

**R0441**

**Sub. Code**

**652101**

**M.B.A. DEGREE EXAMINATION, NOVEMBER – 2023**

**First Semester**

**International Business**

**MANAGEMENT CONCEPTS**

**(CBCS – 2022 onwards)**

Time : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** the following objective questions by choosing the correct option.

1. Which of the following is true about Principles of Management? (CO1, K1)
  - (a) The principles of management are in a continuous process of evolution
  - (b) The principles of management have evolved
  - (c) The principles of management have not evolved
  - (d) None of the above
  
2. Which Principle of Scientific Management says that employees must be rewarded when they make suggestions that lead to cost savings within the company? (CO1, K1)
  - (a) Cooperation not individualism
  - (b) Harmony not discord
  - (c) Science, not a rule of thumb
  - (d) All of the above

3. The last function in the sequence, which culminates in the attainment of organization objectives, is (CO2, K3)
- (a) organizing
  - (b) coordinating
  - (c) controlling
  - (d) planning
4. Find the odd one out (CO2, K2)
- (a) board of directors
  - (b) chief executive
  - (c) foremen
  - (d) shareholders
5. Which of the following is a key objective of supervision in an organization? (CO3, K3)
- (a) Establishing organizational culture
  - (b) Monitoring and guiding employees to achieve goals
  - (c) Creating marketing strategies
  - (d) Setting financial budgets
6. What is a characteristic of Integrated Control in the context of organizational management? (CO3, K4)
- (a) It focuses solely on financial aspects
  - (b) It encompasses multiple aspects of an organization simultaneously
  - (c) It is a form of reactive control
  - (d) It operates independently of other management functions
7. What is a key feature of Business Communication? (CO4, K6)
- (a) Limited to oral communication only
  - (b) Invokes one-way communication only
  - (c) Has specific objectives and is goal-oriented
  - (d) Excludes the use of visual aids

8. What is a strategy for effective cross-cultural communication? (CO4, K5)
- (a) Ignoring cultural differences
  - (b) Using complex language to sound professional
  - (c) Being aware of cultural differences and adapting communication styles accordingly
  - (d) Avoiding communication with individuals from different cultures
9. In Report writing, what is the purpose of a situational report? (CO5, K3)
- (a) To provide a summary of daily activities
  - (b) To analyze past performance
  - (c) To present information on a specific event or situation
  - (d) To outline long-term goals of the organization
10. Which term refers to a special control technique involving comparing actual performance against a predetermined standard and taking corrective actions when necessary? (CO5, K4)
- (a) Supervision
  - (b) Leadership
  - (c) Integrated control
  - (d) Feedback control

**Part B**

(5 × 5 = 25)

Answer **all** questions not more than 500 words each.

11. (a) What is meant by 'Managerial Roles' and briefly explain two important roles played by managers in an organization. (CO1, K3)

Or

- (b) Explain the functions of management. (CO1, K2)

12. (a) Explain the concept of "Decision Making" in the context of management. Provide. (CO2, K2)

Or

- (b) Explain the importance of planning process. (CO2, K5)

13. (a) Define the concept of "Leadership" in the context of management. Explain why effective leadership is crucial for the success of an organization. (CO3, K5)

Or

- (b) Define motivation. Explain the importance of motivation. (CO3, K2)

14. (a) Define the concept of 'Ethics in Business Communication'. Briefly explain why ethical considerations are crucial in modern business communication practices. (CO4, K4)

Or

- (b) Explain the barriers to communication in an organisation. (CO4, K2)

15. (a) Explain the concept of the “3Ps of Business Writing and provide an example of how it can be applied in drafting a Routine Message. (CO5, K2)

Or

- (b) Explain the characteristics of a good report. (CO5, K4)

**Part C** (5 × 8 = 40)

Answer **all** questions not more than 1000 words each.

16. (a) Describe the evolution of management thought, highlighting the major theories and thinkers. Provide one relevant case study illustrating the application of a management theory in a real-world scenario. (CO1, K4)

Or

- (b) Discuss the overview of functional areas of management. (CO1, K5)

17. (a) Discuss the concept of “Management by Objectives (MBO)” and its significance in organizational planning and performance. Provide a case study illustrating the successful implementation of MBO in a real-world company. (CO2, K3)

Or

- (b) Explain the decision making concept and process. (CO2, K2)

18. (a) Discuss the concept of ‘Control’ in management. Explain the objectives and the process of control in an organization. Provide examples of at least two types of control techniques used in modern businesses. (CO3, K2)

Or

- (b) Describe the various types of control in management. (CO3, K5)

19. (a) Explain the impact of electronic technology, specifically the Internet, on global business communication. Provide examples of how businesses have utilized the Internet to enhance their communication strategies. Additionally, explain the challenges associated with global communication in the digital age. (CO4, K5)

Or

- (b) Explain the various strategies for communicating across different cultures. (CO4, K2)
20. (a) What is the importance of effective report writing in business communication? Explain the characteristics of a well-structured report and provide an example of a real-world scenario where a detailed situational report played a crucial role in decision-making within a company. (CO5, K2)

Or

- (b) Describe the different types of report in business Communication. (CO5, K4)
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**R0442**

**Sub. Code**

**652102**

**M.B.A. DEGREE EXAMINATION, NOVEMBER – 2023**

**First Semester**

**International Business**

**INTERNATIONAL ECONOMICS**

**(CBCS – 2022 onwards)**

Time : 3 Hours

Maximum : 75 Marks

**Section A**

(10 × 1 = 10)

Answer **all** the following objective questions by  
choosing the correct option.

1. Duopoly refers to \_\_\_\_\_ sellers in the market. (CO3, K1)  
(a) One (b) Two  
(c) Three (d) Large number of sellers
2. Pure monopoly exists in \_\_\_\_\_. (CO3, K4)  
(a) Private sector (b) Public sector  
(c) None of the above (d) All of the above
3. Demand includes (CO1, K3)  
(a) Desire for a commodity  
(b) Ability to pay the price  
(c) Willingness to pay the price  
(d) All the above

4. Objectives of Firm does not include : (CO1, K2)  
 (a) Sales Maximisation  
 (b) Utility Maximisation  
 (c) Demand Maximisation  
 (d) Welfare Maximisation
5. \_\_\_\_\_ refers to the output due to increase in one unit of input. (CO2, K5)  
 (a) Average returns (b) Marginal returns  
 (c) Both (a) and (b) (d) None of the above
6. International trade contributes and increase the world \_\_\_\_\_ (CO2, K2)  
 (a) Population (b) Inflation  
 (c) Economy (d) Trade Barriers
7. The ASEAN was formed in \_\_\_\_\_ (CO5, K1)  
 (a) 1967 (b) 1945  
 (c) 1999 (d) 2000
8. The protectionist policy \_\_\_\_\_ (CO4, K4)  
 (a) Encourages international specialisation  
 (b) Promote global trade  
 (c) Prevents dumping  
 (d) Reduces government's interference in trade
9. The foreign direct investment includes (CO1, K2)  
 (a) tangible goods  
 (b) intangible goods  
 (c) intellectual property  
 (d) human resources
10. The labour market equilibrium determine the wage rate and \_\_\_\_\_ (CO5, K2)  
 (a) Investment (b) Employment  
 (c) Saving (d) Profits



**Section B**

(5 × 5 = 25)

Answer **all** the questions not more than 500 words each.

