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[5514]-101

PGDFT (Sem. I) EXAMINATION, 2019

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 Qualitative Forecasting. Discuss its importance in estimation of demand. [15]

Or

Explain the nature and scope of Managerial Economics and how Micro Economics differs from Managerial Economics.

2. Discuss how price and output is determined under discriminating monopoly. [15]

Or

What is collusive oligopoly ? How is price and output determined under cartel agreement ?

3. What is Risk Analysis ? How will manager make decision under risk and uncertainty ? [15]

P.T.O.

Or

What is Capital Budgeting ? Explain the steps involved in Capital Budgeting Process.

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

- (i) Game theory
- (ii) Profitability index
- (iii) Cross elasticity of demand
- (iv) Cost volume profit analysis
- (v) Linear programming.

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[5514]-102

PGDFT (Sem. I) EXAMINATION, 2019

ECONOMICS

Paper II

(International Economics and Foreign Exchange Management)

(2014 PATTERN)

Time : Three Hours

Maximum Marks : 60

1. What is Free Trade ? Explain for and against about Free Trade. [15]

Or

Explain briefly Evolution and Function of general agreement of Trade and Tariffs.

2. Explain modern theory of International Trade. [15]

Or

Explain briefly Foreign Exchange Management with reference to India.

3. Explain custom union and its impact on World Trade. [15]

Or

Explain exchange rate mechanism with reference to forward rate, arithmetic exchange.

P.T.O.

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

[15]

- (a) Free on board
- (b) LERMS
- (c) INCOTERMS
- (d) Tariffs
- (e) Future and options.

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[5514]-103

PGDFT (Sem. I) EXAMINATION, 2019

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 various modes of transport used in International Logistics.

Or

Explain briefly INCO terms used in International Trade.

2. Explain briefly various transport documents used in International Trade.

Or

Explain in detail various containers used in ocean freight.

3. Explain various intermediaries used in shipping business like Customs House Agent, Freight Broker, Port Agents, Line Agents.

Or

Explain in detail International logistics and importance.

P.T.O.

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

- (a) Lorry Receipt
- (b) Transshipment and Portshipment
- (c) Heavy lift and long length surcharge
- (d) Multimodal Transport Document.

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[5514]-104

PGDFT (Sem. I) EXAMINATION, 2019
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. Define “Advertising”. Also comment on different types (media) of advertising.

Or

“Selection of marketing channel vary from product-to-product. Discuss.

2. What factors are to be considered for ‘Competitor’s Analysis’ ?

Or

Discuss various ‘Internal’ and ‘External’ factors influencing pricing mechanism.

3. What do you mean by ‘Consumer Behaviour’ ? Also explain its characteristics.

Or

What is ‘Product Life Cycle’ ? Explain its different stages.

P.T.O.

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

- (a) Trade Mark
- (b) Concentrated Marketing
- (c) Product Line Pricing
- (d) Product Mix
- (e) Demographic Segmentation.

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PGDFT (Sem. I) EXAMINATION, 2019

ECONOMICS

Paper V

(Quantitative Methods)

(2014 PATTERN)

Time : Three Hours

Maximum Marks : 60

1. (a) “A statistician is not an alchemist expected to produce gold from any worthless material.” Comment on this statement. [7]
- (b) Calculate mean, median, mode : [8]

X	F
2	5
4	8
6	13
8	15
10	16
12	11

Or

- (a) Draw subdivided Bar diagram : [7]

Department	School A	School B
Art	400	260
Science	240	390
Commerce	960	650

P.T.O.

- (b) Explain the meaning, importance and characteristic of class intervals. [8]

2. Calculate quartile and standard deviation and its coefficient from the following : [15]

X	F
5	8
10	16
15	18
20	22
25	14
30	9
35	6
40	7

Or

- Calculate quartile, deciles₆ percentile₄₇, Range from the following : [15]

X	F
5	16
10	18
15	22

20	21
25	24
30	14
35	11
40	9

3. Discuss the use and the techniques of sampling methods in conducting economic investigation. [15]

Or

- (a) Explain probability and non-probability sampling. [7]
- (b) Calculate coefficient of correlation using Ranking method : [8]

X	Y
45	46
48	50
32	35
52	60
60	61
49	48
20	22
30	28
33	32
35	40

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

[15]

- (a) Sample and Population
- (b) Sampling Error
- (c) Sampling Frame
- (d) Sampling Units
- (e) Degree of Correlation.

