

R1168

Sub. Code

652201

M.B.A. DEGREE EXAMINATION, APRIL – 2024

Second Semester

International Business

BUSINESS RESEARCH METHODOLOGY

(CBCS – 2022 onwards)

Time : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

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

1. Which of the following is NOT a characteristic of a good research problem? (CO1, K2)
 - (a) Specificity
 - (b) Relevance
 - (c) Feasibility
 - (d) Ambiguity

2. Which hypothesis states that there is no effect of a treatment? (CO1, K2)
 - (a) One-tailed hypothesis
 - (b) Null hypothesis
 - (c) Alternative hypothesis
 - (d) Directional hypothesis

3. A method that ensures each member of the population has an equal chance of being selected is: (CO2, K2)
- (a) Quota sampling
 - (b) Convenience sampling
 - (c) Random sampling
 - (d) Snowball sampling
4. A researcher's personal beliefs influencing data interpretation is an example of: (CO2, K2)
- (a) Random sampling
 - (b) Stratified sampling
 - (c) Non-sampling error
 - (d) Sampling bias
5. Building trust and rapport with the interviewee is important for: (CO3, K2)
- (a) Data accuracy
 - (b) Time efficiency
 - (c) Researcher convenience
 - (d) Participant comfort
6. A scale measuring anxiety might include items like: (CO3, K3)
- (a) "How much money do you earn?"
 - (b) "Do you like cats?"
 - (c) "I feel nervous in social situations."
 - (d) "What is your favourite colour?"

7. The collective term for measures like mean, median and mode is known as: (CO4, K2)
- (a) Measures of Dispersion
 - (b) Measures of Central Value
 - (c) Measures of Variation
 - (d) Measures of Accuracy
8. Regression analysis is useful for: (CO4, K2)
- (a) Describing central tendency
 - (b) Measuring variability
 - (c) Predicting outcomes
 - (d) Testing differences between groups
9. A p-value greater than 0.05 suggests: (CO5, K3)
- (a) The hypothesis is definitely true
 - (b) Strong evidence against the hypothesis
 - (c) No relationship between variables
 - (d) Need for further research
10. The final step in report writing typically involves: (CO5, K2)
- (a) Formulating the research question
 - (b) Analyzing data
 - (c) Collecting data
 - (d) Listing references

Part B

(5 × 5 = 25)

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

11. (a) What essential elements make a compelling and well-defined research problem? Elucidate. (CO1, K3)

Or

- (b) Explore the different types of hypotheses and how they guide research, using insightful examples. (CO1, K2)

12. (a) Discuss the different sampling methods used in research. (CO2, K2)

Or

- (b) Differentiate between sampling and non-sampling errors, using clear examples. (CO2, K2)

13. (a) Describe the various interview techniques and tips for eliciting rich and reliable data from participants. (CO3, K2)

Or

- (b) Explain the significance of scale construction and the process in creating an accurate and reliable scale. (CO3, K3)

14. (a) Elucidate the distinct Measures of Central Value and how they summarize data's key tendencies. (CO4, K3)

Or

- (b) Explore the categories of Measures of Dispersion and their critical role in revealing the variability within your data. (CO4, K2)

15. (a) Describe the step-by-step process in writing a research report. (CO5, K2)

Or

- (b) What is Parametric Test? Discuss the different types of parametric tests and their practical applications with relevant examples. (CO5, K2)

Part C (5 × 8 = 40)

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

16. (a) Discuss the unique challenges faced by researchers in India and their impact on research progress. (CO1, K2)

Or

- (b) Explore the various types of research with real-world examples from different fields. (CO1, K3)

17. (a) What are the essential elements of a research design? Explain the various types of research design with clear examples. (CO2, K2)

Or

- (b) What are the factors that determine the optimal sample size for research? Elucidate their role in ensuring accurate results. (CO2, K3)

18. (a) Explain the step-by-step process in building a reliable and effective questionnaire. (CO3, K2)

Or

- (b) Discuss different methods of collecting data with the help of suitable examples. Differentiate between Observation and Interview. (CO3, K2)