11. (a) Explain the need and significance of International Economics. (CO1, K4)

Or

- (b) What are the bases of International Trade? (CO2, K2)

12. (a) Explain the relationship between average product and marginal product and average cost and marginal cost in the short run production. Analysis. (CO3, K4)

Or

- (b) What are the determinants of Technical Gap Model? (CO2, K2)

13. (a) What are the difference between Current Account and Balance of Payment? (CO3, K2)

Or

- (b) Explain Gold Standard Theory. (CO4, K3)

14. (a) Explain : (CO4, K4)

(i) Free Trade

(ii) Trade Blocks

Or

- (b) Elaborate NAFTA and ASEAN. (CO4, K2)

15. (a) What are benefits of Foreign Investment? (CO5, K4)

Or

- (b) What do you mean by Labour Migration? Explain types of Migration. (CO5, K2)

**Section C**

(5 × 8 = 40)

Answer **all** the questions not more than 1000 words each.

16. (a) What do you mean by terms of trade? Explain the concept and measures of terms of trade. (CO1, K2)

Or

- (b) Explain the modern theories of international economics. (CO4, K4)

17. (a) Write down the export led growth strategies. (CO2, K3)

Or

- (b) Write short note on Imperfect competition. (CO2, K2)

18. (a) Explain purchasing power parity theory. (CO3, K2)

Or

- (b) What are factors determine Exchange Rate? (CO4, K5)

19. (a) Explain in detail immiserizing growth theory. (CO4, K4)

Or

- (b) Explain in detail Trade barrier. (CO2, K2)

20. (a) 'India's current position in FDI. Comment. (CO1, K5)

Or

- (b) Explain the need and importance of Technological Transfer. (CO5, K2)

**R0443**

**Sub. Code**

**652103**

**M.B.A. DEGREE EXAMINATION, NOVEMBER – 2023**

**First Semester**

**International Business**

**ACCOUNTING FOR MANAGERS**

**(CBCS – 2022 onwards)**

Time : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** the following objective questions by choosing the correct option.

1. The policy of 'anticipate no profit and provide for all possible losses', arises due to Convention of \_\_\_\_\_.  
(CO1, K1)  
(a) Conservatism      (b) Consistency  
(c) Materiality      (d) Full Disclosure
  
2. Gross Profit or Gross Loss is the result of the preparation of \_\_\_\_\_.  
(CO1, K2)  
(a) Manufacturing Account  
(b) Trading Account  
(c) Profit and Loss Account  
(d) Balance Sheet

3. \_\_\_\_\_ is very helpful in making a comparative study of the financial statements for several years. (CO2, K3)
- (a) Ratio analysis
  - (b) Comparative statement analysis
  - (c) Common size statement analysis
  - (d) Trend analysis
4. \_\_\_\_\_ indicates the relationships between the outside funds and the shareholders funds. (CO3, K2)
- (a) Proprietary Ratio (b) Debt-Equity Ratio
  - (c) Current Ratio (d) Liquid Ratio
5. Working Capital is the difference between (CO3, K4)
- (a) Fixed Asset and Current Asset
  - (b) Current Asset and Current Liability
  - (c) Non-Current Asset and Non-Current Liability
  - (d) Long-term Liability and Current Liability
6. Decrease in Current Assets will be resulted in (CO2, K3)
- (a) Outflow of Cash
  - (b) Inflow of Cash
  - (c) Neither Outflow of cash Nor Inflow of cash
  - (d) None of the above
7. \_\_\_\_\_ is a document containing the procedure to be followed by the executives concerned with the budget. (CO4, K5)
- (a) Budget center (b) Budget committee
  - (c) Budget manual (d) Budget period

8. Under \_\_\_\_\_ method, the present value of the future inflows are not taken into account while evaluating the capital outlay. (CO4, K4)
- (a) IRR Method
  - (b) Pay Back Period Method
  - (c) NPV Method
  - (d) Present Value Index Method
9. Cost which can be identified with the cost centre or cost unit, and can conveniently be wholly connected with any cost unit is (CO5, K2)
- (a) Capital cost            (b) Revenue cost
  - (c) Direct cost            (d) Indirect cost
10. \_\_\_\_\_ is the difference between sales and variable cost. (CO5, K3)
- (a) Fixed cost            (b) Variable cost
  - (c) Total cost            (d) Contribution

**Part B** (5 × 5 = 25)

Answer **all** the questions not more than 500 words each.

11. (a) Elucidate the various groups who are interested in making use of the Accounting Information. (CO2, K3)

Or

- (b) The following are the balances extracted from the books of Mr. Thomas as on 31<sup>st</sup> March 2020.

(CO4, K4)

Particulars	Debit	Credit
	Rs.	Rs.
Stock on 1.4.2019	12,500	
Purchases	1,00,000	
Sales		1,50,000
Return outwards		5,000
Return inwards	10,000	
Carriage inwards	2,500	
Carriage outwards	750	
Power, Coal, Gas	1,500	
Salaries	7,500	
Wages	6,500	

Stock on 31.03.2020 was valued at Rs. 7,400.

You are required to prepare a Trading account for the year ending 31<sup>st</sup> March 2020.

12. (a) Apply your understanding to identify and discuss the limitations associated with Financial Statement Analysis? (CO4, K4)

Or

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**R0443**

- (b) The following is the Balance sheet of ABC Ltd. as on 31<sup>st</sup> March 2020. (CO3, K3)

Liabilities	Rs.	Assets	Rs.
Share capital	3,00,000	Fixed Assets	2,00,000
Reserve and Surplus	50,000	Stock	75,000
Creditors	60,000	Debtors	40,000
Bills payable	30,000	Bills Receivable	25,000
Outstanding expenses	20,000	Prepaid Expenses	25,000
Provision for Tax	40,000	Cash at Bank	1,00,000
		Cash in hand	35,000
	<u>5,00,000</u>		<u>5,00,000</u>

Calculate :

- (i) Current Ratio and  
(ii) Quick Ratio.

