

Reg. No. :

D 2618

Q.P. Code : [07 DMB EM 92]

(For the candidates admitted from 2007 onwards)

M.B.A. DEGREE EXAMINATION, MAY 2013.

Second Year

Export Management

INTERNATIONAL BUSINESS ENVIRONMENT

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

(5 × 20 = 100)

1. Differentiate the features of domestic business and international business with Indian examples.
2. Explain the various techniques involved in environmental analysis.
3. Discuss the special features of demographical environment with suitable examples.
4. Elaborate the various ways to attain sound urbanization.

5. Elaborate the terms Dispute settlement with suitable examples.
 6. Explain the various factors involved in governmental intervention in business.
 7. Write notes on the followings :
 - (a) Legal systems
 - (b) Environmental pollution.
 8. Explain the role of world bank in the development of international business.
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Reg. No. :

D 2619

Q.P. Code : [07 DMB-EM 93]

(For the candidates admitted from 2007 onwards)

M.B.A. DEGREE EXAMINATION, MAY 2013.

Second Year

Export Management

EXPORT TRADE AND DOCUMENTATION

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

(5 × 20 = 100)

1. Explain various components of International export environment.
2. Give a brief note on quality control and pre-shipment inspection.
3. Briefly explain the role of ECGC in export promotion.
4. Highlight the important provision in EXIM Policy.

5. Describe the methods of arranging finance for export.
 6. Briefly explain various export promotion measures taken in India.
 7. Explain various commercial and regulatory documents to be prepared in export documentation process.
 8. Explain the different forms of pre-shipment and post-shipment finance available to the Indian exporters.
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D 2620

Q.P. Code : [07 DMB-EM 94]

(For the candidates admitted from 2007 onwards)

M.B.A. DEGREE EXAMINATION, MAY 2013.

Second Year

Export Management

EXPORT FINANCE PROCEDURE

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

(5 × 20 = 100)

1. (a) Explain the RBI guidelines on export finance. (10)
- (b) Discuss the ECGC guidelines on export finance. (10)
2. (a) Bring down and explain the cost concepts in detail.
- (b) List down and explain the benefits of deemed export.

3. (a) Explain the parties involved in letter of credit.
(b) How quotations are prepared? Explain the procedures.
 4. Enumerate and explain the guidelines of RBI on forfeiting and factoring.
 5. Write an essay on "concessional customer tariffs", and "Terminal excise duties".
 6. What are the procedures involved in packing credit and advance against incentives? Explain.
 7. Explain the role of commercial banks and EXIM banks on pre-shipment finance.
 8. What are the legal formalities and consequences involved in "advance against export incentives" and "advance against undrawn balances"? Explain.
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M.B.A. DEGREE EXAMINATION, MAY 2013.

Second Year

Export Management

FOREX MANAGEMENT

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. State the objectives of risk management and elucidate the risks involved in foreign exchange.
2. Explain the various sources of forex funds.
3. Elucidate the advantages and disadvantages of inter-bank deals.
4. Give the features of forward exchange contract.
5. Explain in detail the mechanics of inter-bank trading.

6. Enumerate the various components of the balance of payments.
 7. Elaborate the models of determine the exchange rate.
 8. Explain the reasons for the growth of international banking.
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D 2622

Q.P. Code : [07 DMB-EM 96]

(For the candidates admitted from 2007 onwards)

M.B.A. DEGREE EXAMINATION, MAY 2013.

Second Year

Export Management

INTERNATIONAL PROJECT MANAGEMENT

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

(5 × 20 = 100)

1. What do you mean by project? Differentiate between traditional and international projects.
2. Give a detailed note on project life cycle.
3. Discuss different online techniques adopted by organizations for project management.
4. Discuss assessment and management of risks in global projects.

5. What are the human resource issues in International project management? Explain.
 6. State the qualities and duties of international project leader.
 7. Discuss the procedure involved in project implementation and control.
 8. Write a brief note on :
 - (a) Project planning
 - (b) Project appraisal
 - (c) Bid evaluation criteria
 - (d) Global outsourcing.
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D 2623

Q.P. Code : [07 DMB-EM 97]

(For the candidates admitted from 2007 onwards)

M.B.A. DEGREE EXAMINATION, MAY 2013.

Second Year

Export Management

LOGISTICS MANAGEMENT

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

(5 × 20 = 100)

1. Define Logistics Management. What are the software tools available for logistics management? Explain
2. Discuss about Logistics organization and performance management.
3. How packaging is done in logistics operations? Explain.
4. State the factors to be considered for warehouse layout and design.

5. What criteria you consider while taking decision related to transportation selection.
 6. Discuss the concept and different types of containerization. State its benefits.
 7. What do you mean by logistic information system? Explain the applications of Information Technology in logistics.
 8. Write a brief note on :
 - (a) Global logistics
 - (b) Freight management
 - (c) Inter modal operations
 - (d) Reverse logistics.
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D 2624

Q.P. Code : [07 DMB-EM 98]

(For the candidates admitted from 2007 onwards)

M.B.A. DEGREE EXAMINATION, MAY 2013.

Second Year

Export Management

INTERNATIONAL MARKETING

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

(5 × 20 = 100)

1. "The development of an Information system is a must for International Marketing" Comment.
2. How would you define the International Firm? Give examples of firms that fit and do not fit your definition.
3. Explain the problems of Brand and trademark protection in International marketing.
4. Discuss the protectional and promotional aspects of packaging for international market?

5. What are the factors that add to the complexity of International market?
 6. Discuss the potential use of comparative analysis in setting advertising budgets for foreign markets.
 7. Discuss the advantages and disadvantages of making separate organizational arrangements for International business.
 8. Differentiate between balance of trade and balance of payment and Indicate how balance of payment's analysis can be useful to totue. International man letter?
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