19. (a) Illustrate the applications of correlation analysis and regression analysis in research using practical examples. (CO4, K3)

Or

- (b) Define Data Analysis and discuss the necessity and significance of employing data analysis techniques in the research process. (CO4, K2)
20. (a) Explain the significance of hypothesis testing in validating or rejecting research predictions and its crucial role in ensuring reliable findings. (CO5, K2)

Or

- (b) Explore the different types of non-parametric tests and their practical applications in research without normality assumptions. (CO5, K3)
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R1169

Sub. Code

652202

M.B.A. DEGREE EXAMINATION, APRIL – 2024

Second Semester

International Business

INTERNATIONAL HUMAN RESOURCE 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. In _____, entire world is just like a single country for the company. (CO1, K2)
(a) Polycentric (b) Ethnocentric
(c) Geocentric (d) None of the above
2. In _____, MNC require the professional search to find candidates particularly for senior executive position. (CO2, K1)
(a) consult-in (b) body-shopping
(c) walk-in (d) head-hunting
3. Leadership potentialities can be evaluated based on _____. (CO2, K1)
(a) maturity
(b) emotional stability
(c) ability to communicate
(d) all of these

4. Teamwork is regarded as a distinctive characteristic of _____ companies. (CO3, K1)
- (a) USA (b) UK
(c) Japan (d) Europe
5. Role is _____ than task. (CO4, K3)
- (a) lighter (b) broader
(c) narrower (d) heavier
6. COLA refers to _____. (CO4, K2)
- (a) Cost Of Late Allowance
(b) Cost Of Leave Allowance
(c) Cost of Legal Allowance
(d) Cost Of Living Allowance
7. In _____ approach MNC decide to pay less cash and more benefits. (CO5, K1)
- (a) Lumpsum (b) Bargaining
(c) Buffet (d) None
8. The other benefits included in addition to allowance are (CO5, K3)
- (a) cafeteria (b) recreational
(c) travel fares (d) all
9. Selection techniques used to hire foreign employees and national employees are same. (CO5, K2)
- (a) True (b) False
10. Power distance represents emotional distance between (CO4, K2)
- (a) employees and employers
(b) employees and supervisors
(c) employees and managers
(d) employees and employees

Part B

(5 × 5 = 25)

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

11. (a) Outline the different stages of internationalisation.
(CO1, K2)

Or

- (b) Illustrate the difficulties of employees to adapt to a new culture.
(CO1, K2)

12. (a) Construct an online of global staffing policy.
(CO2, K3)

Or

- (b) Discover the role of private agencies/consultants in recruitment.
(CO2, K3)

13. (a) Explain the need for cross-cultural training for expatriates.
(CO3, K5)

Or

- (b) Assess the essentials of language training in IHRM.
(CO3, K5)

14. (a) Classify and discuss the elements of compensation package.
(CO4, K2)

Or

- (b) Outline the job evaluation process in IHRM.
(CO4, K2)

15. (a) Relate the role of HR managers in resolving conflicts among employees.
(CO5, K2)

Or

- (b) Express the effective role of trade unions in context of India.
(CO5, K2)

Part C

(5 × 8 = 40)

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

16. (a) Compare the power distance across various countries. (CO1, K2)

Or

- (b) Explain to what extent do culture undergo changes? Illustrate your statement with an example.

(CO1, K2)

17. (a) Identify the different selection techniques used to recruit foreign employees. (CO2, K3)

Or

- (b) Develop a list of modern sources and techniques used in recruitment. Discuss it in detail. (CO2, K3)

18. (a) Evaluate the factors contributing to expatriate failures. (CO3, K5)

Or

- (b) Assess the pros and cons of promotion of employees in IHRM. (CO3, K5)

19. (a) Explain in detail the different types of allowances given in international compensation package.