13. (a) Prepare a statement of changes in working capital from the following details of 'T' Ltd. (CO4, K4)

Balance Sheets

Liabilities	31.12.2018	31.12.2019	Assets	31.12.2018	31.12.2019
Equity capital	5,00,000	5,00,000	Fixed Assets	6,00,000	7,00,000
Debentures	3,70,000	4,50,000	Long-term Investments	2,00,000	1,00,000
Provision for tax	77,000	43,000	Work-in-progress	80,000	90,000
Creditors	96,000	1,92,000	Stock	1,50,000	2,25,000
Dividends payable	87,000	80,000	Debtors	70,000	1,40,000
			Cash	30,000	10,000
	<u>11,30,000</u>	<u>12,65,000</u>		<u>11,30,000</u>	<u>12,65,000</u>

Or

- (b) From the following Profit and Loss A/c, you are required to compute cash from operations.  
(CO5, K2)

Profit and Loss A/c for the year ending 30<sup>th</sup> June 2020

	Rs.		Rs.
To Salaries	5,000	By Gross Profit	25,000
To Rent	1,000	By Profit on sale of land	5,000
To Depreciation	2,000	By Income Tax Refund	3,000
To Loss on sale of plant	1,000		
To Goodwill written off	4,000		
To Proposed Dividend	5,000		
To Provision for taxation	5,000		
To Net Profit	10,000		
	<u>33,000</u>		<u>33,000</u>

14. (a) Explain the advantages of Budgetary Control.  
(CO2, K3)

Or

- (b) A Machinery was acquired at a cost of Rs. 4,00,000  
The expected annual cash inflows are as follows.  
(CO2, K4)

I Year – Rs. 80,000

II Year – Rs. 1,20,000

III Year – Rs. 1,50,000

IV Year – Rs. 1,00,000

V Year – Rs. 90,000

Calculate the Pay Back Period.



15. (a) A factory produces 100 units of a commodity.  
The cost of production is : (CO2, K3)

	Rs.
Materials	10,000
Wages	5,000
Direct expenses	1,000

Factory overheads are 125% on wages ; office overheads are 20% on works cost. Expected profit is 25% on sales. Prepare a Statement of Cost and Profit.

Or

- (b) Prepare a Marginal Cost Statement from the following information : (CO3, K4)

Variable Cost :	Rs.
Direct Material	10,000
Direct Wages	5,000
Factory Expenses	2,000
	17,500
Fixed Cost :	
Administrative Expenses	2,000
Total Cost	19,500
Profit	5,500
Sales	25,000

**Part C****(5 × 8 = 40)**

Answer **all** the questions not more than 1000 words each.

16. (a) Can you explain any four concepts of accounting and relate how those concepts are applied in recording business transactions? (CO2, K5)

Or

- (b) The following is the Trial Balance of Tom and Co. as on 31<sup>st</sup> March 2020. (CO3, K5)

Particulars	Debit Rs.	Credit Rs.
Capital		95,000
Land and Building	30,000	
Furniture and Fittings	15,000	
Plant and Machinery	17,000	
Goodwill	20,000	
Opening Stock	18,000	
Bills Receivable and Bills Payable	4,000	6,000
Sundry debtors and Sundry creditors	16,000	18,000
Purchases and Sales	80,000	1,50,000
Returns	1,000	2,000
Carriage outwards	500	
Freight and Duty	1,200	
Wages	22,800	
Factory expenses	6,000	
Salaries	24,000	
Commission	2,500	
Discount		9,000
Printing and Stationery	4,500	
Trade expenses	1,800	
Cash in hand	700	
Cash at Bank	15,000	
Total	<u>2,80,000</u>	<u>2,80,000</u>

Adjustments :

- (i) Closing stock was valued at Rs. 70,000.
- (ii) Depreciate Land and Building at 10%, Furniture and fittings at 20%.
- (iii) Wages outstanding during the year was Rs.1,200 ; Salaries outstanding Rs. 12,000.

Prepare a trading and Profit and Loss Account for the year ending 31<sup>st</sup> March 2020 and also a Balance sheet as on that date.

17. (a) From the following Profit and Loss Account and Balance Sheet of Gibson Ltd., you are required to prepare a comparative income statement (CO3, K5)

Profit and Loss Account for the year ended 30<sup>th</sup> June

(Rs. in lakhs)

Particulars	2019	2020	Particulars	2019	2020
	Rs.	Rs.		Rs.	Rs.
To Cost of goods sold	500	640	By Sales	700	900
To Operating expenses :					
Administrative exp.	20	20			
Selling expenses	30	40			
To Net Profit	150	200			
	<u>700</u>	<u>900</u>		<u>700</u>	<u>900</u>

Or

- (b) The Trading and Profit and Loss A/c of Omega Ltd. for the year ending 31<sup>st</sup> March, 2018 is given below.  
(CO3, K5)

Trading and Profit and Loss A/c of Omega Ltd. for the year ending 31.03.2018.

Particulars	Rs.	Particulars	Rs.
To Opening Stock	40,000	By Sales	5,00,000
To Purchases	4,00,000	By Closing Stock	1,00,000
To Direct Expenses	60,000		
To Gross Profit c/d	1,00,000		
	<u>6,00,000</u>		<u>6,00,000</u>
To Operating Expenses		By Gross profit b/d	1,00,000
(a) Administrative expenses	20,000		
(b) Selling expenses	10,000		
To Finance expenses	20,000		
To Income Tax	10,000		
To Net Profit	40,000		
	<u>1,00,000</u>		<u>1,00,000</u>

You are required to find out :

- (i) Gross Profit Ratio
  - (ii) Net Profit Ratio
  - (iii) Operating Ratio and
  - (iv) Operating Profit Ratio
18. (a) What are the main differences between a 'Funds flow statement' and a Cash flow statement' in accounting, and how do they help us understand a company's financial position? (CO2, K4)

Or

- (b) The following are the Balance sheets of M/s. Black and White as on 1.1.2020 and 31.12.2020. (CO3, K5)

### Balance Sheets

During the year a machine costing Rs. 10,000  
(accumulated depreciation)

Liabilities	1.1.2020	31.12.2020	Assets	1.1.2020	31.12.2020
Creditors	40,000	44,000	Cash	10,000	7000
Mrs. White's Loan	25,000	—	Debtors	30,000	50,000
Loan from			Stock	35,000	25,000
Indian Bank	40,000	50,000	Machinery	80,000	55,000
Capital	1,25,000	1,53,000	Land Building	40,000	50,000
				35,000	60,000
	<u>2,30,000</u>	<u>2,47,000</u>		<u>2,30,000</u>	<u>2,47,000</u>

Rs. 3,000 was sold for Rs. 5,000. The provision for depreciation against machinery as on 1.1.2020 was Rs. 25,000 and on 31.12.2020 Rs. 40,000. Net Profit for the year 2020 amounted to Rs. 45,000. You are required to prepare a funds flow statement.