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[5514]-201

P.G.D.F.T. (Sem. II) EXAMINATION, 2019
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 various tax incentive schemes offered by Government for Exporters.

Or

What factors influence International Markets ?

2. Explain rules for successful exporting.

Or

Elaborate the 'Role of Sales Forces' and their management in International Marketing.

3. Write notes on (any *three*) :

- (a) Export pricing
- (b) Product Standardization
- (c) Opportunities in International Market
- (d) Objectives of promotion policy
- (e) Globalization of product.

4. Define 'Global Economy'. Explain its objectives and threats.

Or

What are the opportunities and threats in International Marketing ?

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[5514]-202

PGDFT (Sem. II) EXAMINATION, 2019

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. Describe the composition and direction of India's foreign trade since 1965. [15]

Or

Explain the measures taken by Govt. to correct BOP. [15]

2. Explain briefly export promotion measures. [15]

Or

Explain the impact of convertibility of rupee on foreign trade. [15]

3. Discuss the impact of globalization on India's foreign trade. [15]

Or

Explain the role of FDI and FII in Indian Trade. [15]

P.T.O.

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

[15]

- (i) Balance of Trade
- (ii) State Trading in India
- (iii) EOU
- (iv) SEZ
- (v) Star Trading House.

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P.G.D.F.T. (SEM. II) EXAMINATION, 2019

212 : INTERNATIONAL FINANCIAL MANAGEMENT

Paper VIII

(2014 PATTERN)

Time : Three Hours

Maximum Marks : 60

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

1. Explain briefly the importance and background of international financial system in gold standards.

Or

Explain briefly the advantages and disadvantages of flexible exchange rates.

2. Explain in detail foreign exchange risk management.

Or

What is speculation ? How does it differ from hedging ?

3. Explain briefly long term financial market.

Or

Explain briefly the selection of portfolio analysis in the international context.

P.T.O.

4. Write notes on any *three* :

[20]

- (1) Purchasing power parity principle
- (2) Fixed exchange rate
- (3) Short term financial market
- (4) Types of buying and selling rates
- (5) CHIPS, CHAPS and SWIFT
- (6) Spot and forward exchange market.

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P.G.D.F.T. (Sem. II) EXAMINATION, 2019

ECONOMICS

(Commercial Geography)

(2014 PATTERN)

Time : Three Hours

Maximum Marks : 60

N.B. :— (i) Attempt *All* questions.

(ii) *All* questions carry equal marks.

1. Define commercial geography. Explain in detail nature and scope of commercial geography. [15]

Or

Explain various factors affecting commercial activities of man.

2. Explain briefly about petrochemical industries. [15]

Or

Explain the importance of every resource in economic development of nation.

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

- (a) Pig farming
- (b) Plantation agriculture
- (c) Pisciculture
- (d) Sericulture
- (e) Possibilism.

P.T.O.

4. Write a detailed note on mineral resource.

[15]

Or

Indicate the following in the outline map of world :

- (a) Great lake
- (b) North Atlantic
- (c) Major international port
- (d) Kandla port
- (e) Arabic sea.

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[5514]-205

PGDFT (Sem. II) EXAMINATION, 2019

EXPORT AND 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 on identification and selection of suppliers in International Trade.

Or

Write in detail role of Customs House Agent.

2. Write various benefits applicable to Indian Exporter like, Duty Drawback, Advance Authorisation, Export Promotion Capital Goods, Status Holders etc.

Or

Write complete procedure for customs clearance of cargo in India for Export.

P.T.O.

3. Write in detail “Export Oriented Unit” scheme applicable in India.

Or

Write complete procedure for obtaining Importer-Exporter Code from DGFT.

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

- (a) Types of Export Houses as per Foreign Trade Policy.
- (b) Risk covering documents like Insurance Policy, Insurance Cover Note, ECGC Policy etc.
- (c) Different types of customs duties applicable in India.
- (d) Different terms of Purchase Contract.
- (e) Focus market and focus product scheme applicable as per Foreign Trade Policy.