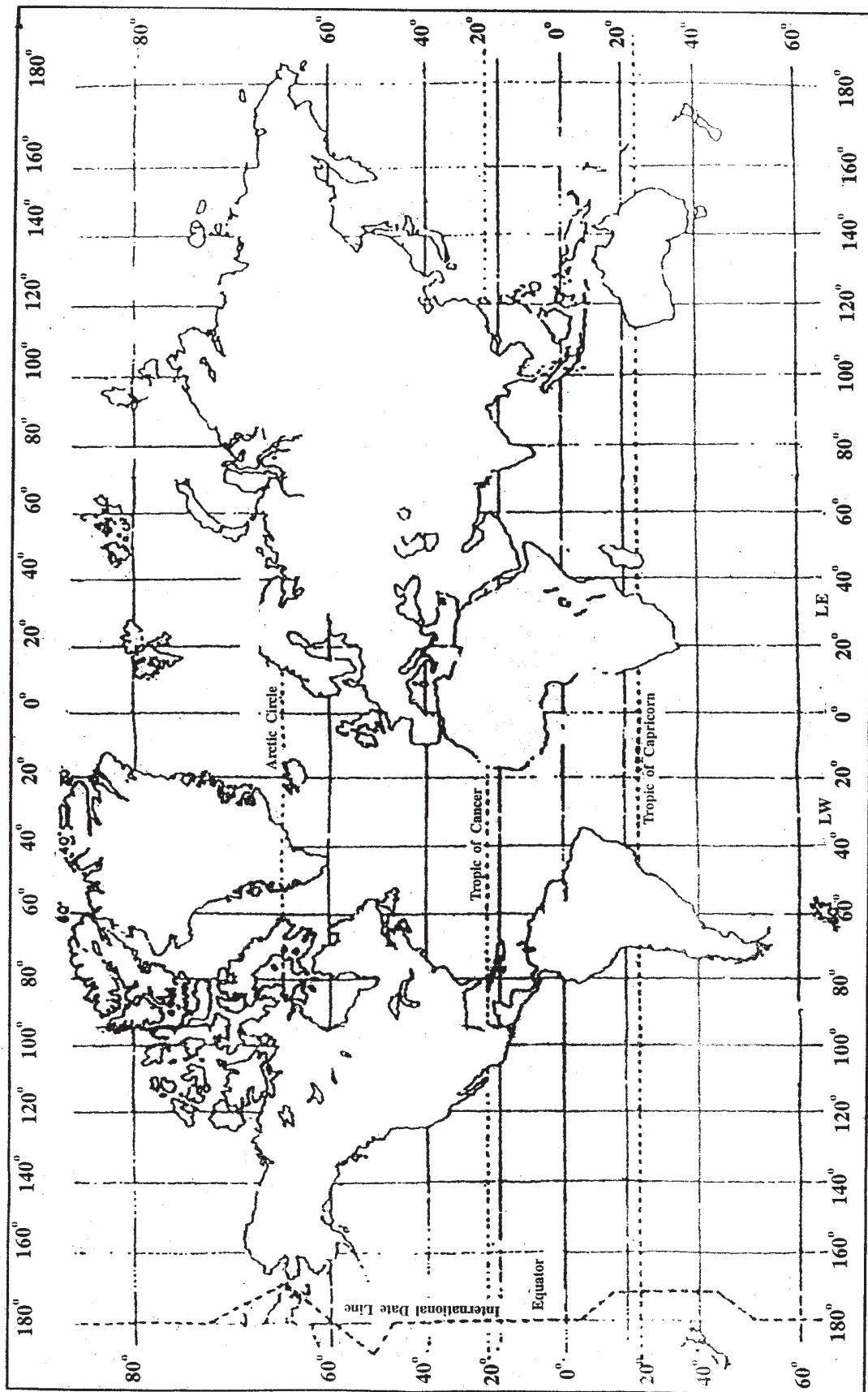
**Q.4)** Explain the term 'Agriculture' and discuss role of Agriculture in Indian Economy.

**Q.5)** Write short notes : (**Any Three**)

- (a) Importance of Coal
- (b) Hydro-electricity in India
- (c) Green Revolution
- (d) Types of Transportation Facilities
- (e) Shifting Cultivation

**Q.6)** Mark names of the following in the outline map of the world given to you and prepare suitable index : **(Any Five)**

- (a) Iron and Steel Industries in India
  - (b) Major Sea Ports in India
  - (c) Arabian Sea
  - (d) Panama Canal
  - (e) Trans Siberian Rail Network
  - (f) World's Evergreen Forests
-



[3815]-25/3

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