19. (a) Parker Ltd., manufactures two brands of pen Hero and Zero. The sales department of the company has three departments in different areas of the country. (CO4, K3)

The sales budget for the year ending 31<sup>st</sup> December 2004 in units were as follows :

Hero : Department I – 3,00,000 Department II – 5,62,500 Department III – 1,80,000

Zero : Department I – 4,00,000 Department II – 6,00,000 Department III – 20,000.

Sales Prices are Rs. 3 for Hero and Rs. 1.20 for Zero in all departments.

It is estimated that by forced sales promotion the sale of 'Zero' in department I will increase by 1,75,000. It is also expected that by increasing production and arranging extensive advertisement, department III will be enabled to increase the sale of 'Zero' by 50,000.

It is recognized that the estimated sales by department II represent an unsatisfactory target. It is agreed to increase both estimates by 20%. Prepare a Sales Budget for the year 2005.

Or

- (b) Can you compare and contrast the Payback Period and Net Present Value methods as appraisal techniques for capital expenditure proposals? (CO4, K5)

20. (a) What are the various components included in the analysis of cost elements, and how do they contribute to understanding the overall cost structure of a projector or product? (CO3, K5)

Or

- (b) From the following data, Calculate Break Even point expressed in terms of units and also the new B.E.P., if selling price is reduced by 10%. (CO5, K5)

Fixed Expenses :

Depreciation	Rs. 1,00,000
Salaries	Rs. 1,00,000

Variable Expenses :

Materials	Rs. 3 per unit
Labour	Rs. 2 per unit
Sales	Rs. 10 per unit

**R0444**

**Sub. Code**

**652104**

**M.B.A. DEGREE EXAMINATION, NOVEMBER – 2023**

**First Semester**

**International Business**

**ORGANIZATIONAL BEHAVIOUR**

**(CBCS – 2022 onwards)**

Time : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** the following objective questions by choosing the correct option.

1. What does Organizational Behaviour primarily focus on?  
(CO1, K1)
  - (a) Study of individual behaviors within an organization
  - (b) Study of collective behaviors and attitudes within an organization
  - (c) Study of market behaviors affecting an organization
  - (d) Study of economic factors influencing an organization's profits
  
2. What is the impact of stress on behaviour according to the context?  
(CO1, K1)
  - (a) Stress always leads to decreased productivity
  - (b) Stress can have varied impacts on behavior depending on individual responses
  - (c) Stress only affects physical health
  - (d) Stress has no significant impact on behavior

3. Which factor is NOT considered as a component of learning process? (CO2, K3)
- (a) Perception
  - (b) Conditioning
  - (c) Reinforcement
  - (d) Emotion
4. What does Group Cohesiveness in a workplace imply? (CO2, K2)
- (a) Strong disagreement among group members
  - (b) Weak bond and lack of unity among group members
  - (c) Strong bond and unity among group members
  - (d) Frequent changes in group composition
5. What is a key reason for the enforcement of group norms within a team? (CO3, K4)
- (a) To limit individual creativity
  - (b) To create confusion among team members
  - (c) To establish a framework for acceptable behavior
  - (d) To encourage competition among team members
6. What is a common technique for managing political behaviour in organizations? (CO3, K2)
- (a) Encouraging more political maneuvering
  - (b) Ignoring political behavior to let it resolve on its own
  - (c) Establishing clear communication channels and transparency
  - (d) Promoting competition among employees



7. What is the primary difference between power and authority? (CO4, K3)
- (a) Power is derived from personal qualities, while authority is granted by a formal position or title
  - (b) Power is always used positively, while authority can be negative
  - (c) Power is inherent in leaders, while authority is earned through experience
  - (d) Power and authority are interchangeable terms and have the same meaning
8. What is the primary difference between power and authority? (CO4, K5)
- (a) Power is derived from personal qualities, while authority is granted by a formal position or title
  - (b) Power is always used positively, while authority can be negative
  - (c) Power is inherent in leaders, while authority is earned through experience
  - (d) Power and authority are interchangeable terms and have the same meaning
9. What does Organisational Culture primarily refer to in an organization? (CO5, K2)
- (a) The physical layout of the workplace
  - (b) The shared values, beliefs, and practices within the organization
  - (c) The financial status of the organization
  - (d) The hierarchical structure of the organization
10. What is a common factor contributing to resistance during Organisational Change? (CO5, K3)
- (a) Transparent communication
  - (b) Employee involvement in the change process
  - (c) Fear of the unknown or uncertainty
  - (d) Recognition and rewards

**Part B**

(5 × 5 = 25)

Answer **all** the questions in not more than 500 words each.

11. (a) Explain the significance of understanding global scenarios, including socio-cultural, political, and economic differences, in the context of Organizational Behaviour. Provide specific examples of how these differences can influence international organizational behaviour. (CO1, K2)

Or

- (b) Explain the elements of organizational behaviour. (CO1, K3)

12. (a) Briefly discuss the management strategies that can be employed to alleviate stress in the workplace. (CO2, K3)

Or

- (b) Explain the characteristics of creativity. (CO2, K4)

13. (a) Define “Group Cohesiveness” and explain one advantage of having highly cohesive groups in an organization. (CO3, K2)

Or

- (b) Discuss the types of groups in organizational behaviour. (CO3, K6)

14. (a) Differentiate between “Power” and “Authority” in the context of organizational management. Provide one example of each to illustrate the distinction. (CO4, K4)

Or

- (b) Explain the sources of power. (CO4, K2)

15. (a) Explain the concept of organizational change and discuss the factors that contribute to resistance during change processes. (CO5, K2)

Or

- (b) Explain the forms of organizational design. (CO5, K2)

**Part C** (5 × 8 = 40)

Answer **all** the questions in not more than 1000 words each.