(CO4, K2)

Or

- (b) Summarize the benefits provided to the contract employees in MNE. (CO4, K2)

20. (a) Illustrate the role of the trade unions with reference to a case. (CO5, K2)

Or

- (b) Compare the role of OSHA with respect to domestic companies and international companies. (CO5, K2)

R1170

Sub. Code

652203

M.B.A. DEGREE EXAMINATION, APRIL – 2024

Second Semester

International Business

EX-IM MANAGEMENT

(CBCS – 2022 onwards)

Time : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

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

1. _____ serves as evidence of the contract of carriage and a receipt for the goods. (CO1, K2)
 - (a) Certificate of Origin
 - (b) Proforma Invoice
 - (c) Bill of Lading
 - (d) Packing List

2. Which term refers to the guidelines specifying the procedures and documentation for importing and exporting goods under a Foreign Trade Policy? (CO1, K2)
 - (a) Trade restrictions
 - (b) Import quotas
 - (c) Import regulations
 - (d) Export subsidies

3. The primary purpose of export credit insurance is _____.
(CO2, K3)
- (a) To increase import duties
 - (b) To protect exporters against the risk of non-payment by foreign buyers
 - (c) To discourage international trade
 - (d) To eliminate export subsidies
4. Which of the following risks is typically covered by export credit insurance?
(CO2, K3)
- (a) Currency exchange rate fluctuations
 - (b) Political instability in the exporter's country
 - (c) Price changes in the global market
 - (d) Weather-related disruptions
5. Which financial institution is responsible for implementing the NIRVIK scheme in India? (CO3, K3)
- (a) Export Credit Guarantee Corporation of India (ECGC)
 - (b) Reserve Bank of India (RBI)
 - (c) National Bank for Agriculture and Rural Development (NABARD)
 - (d) Small Industries Development Bank of India (SIDBI)
6. Which government agency in India is responsible for implementing and enforcing regulations related to the import of agricultural products?
(CO3, K3)
- (a) Ministry of Commerce and Industry
 - (b) Food Safety and Standards Authority of India (FSSAI)
 - (c) Directorate General of Foreign Trade (DGFT)
 - (d) Agricultural and Processed Food Products Export Development Authority (APEDA)

7. In multimodal transport, what does the term “intermodal” refer to? (CO4, K3)
- (a) Transporting goods within the same mode of transport
 - (b) The transfer of goods between different modes of transport using a single transport document
 - (c) International trade between multiple countries
 - (d) Transporting goods using a single mode of transport
8. What does marine insurance primarily cover in international trade? (CO4, K3)
- (a) Currency exchange rates
 - (b) Damage or loss to goods during sea transportation
 - (c) Import/export tariffs
 - (d) Labor disputes in shipping ports
9. Which of the following commodities is commonly associated with commodity boards in some countries? (CO5, K2)
- (a) Software
 - (b) Agricultural products
 - (c) Textiles
 - (d) Precious metals
10. Which city hosts the main campus of the Indian Institute of Foreign Trade (IIFT)? (CO5, K2)
- (a) Mumbai
 - (b) Bengaluru
 - (c) New Delhi
 - (d) Chennai

Part B

(5 × 5 = 25)

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

11. (a) Discuss the role of export credit instruments in facilitating international trade. (CO1, K2)

Or

- (b) Explain the steps and considerations involved in processing and acknowledging the receipt of the export order. (CO1, K2)

12. (a) Summarise the benefits of export credit insurance for exporters. (CO2, K3)

Or

- (b) Compare the features of a Confirmed Guarantee and an Advanced Payment Guarantee in the context of international trade finance. (CO2, K3)

13. (a) Analyse the significant impact of duty exemption schemes on global trade dynamics. (CO3, K3)

Or

- (b) Examine the impact of the Market Development Assistance (MDA) scheme on the growth and internationalization of businesses. (CO3, K3)

14. (a) Analyse scenarios where specific types of coverage, such as Institute Cargo Clauses (A, B, and C), would be more suitable. (CO4, K3)

Or

- (b) Evaluate the role of Internal Container Depots in facilitating international trade. (CO4, K3)

15. (a) Write about the strategies employed by Export Promotion Councils to help businesses access international markets. (CO5, K2)

Or

- (b) Outline the primary objectives and functions of the Marine Products Export Development Authority. (CO5, K2)

