

Reg. No. : .....

**D 2620**

**Q.P. Code : [07 DMBEM 92]**

(For the candidates admitted from 2007 onwards)

**M.B.A. DEGREE EXAMINATION, MAY 2014.**

**Second Year**

**Export Management**

**INTERNATIONAL BUSINESS ENVIRONMENT**

**Time : Three hours**

**Maximum : 100 marks**

**Answer any FIVE questions.**

**All questions carry equal marks.**

**(5 × 20 = 100)**

1. "International business is only an extension of and a variation on domestic business" — critically evaluate the statement.
2. What are the major issues in Demographic and geographic environment of international trade dispute? Discuss the impact on business.
3. Why do companies engage in international business? What are the major cultural factors that affect international business? Give suitable illustrations in support of your answer.

4. Briefly explain the various risk involved in political and legal environment.
  5. What are the various levels of transfer of technology? Discuss giving suitable illustrations in support of your answer
  6. Describe the factors responsible for environmental concern giving increasing importance in the global trade agreements.
  7. What are the major issues in settlement of international trade disputes? Discuss the role of International Chambers of Commerce (ICC) in this regard.
  8. Enumerate different steps involved in export as a strategy for international expansion.
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Reg. No. : .....

**D 2621**

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

(For the candidates admitted from 2007 onwards)

**M.B.A. DEGREE EXAMINATION, MAY 2014.**

**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. Write the objectives of Indian customs electronic data inter-change system and its advantages to exporters/importers and department.
2. Explain briefly the procedures for realisation of export incentives offered by the government of India.
3. Discuss the role of cleaning and following agent in the successful execution of an export contract.
4. Explain how foreign exchange rates are determined.

5. Describe the salient features of the EPZs/SEZs and examine their problems.
  6. Elaborate the procedure for excise and customs clearance in respect of containers if goods are stuffed in exporters premises.
  7. Discuss the different legal dimensions in implementation of export contracts.
  8. What are the major free trade zones identified by the government? What are the special benefits provided to them?
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Reg. No. : .....

**D 2622**

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

(For the candidates admitted from 2007 onwards)

**M.B.A. DEGREE EXAMINATION, MAY 2014.**

**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. Define the term export finance. Briefly explain the various stages of export finance.
2. What is meant by duty drawback? Explain the procedures and related documentation for duty drawback.
3. Describe the various types of letter of credit with their features.
4. What is packing credit? Explain its important features. How packing credit is different from post shipment credit?

5. Explain the types of guarantees available from ECGC to banks for providing pre-shipment and post-shipment export finance.
  6. Define forfeiting. How forfeiting works in export trade? What are the documents required for this?
  7. Exporters minimize their risk does decide about certain terms of payment. What are the various terms of payment used in export? Explain.
  8. Discuss the role of EXIM bank in financing export trade.
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**D 2623**

**Q.P. Code : [07 DMB EM 95]**

(For the candidates admitted from 2007 onwards)

**M.B.A. DEGREE EXAMINATION, MAY 2014.**

**Second Year**

**Export Management**

**FOREX MANAGEMENT**

**Time : Three hours**

**Maximum : 100 marks**

**Answer any FIVE questions.**

**All questions carry equal marks.**

**(5 × 20 = 100)**

1. What is forex management, Discuss how import and export companies handling forex management with banks?
2. What are the determinants of foreign exchange? Discuss in detail.
3. Discuss the role of RBI in controlling Foreign exchange Market.

4. Describe the evolution of Currency markets in the world also explain the role they play in the development of an economy.
  5. What risks confront dealers in the foreign exchange market? How can they cope with these risks?
  6. What is difference between spot and forward exchange rates? Give examples
  7. How are foreign exchange transactions between international banks settled? Explain in detail
  8. What is the difference between suppliers' credit and buyers' credit?
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Reg. No. : .....

**D 2624**

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

(For the candidates admitted from 2007 onwards)

M.B.A. DEGREE EXAMINATION, MAY 2014.

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. Explain and differentiate traditional projects and international projects.
2. Describe the scope and objectives of project planning.
3. Examine the various project formulation strategies.
4. Discuss the meaning and importance of organising Human Resource and Contracting.

5. Discuss the features of project implementation and control.
  6. Describe in detail about qualities and duties of multinational project teams.
  7. Discuss the cross cultural, social and political issues of International Project Management.
  8. Explain the global tenders in International project management.
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Reg. No. : .....

D 2625

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

(For the candidates admitted from 2007 onwards)

M.B.A. DEGREE EXAMINATION, MAY 2014.

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. Discuss the growth of logistics management in India by quoting some examples.
2. Outline the structure of logistics organization.
3. Why warehousing is important for manufacturing organizations? Explain its nature.
4. Is packaging important in logistics? Give your views by explaining its role in logistics.

5. Elaborate the characteristics of Road and Air modes of transportation.
  6. How carriers are classified? Explain with examples.
  7. What do you mean by 'automatic identification technologies' in logistics? Explain any two methods.
  8. Write a brief note on :
    - (a) Logistics outsourcing
    - (b) Role of ports
    - (c) Materials handling efficiency
    - (d) ERP.
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Reg. No. : .....

**D 2626**

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

(For the candidates admitted from 2007 onwards)

**M.B.A. DEGREE EXAMINATION, MAY 2014.**

**Second Year**

**Export Management**

**INTERNATIONAL MARKETING**

**Time : Three hours**

**Maximum : 100 marks**

**Answer any FIVE questions.**

**(5 × 20 = 100)**

1. Explain the growing importance of international marketing and its benefits.
2. Discuss the characteristics of MNCs.
3. How might a marketer of cosmetics assess significant cultural traits for his or her business in the Muslim world? What element of culture may be more most relevant to marketing?
4. Critically evaluate the components of the economic environment of country of your choice.

5. Illustrate the logic behind the introduction of new products across national boundaries.
  6. Explain the international channel selection process. Take two examples of your choice and explain the process.
  7. Discuss the merits and demerits of different modes of entry to an international market.
  8. How do think conference and trade shows help to penetrate in an international market.
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