16. (a) What are OB skills? Explain how mastering OR skills through practical learning methods is essential in fostering a healthy work environment and enhancing employee performance. (CO1, K2)

Or

- (b) Discuss the various approaches of organizational behaviour. (CO1, K6)

17. (a) Explain the significance of values and attitudes in shaping individual behaviour in the workplace. Provide examples of how organizational values and employees attitudes can influence decision-making and teamwork within a company. (CO2, K2)

Or

- (b) Discuss the components of attitude. (CO2, K6)

18. (a) Discuss the formation and development process of groups in an organizational context. Provide an example of a real-world scenario where understanding group formation and development was crucial for the success of a project. (CO3, K6)

Or

- (b) Explain the various types of leadership style in organizational behaviour. (CO3, K5)

19. (a) Discuss the concept of “Organizational Politics” in the workplace. Explain the factors that influence political behaviour and provide examples of techniques that managers can use to manage and mitigate political behaviour within their organizations. Support your explanation with relevant case studies. (CO4, K6)

Or

- (b) Explain the various kinds of powers. (CO4, K2)
20. (a) Explain the concept of Organisational Development (OD) and discuss its fundamental need in modern organizations. Provide specific examples to highlight situations where OD interventions can be particularly beneficial. (CO5, K2)

Or

- (b) Explain the importance of a sound organizational design. (CO5, K5)
-

**R0445**

**Sub. Code**

**652105**

**M.B.A. DEGREE EXAMINATION, NOVEMBER – 2023**

**First Semester**

**International Business**

**INFORMATION TECHNOLOGY FOR BUSINESS**

**(CBCS – 2022 onwards)**

Time : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** the following objective questions by  
choosing the correct option.

1. Which file are contents readymade styles that can be used for a word document? (CO2, K2)  
(a) Presentation      (b) Letters  
(c) Magic wands      (d) Templates
  
2. Communication using a modulated carrier to apply a data signal to a transmission medium in analog form is (CO1, K3)  
(a) Broad band networking  
(b) Base band networking  
(c) Local area network  
(d) Modem
  
3. Which is not in MS word? (CO2, K1)  
(a) Italic      (b) Magic tool  
(c) Font      (d) Bold

4. An online discussion group that allows direct live communication is known as (CO3, K3)  
(a) E-mail (b) Hyperlink  
(c) Chat group (d) Webcrawler
5. Which term identifies a specific computer on the web and the main page of the entire site? (CO3, K1)  
(a) WWW (b) Link  
(c) SQL (d) URL
6. The two basic parts of URLs are (CO3, K4)  
(a) TCP and FTP  
(b) The protocol and domain name  
(c) TCP/IP and ISP  
(d) Destination and device
7. What do electronic payment systems replace? (CO5, K1)  
(a) Cash and checks  
(b) Cash and debit card transactions  
(c) Letters and checks  
(d) Cash and money orders
8. All of the following are advantages of using an intranet Except (CO1, K2)  
(a) cross-platform capability  
(b) security restrictions so employees cannot access the company network from home  
(c) open standards  
(d) reduced hardware and software costs
9. Now-a-days the use of become a preferred mode of payment and has wide acceptance among public, this known as (CO5, K2)  
(a) Cash money (b) Plastic money  
(c) None of the above (d) Both of the above
10. The security of a system can be improved by (CO5, K3)  
(a) Audit log (b) Threat monitoring  
(c) Both (a) and (b) (d) None of these

**Part B**

(5 × 5 = 25)

Answer **all** the questions not more than 500 words each.

11. (a) Sketch out the fundamental models of e-business.  
(CO2, K2)

Or

- (b) Compare and Contrast LAN and WAN with inferences.  
(CO3, K2)
12. (a) Organise the working of spread sheets in modern era.  
(CO2, K3)

Or

- (b) Illustrate MS Access with necessary programming.  
(CO2, K2)
13. (a) Classify the usage of search engines and portals. Explain.  
(CO3, K2)

Or

- (b) Discuss the Wi-Fi environment in modern offices.  
(CO2, K3)
14. (a) Showcase the impact of E-Commerce in banking.  
(CO2, K2)

Or

- (b) Differentiate RTGS and IMPS with illustration.  
(CO3, K2)
15. (a) Write notes on Cryptography.  
(CO2, K3)

Or

- (b) Briefly classify all the Intruders elaborately.  
(CO3, K2)

**Part C**

(5 × 8 = 40)

Answer **all** the questions not more than 1000 words each.

16. (a) How do you develop valid information on E-Business Architecture? (CO4, K4)

Or

- (b) Prepare the basics and evolution of computing. (CO5, K4)

17. (a) Predict the importance of MS office suite in 2030. (CO2, K5)

Or

- (b) Create Power Point Templates to be used in Logistics. Explain. (CO2, K6)

18. (a) Briefly explain the usage of search engines and portals. (CO3, K4)

Or

- (b) “Internet rule the world” — justify with valid inferences. (CO3, K5)

19. (a) E-Commerce with E-Banking — Discuss. (CO5, K6)

Or

- (b) “Indians require training on E-Trading” — Comment. (CO4, K5)

20. (a) “UPI boosts our Country’s Economy” — Discuss. (CO4, K5)

Or

- (b) Construct ideas to control the hackers globally — Discuss. (CO5, K6)



**R0446**

**Sub. Code**

**652301**

**M.B.A. DEGREE EXAMINATION, NOVEMBER – 2023**

**Third Semester**

**International Business**

**FOREIGN EXCHANGE MANAGEMENT**

**(CBCS – 2022 onwards)**

Time : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** the following objective questions by  
choosing the correct option.

1. The price of one currency in terms of other currency is called \_\_\_\_\_ (CO1, K1)
  - (a) Foreign exchange Rate
  - (b) Flexible rate of exchange
  - (c) Current rate of exchange
  - (d) None of the above
  
2. Expand FEDAI \_\_\_\_\_ (CO1, K2)
  - (a) Foreign Exchange Dealers Association of India
  - (b) Foreign Earnings Dealers Association of India
  - (c) Foreign Earnings Distribution in India
  - (d) None of the above
  
3. \_\_\_\_\_ exchange rate are calculated by comparing the prices of the same basket of goods and services in different countries. (CO2, K3)
  - (a) Mint Rate
  - (b) Purchasing Power Parity
  - (c) Forward
  - (d) Future

4. \_\_\_\_\_ is the weighted average of a country's currency as compared to an index or basket of other major currencies. (CO3, K2)
- (a) Real effective exchange rate
  - (b) Nominal effective exchange rate
  - (c) Fixed Exchange Rate
  - (d) Floating Exchange Rate
5. A foreign currency account maintained by a bank abroad is its \_\_\_\_\_. (CO3, K4)
- (a) Nostro account      (b) Vostro account
  - (c) Loro account        (d) Foreign bank account
6. SBI Account with HSBC in UK is an example of \_\_\_\_\_. (CO3, K2)
- (a) Nostro account      (b) Vostro account
  - (c) Loro account        (d) SWIFT
7. The rate which is determined by the government is known as \_\_\_\_\_. (CO4, K5)
- (a) Flexible Exchange Rate
  - (b) Fixed Exchange Rate
  - (c) Floating Exchange Rate
  - (d) None of these
8. FEMA Act was passed in the year \_\_\_\_\_. (CO5, K2)
- (a) 1999                      (b) 2009
  - (c) 2019                      (d) 1989
9. The maxim 'buy low ; sell high' is applicable for \_\_\_\_\_. (CO4, K3)
- (a) Quotation of Pound-Sterling
  - (b) Indirect rates
  - (c) Direct rates
  - (d) US Dollars
10. Under FEMA, the RBI has been authorized to make \_\_\_\_\_ to carry out the provisions of the Act. (CO5, K4)
- (a) Rules
  - (b) Regulations
  - (c) Both rules and regulations
  - (d) Notifications

**Part B**

(5 × 5 = 25)

Answer **all** the questions not more than 500 words each.