Part C (5 × 8 = 40)

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

16. (a) Define IEC (Import Export Code). Explain how does obtaining an IEC facilitate the process of importing and exporting goods? (CO1, K2)

Or

- (b) Explain the role of a Letter of Credit (LC) in export documentation. Describe the key components of an LC. (CO1, K2)

17. (a) Briefly summarise the process of obtaining a Tender Bond, including the documentation and requirements involved. (CO2, K3)

Or

- (b) Elucidate the potential consequences for both parties if there is a breach of the terms outlined in the Performance Bond. (CO2, K3)

18. (a) Analyse the incentives and benefits provided to businesses operating within SEZs. (CO3, K3)

Or

- (b) Examine the documentation and compliance requirements that exporters need to fulfil in order to avail themselves of the remission of duties and taxes. (CO3, K3)

19. (a) Analyse the procedures and documentation processes involved in the clearance of goods at a Land Customs Station. (CO4, K3)

Or

- (b) Explain the concept of “average” in marine insurance and how it influences the calculation of claims. (CO4, K3)
20. (a) Design a framework for a commodity board aimed at promoting sustainable agricultural practices. How would this framework address environmental concerns? (CO5, K2)

Or

- (b) Develop a contingency plan for an Export Inspection Agency to address the emergence of new challenges, such as COVID - 19 outbreaks. (CO5, K2)

R1171

Sub. Code

652204

M.B.A. DEGREE EXAMINATION, APRIL – 2024

Second Semester

International Business

GLOBAL ENTREPRENEURSHIP DEVELOPMENT

(CBCS – 2022 onwards)

Time : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

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

1. What is the term for a business model that operates beyond national borders and engages in international trade? (CO1, K2)
 - (a) Domestic entrepreneurship
 - (b) Global entrepreneurship
 - (c) Local business
 - (d) Regional enterprise

2. What is a “unicorn” in the context of startups and global entrepreneurship? (CO1, K2)
 - (a) A startup with a valuation of over \$5 billion
 - (b) A startup with a valuation of over \$10 billion
 - (c) A startup with a valuation of over \$1 billion
 - (d) None of the above

3. How does government policy impact the external environment of a global entrepreneurial venture? (CO2, K2)
- (a) It does not influence business operations
 - (b) It may affect trade regulations, taxes, and incentives
 - (c) It only impacts local businesses
 - (d) It is irrelevant in global entrepreneurship
4. What does the internal environment of a global entrepreneurial venture primarily consist of? (CO2, K2)
- (a) Global market conditions
 - (b) Domestic regulations
 - (c) Organizational culture and structure
 - (d) International trade agreements
5. How can a startup identify that it has successfully achieved product-market fit? (CO3, K2)
- (a) By achieving 100% market share
 - (b) By securing multiple rounds of funding
 - (c) By observing strong customer demand and satisfaction
 - (d) By focusing on cost-cutting measures
6. What is the purpose of conducting a feasibility analysis in the new venture creation process? (CO3, K2)
- (a) To secure funding
 - (b) To assess the viability of the business idea
 - (c) To finalize the marketing strategy
 - (d) To recruit a team

7. What is the role of the World Bank in the international monetary system? (CO4, K3)
- (a) To regulate global interest rates
 - (b) To provide long-term development assistance to member countries
 - (c) To issue a global currency
 - (d) To control inflation in developing nations
8. What is a key advantage of crowd funding a source of capital for new ventures? (CO4, K3)
- (a) It does not require the venture to share ownership or control
 - (b) It is exclusively available to established businesses
 - (c) It is a form of debt financing with low interest rates
 - (d) It allows a large number of individuals to contribute small amounts of capital
9. What role does the executive summary play in a project proposal? (CO5, K6)
- (a) It provides an overview of the project's goals and objectives
 - (b) It details the project methodology
 - (c) It outlines the project budget
 - (d) It justifies the projects relevance
10. What is a key motivation for forming international alliances in business? (CO5, K6)
- (a) Maintaining domestic market dominance
 - (b) Enhancing global competitiveness
 - (c) Reducing government regulations
 - (d) Increasing import tariffs