11. (a) Draft the Significance of Foreign Exchange Market.  
(CO2, K2)

Or

- (b) Write short notes on Direct and Indirect Quotations.  
(CO2, K2)

12. (a) Sketch the Concepts of Nominal Effective Exchange Rate.  
(CO1, K3)

Or

- (b) Highlight the importance's of Interest rate parity theories.  
(CO2, K4)

13. (a) List out the Features of Fixed Rate System.  
(CO3, K2)

Or

- (b) State the difference between Nostro and Vostro Accounts.  
(CO2, K3)

14. (a) Explain the types of Option Contract. (CO2, K5)

Or

- (b) Discuss the risk involved in Foreign Exchange Business.  
(CO4, K2)

15. (a) Summarize the Objectives of FEMA, 1999.  
(CO5, K2)

Or

- (b) Extract the Permitted Capital Transactions.  
(CO5, K3)

**Part C**

(5 × 8 = 40)

Answer **all** the questions not more than 1000 words each.

16. (a) Enumerate about Foreign Exchange Dealers Association of India. (CO4, K4)  
Or  
(b) Summarize about Foreign Exchange Markets. (CO5, K2)
17. (a) Categorize various factors affecting Forward Rates. (CO2, K4)  
Or  
(b) Illustrate Forecasting Models of Exchange Rates. (CO3, K2)
18. (a) Explain the consequences of Exchange Rate Volatility. (CO2, K2)  
Or  
(b) Interpret about Foreign Currency Accounts. (CO4, K4)
19. (a) Describe about types of Foreign Exchange Exposure. (CO5, K6)  
Or  
(b) Construct the differences between Forward and Future Contract. (CO4, K5)
20. (a) Extract the functions of RBI under FEMA. (CO5, K5)  
Or  
(b) Outline the Provisions regulating export of goods and services. (CO5, K6)

**R0447**

**Sub. Code**

**652302**

**M.B.A. DEGREE EXAMINATION, NOVEMBER – 2023**

**Third Semester**

**International Business**

**INTERNATIONAL MARKETING**

**(CBCS – 2022 onwards)**

Time : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** the following objective questions by choosing the correct option.

1. The international market goes beyond the \_\_\_\_\_ marketer and becomes more involved in the marketing environment in the countries in which it is doing business. (CO1, K1)  
(a) Export                      (b) Import  
(c) Multinational              (d) Domestic
  
2. The most generic name to describe corporations operating around the world. (CO1, K2)  
(a) TNC  
(b) MNE  
(c) MNC  
(d) Global Corporation

3. \_\_\_\_\_ is the principle of organization of a region around several political, social or financial centers. (CO1, K1)
- (a) Ethnocentrism
  - (b) Polycentrism
  - (c) Marketing expansion
  - (d) Global marketing
4. A company is running a membership club which has a premium membership feature as well where all the customers are having more than \$9000 salary annually. Those customers get benefits through a special discount on luxury hotels. The company is following the \_\_\_\_\_ segmentation. (CO4, K3)
- (a) Gender                      (b) Income
  - (c) Geographic                (d) Benefit
5. A product must have the quality of (CO2, K4)
- (a) Having a good design
  - (b) Satisfying the want and needs of customers
  - (c) Same appearance as other products
  - (d) Both (a) and (b)
6. Sale has \_\_\_\_\_ function in an organization. (CO3, K2)
- (a) Only loss generating
  - (b) Only revenue generating
  - (c) Both loss as well as revenue generating
  - (d) Neither loss nor revenue generating

7. The oral presentation of a company's products, or services to one or more prospective purchasers for the purpose of making a sale is known as \_\_\_\_\_. (CO4, K5)
- (a) Sales Planning
  - (b) Personal Selling
  - (c) Sales and Distribution Management
  - (d) Oral Selling
8. The promotion tools such as sweepstakes, event sponsorships and coupons are classified in category of \_\_\_\_\_ (CO3, K2)
- (a) organizational promotion
  - (b) consumer promotions
  - (c) inbound promotion
  - (d) outbound promotion
9. The concept which states information about value, opportunities and rewards of good performance as thought by sales people is called \_\_\_\_\_ (CO4, K3)
- (a) organizational climate
  - (b) media climate
  - (c) sales climate
  - (d) outbound climate
10. The series of steps that must be followed by sales people is classified as \_\_\_\_\_ (CO5, K4)
- (a) marketing process
  - (b) selling process
  - (c) intermediation process
  - (d) nominal process

**Part B**

(5 × 5 = 25)

Answer **all** the questions not more than 500 words each.

11. (a) Sketch out the international dimensions of marketing. (CO2, K2)

Or

- (b) Compare and Contrast EPRG Approaches in Marketing. (CO3, K2)

12. (a) Organise the New Product Planning and Development. (CO2, K3)

Or

- (b) Differentiate Brand Decisions and Brand Equity. (CO2, K2)

13. (a) Classify the international transfer pricing mechanism. (CO3, K2)

Or

- (b) Discuss the Global Tender Process with Examples. (CO2, K3)

14. (a) Showcase the impact of channel in distribution mix. (CO2, K2)

Or

- (b) Differentiate International Market and Grey Market. (CO3, K2)

15. (a) Write notes on Creativity in global advertisements. (CO2, K3)

Or

- (b) Classify the need and significance of personal selling. (CO3, K2)



**Part C**

(5 × 8 = 40)

Answer **all** the questions not more than 1000 words each.

16. (a) Develop Behaviour of Consumer in International Context. (CO4, K4)

Or

- (b) Design the significance of cross-culture in global marketing. (CO4, K4)

17. (a) Compare Product Standardization and Product Adaptation. (CO2, K5)

Or

- (b) Explain the role of packaging and labelling in marketing. (CO5, K6)

18. (a) “Pricing strategies are different for different products” – Elucidate. (CO5, K4)

Or

- (b) “Foreign Exchange affects the Financing decisions in International Marketing” – Discuss. (CO4, K5)

19. (a) “International Marketing Information system and research is the Prime Source for Global Marketing” – Justify. (CO5, K6)

Or

- (b) “Channel Conflict arises because of incapableness of Intermediaries” — Construct valid inference. (CO4, K5)

20. (a) List Overseas Product Exhibitions and Trade Fairs  
in Detail. (CO4, K5)

Or

- (b) “Web-Cast and Net-Based Ads are the need of the  
hour” – Comment. (CO5, K6)
-

**R0448**

**Sub. Code**

**652303**

**M.B.A. DEGREE EXAMINATION, NOVEMBER – 2023**

**Third Semester**

**International Business**

**PORT AND TERMINAL MANAGEMENT**

**(CBCS – 2022 onwards)**

Time : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** the following objective questions by choosing the correct options.

1. Expand ICD —————. (CO1, K1)
  - (a) Inland Container Depots (ICDs)
  - (b) Internet Calling Description
  - (c) Indian Code Details
  - (d) Inland Customs Department
2. The term which covers the operation of shifting the cargo to or from the vessel is (CO1, K1)
  - (a) Rigging
  - (b) Slings
  - (c) Carnage
  - (d) Forced discharge
3. Stevedores are appointed by (CO2, K2)
  - (a) the shipper
  - (b) the consignee
  - (c) the shipping company
  - (d) the shipping agent

4. Which is the leading state in India in ship breaking industry? (CO2, K3)  
(a) Gujarat (b) West Bengal  
(c) Andhra Pradesh (d) Jharkand
5. The container vessels were formerly called (CO1, K2)  
(a) Vessels (b) Trucks  
(c) Vanships (d) Ships
6. The major ports are under the direct responsibility of (CO3, K4)  
(a) The ministry of commerce  
(b) The ministry of shipping  
(c) The central government  
(d) The state government
7. The port that handles mainly coal traffic is (CO4, K3)  
(a) Kandla (b) Cochin  
(c) New Mangalore (d) Tuticorin
8. The charge that is levied by railways when a consignment received at destination is not taken delivery of within the admissible free time is (CO4, K2)  
(a) Demurrage (b) Wharfage  
(c) Freight (d) Rebate
9. Which one of the following ports is located on eastern coast of India? (CO5, K3)  
(a) Kandla (b) Kochi  
(c) Mormugao (d) Paradeep
10. How many major sea ports are there in India? (CO5, K4)  
(a) 6 (b) 9  
(c) 10 (d) 12

**Part B**

(5 × 5 = 25)

Answer **all** the questions not more than 500 words each.

11. (a) Sketch out the functions of port with examples.  
(CO1, K2)

Or

- (b) Compare and Contrast sea port and dry port.  
(CO3, K5)

12. (a) Organise the types of ships required for cargo transportation. Discuss.  
(CO2, K3)

Or

- (b) Differentiate ore/oil carriers with ore/bulk carriers.  
(CO2, K2)

13. (a) Classify the role of statutory bodies in port management. Discuss.  
(CO5, K4)

Or

- (b) Discuss the connectivity between ship owners and operators.  
(CO2, K3)

14. (a) Showcase the need for market information on trade growth.  
(CO3, K2)

Or

- (b) Differentiate Indian Ports and Foreign Ports with illustration.  
(CO1, K4)

15. (a) Write notes on port constitutions and legal framework.  
(CO5, K3)

Or

- (b) Briefly classify the impact of international conventions in ports.  
(CO3, K4)

**Part C**

(5 × 8 = 40)

Answer **all** the questions not more than 1000 words each.

16. (a) Develop notes on free trade zones as an economic tool. (CO4, K3)

Or

- (b) “A Plan on the Port Location Decides Profit” – Discuss. (CO5, K4)

17. (a) Predict the usage of General Purpose Ships briefly. (CO2, K5)

Or

- (b) Create a plan - sea routes required for different cargo – Discuss. (CO5, K6)

18. (a) Interpret on measurement of port performance with necessary inferences – Discuss. (CO3, K4)

Or

- (b) “Port Users decides the world of transportation” — justify with necessary inputs (CO4, K5)

19. (a) Explain the recent developments of Indian ports infrastructure (CO4, K6)

Or

- (b) Expand NASR and their role in shipping industry. (CO4, K2)

20. (a) “Port Laws and Bye Laws are to be adhered” – Discuss. (CO5, K5)

Or

- (b) Briefly explain the construct laws relating to operators liability and insurance. (CO5, K6)

**R0449**

**Sub. Code**

**652304**

**M.B.A. DEGREE EXAMINATION, NOVEMBER – 2023**

**Third Semester**

**International Business**

**BUSINESS IN EMERGING MARKETS**

**(CBCS – 2022 onwards)**

Time : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** the following questions by choosing the correct options.

1. Emerging market refers to (CO1, K1)
  - (a) Any developing country
  - (b) Any developed country
  - (c) Fast-growing developing country
  - (d) Any growing market
2. Which of the following is not method to calculate GDP? (CO1, K2)
  - (a) Diminishing cost method
  - (b) Expenditure method
  - (c) Product method
  - (d) None of the above
3. Who is responsible for computing the National income Statistics in India? (CO2, K4)
  - (a) Reserve Bank of India
  - (b) Central Statistical Office
  - (c) Ministry of Finance
  - (d) Planning Commission

4. The advantage of emerging market investments is the potential for (CO2, K5)
- (a) High growth (b) Low growth  
(c) Average growth (d) Stable growth
5. Once a firm undertakes FDI, it becomes a Enterprise. (CO3, K2)
- (a) Multinational (b) Dependent  
(c) Independent (d) Competitive
6. The first organization which initiated benchmarking concept (CO3, K3)
- (a) Motorola (b) Suzuki  
(c) Daimler Benz (d) Xerox
7. The corporate governance is a form of (CO4, K4)
- (a) External regulation  
(b) Self-regulation  
(c) Government control  
(d) Charitable action
8. Which of the following determinants of growth is a non-economic factor? (CO4, K2)
- (a) Capital  
(b) Natural resources  
(c) Favorable legislation  
(d) None of these
9. Outsourcing of innovation globally is more likely where innovations are (CO5, K5)
- (a) Autonomous (b) Dependence  
(c) Obsession (d) Overreliance



10. Business investors seek out emerging markets for the prospect of (CO5, K2)
- (a) High returns
  - (b) Low returns
  - (c) Average returns
  - (d) Stable returns

**Part B** (5 × 5 = 25)

Answer **all** the questions not more than 500 words each.

11. (a) Discuss the importance of economic performance. (CO1, K5)

Or

- (b) Inspect the conditions for macroeconomic stability. (CO1, K4)

12. (a) Examine the significance of emerging economies. (CO2, K4)

Or

- (b) Compose the potentials of emerging markets. (CO2, K5)

13. (a) List the features of emerging market multinationals. (CO3, K4)

Or

- (b) Distinguish between corporate governance and CSR. (CO4, K4)

14. (a) Simplify the concept of attractiveness. (CO5, K4)

Or

- (b) Discuss the importance of dimensional analysis. (CO5, K5)

15. (a) List out the key levers in reducing product costs. (CO4, K4)

Or

- (b) Examine the innovation of emerging markets. (CO5, K4)

**Part C**

(5 × 8 = 40)

Answer **all** the questions not more than 1000 words each.

16. (a) Classify the types of financial markets. (CO3, K5)

Or

- (b) Enumerate the sophistication of the economy.  
(CO1, K6)

17. (a) Explain the evolution of emerging Economies.  
(CO1, K6)

Or

- (b) Outline the opportunities and challenges of emerging markets.  
(CO5, K5)

18. (a) Determine the strategies for emerging market multinationals.  
(CO4, K6)

Or

- (b) Appraise the scope and importance of CSR.  
(CO5, K6)

19. (a) Classify the determinants of attractiveness.  
(CO4, K5)

Or

- (b) Elaborate the macro dimensional of emerging markets.  
(CO2, K5)

20. (a) Enumerate the low-cost business models in emerging markets.  
(CO3, K6)

Or

- (b) Evaluate the managing risk in emerging markets.  
(CO2, K6)

**R0450**

**Sub. Code**

**652501**

**M.B.A. DEGREE EXAMINATION, NOVEMBER – 2023**

**Third Semester**

**International Business**

**Elective — CUSTOMS PROCEDURES AND  
DOCUMENTATION**

**(CBCS – 2022 onwards)**

Time : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** the following objective questions by choosing the correct option.

1. Any article which is Imported into India is also liable to a duty equal to the excise duty for the time being leviable on a like article if produced or manufactured in India. This duty is called as ————. (CO1, K1)  
(a) Additional duty (b) Countervailing Duty  
(c) Special duty (d) None of the above
  
2. The protective duties are levied by the ———— upon the recommendation made to it by the Tariff Commission and upon it being satisfied that circumstances exist which render it necessary to take immediate action to provide protection to my Industry established in India (CO1, K2)  
(a) Board (b) Central Government  
(c) Supreme Court (d) None of the above

3. The second schedule enlist the goods are liable to \_\_\_\_\_.  
(CO2, K6)
- (a) Import Duty
  - (b) Export Duty
  - (c) Central excise duty
  - (d) GST
4. The maximum rate of additional duty is @ \_\_\_\_\_ %.  
(CO2, K3)
- (a) 5                                      (b) 4
  - (c) 3                                      (d) 2
5. The retrospective date from which the duty is payable shall not be beyond \_\_\_\_\_ days from the dote of notification.  
(CO3, K5)
- (a) 15                                      (b) 30
  - (c) 90                                      (d) 120
6. As per section 14 of customs act, 1962, transaction value shall also include in addition to the price, any amount paid or payable for costs and services, including \_\_\_\_\_.  
(CO3, K4)
- (a) commissions and brokerage
  - (b) engineering
  - (c) royalties and licence fees
  - (d) all of the above

7. For the purpose of customs valuation, “rate of exchange” means the rate of exchange notified by \_\_\_\_\_ shall be taken into account . (CO4, K2)
- (a) Foreign Exchange Dealers Association of India
  - (b) CBIC
  - (c) Reserve Bank of India
  - (d) None of the above
8. As per Customs, the term “produced” includes \_\_\_\_\_. (CO4, K3)
- (a) grown
  - (b) manufactured
  - (c) mined
  - (d) all of the above
9. The loading, unloading and handling charges associated with the delivery of the imported goods at the place of importation shall be \_\_\_\_\_. (CO5, K6)
- (a) 1% of customs FOB value
  - (b) cost of transport
  - (c) cost of insurance
  - (d) 0
10. The cost of transport of the Imported goods includes \_\_\_\_\_. (CO5, K5)
- (a) ship demurrage charges
  - (b) lighterage / barge charges
  - (c) both (a) & (b)
  - (d) none of the above

**Part B**

(5 × 5 = 25)

Answer **all** the questions not more than 500 words each.

11. (a) Sketch the procedure for assessment and payment of a duty. (CO1, K2)

Or

- (b) Compare and Contrast Bills of entry and Shipping Bill. (CO1, K4)

12. (a) Classify the conditions for re-importation and re-entry. (CO2, K3)

Or

- (b) Illustrate some offences under Customs act 1962. (CO2, K2)

13. (a) Comment on COFEPOSA Act 1974. (CO3, K2)

Or

- (b) Discuss Tax credits and their importance in Foreign Trade. (CO3, K6)

14. (a) Showcase the impact of GST in Imports and Exports. (CO4, K2)

Or

- (b) Differentiate FEMA with FERA. Give valid illustration. (CO4, K4)

15. (a) Write notes on ICEGATE. (CO5, K3)

Or

- (b) Differentiate ICES with ICAFFE vividly. (CO5, K4)

**Part C**

(5 × 8 = 40)

Answer **all** the questions not more than 1,000 words each.

16. (a) Validate the necessary Qualifications, Licensing Duties and Obligations vested with Customs Broker. (CO1, K4)

Or

- (b) Write notes on the necessary documents needed for the Arrival, Entry and Clearances in vessels. (CO1, K2)

17. (a) Predict the prohibitions on import and export of goods as per Customs Act 1962. (CO2, K3)

Or

- (b) Create Bonding procedure and policies related with clearance from bond. (CO2, K6)

18. (a) Interpret on the Foreign Trade (Development and Reputation) Act, 1992. (CO3, K4)

Or

- (b) Elucidate Bond, Rebate and the Export Related Provisions associated with Customs. (CO3, K5)

19. (a) Design the mechanism followed for the supply of goods under interstate trade or commerce. (CO4, K6)

Or

- (b) Comment on the provisions related to forex Transactions through Authorized Dealers related to Exports and Imports. (CO4, K5)

20. (a) “Indian Customs and Central Excise is processed through Electronic Commerce” – Discuss. (CO5, K6)

Or

(b) Construct some ideas to customs for easy control prohibited items. (CO5, K3)

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