Part B

(5 × 5 = 25)

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

11. (a) Write a detail note on the importance of Global Entrepreneurship. (CO1, K2)

Or

- (b) Enumerate the Global Entrepreneurial qualities. (CO1, K2)

12. (a) “Culture plays an important role in Entrepreneurship Development” – Justify. (CO2, K2)

Or

- (b) Write short note on Entrepreneurial Capability. (CO2, K2)

13. (a) What are the characteristics of New Venture? (CO3, K2)

Or

- (b) Discuss the concept “Product Market Fit”. (CO3, K2)

14. (a) Explain the function of International Monetary System. (CO4, K3)

Or

- (b) Explain the sources of Capital for New Ventures. (CO4, K3)

15. (a) How to identify suppliers and financiers for new projects? (CO5, K6)

Or

- (b) Describe on planning for contingencies for new ventures. (CO5, K6)

Part C

(5 × 8 = 40)

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

16. (a) Illustrate (CO1, K2)
- (i) Innovation and Risk-taking
 - (ii) Sources of Innovation

Or

- (b) Explain the Concept and relevance of intra-preneurship. (CO1, K2)
17. (a) Explain the Internal and External environment affecting Global Entrepreneurship. (CO2, K2)

Or

- (b) Explain the legal human resource issues facing the global entrepreneur. (CO2, K2)
18. (a) How you identify, evaluate and develop the new business at global level? (CO3, K2)

Or

- (b) Give an elaborate account on Global Entrepreneurship Monitor (GEM). (CO3, K2)
19. (a) What are the sources of capital for new ventures? (CO4, K3)

Or

- (b) Write a detailed on IMF. (CO4, K3)

20. (a) Elaborate on Global Project Proposal and Report.
(CO5, K6)

Or

(b) Discuss (CO5, K6)

(i) Clearances and Documents

(ii) Planning for Contingencies

R1172

Sub. Code

652205

M.B.A. DEGREE EXAMINATION, APRIL – 2024

Second Semester

International Business

QUANTITATIVE METHODS FOR DECISION MAKING

(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. In the linear programming problem, the restrictions under which the objective function is to be optimized are called _____. (CO1, K1)
 - (a) Constraints
 - (b) Objective Function
 - (c) Decision Variables
 - (d) None of the above
2. If there are m sources and n destinations in a transportation matrix, the total number of basic variables in a feasible basic solution are _____. (CO1, K1)
 - (a) $m + n$
 - (b) $m + n + 1$
 - (c) $m + n - 1$
 - (d) m

3. What is the main characteristics of a probabilistic distribution? (CO2, K1)
- (a) It always has a mean
 - (b) It describes the likelihood of each possible outcome
 - (c) It only applies to continuous variables
 - (d) It excludes rare events
4. In a binomial distribution what does n represent? (CO2, K1)
- (a) Mean
 - (b) Standard Deviation
 - (c) Number of Trials
 - (d) Probability of Success
5. The operations research technique that helps in minimize total waiting and service costs is ————. (CO3, K1)
- (a) Queuing Theory
 - (b) Decision Theory
 - (c) Both
 - (d) None of the above
6. Decision theory is concerned with ————. (CO3, K1)
- (a) Methods of arriving at an optimal decision
 - (b) Selecting optimal decision in a sequential manner
 - (c) Analysis of information that is available
 - (d) All of these
7. In certain decisions like plant closure and change in capacity which of the following is more useful? (CO4, K1)
- (a) Marginal costing
 - (b) Differential costing
 - (c) Absorption costing
 - (d) Activity-based costing

8. Which one of the following statements is true regarding residuals in regression analysis? (CO4, K1)
- (a) Mean of residuals is always zero
 - (b) Mean of residuals is always less than zero
 - (c) Mean of residuals is always greater than zero
 - (d) There is no such rule for residuals
9. Which is the primary goal of data cleaning in the context of data science? (CO5, K1)
- (a) Increase data volume
 - (b) Enhance data visualization
 - (c) Improve data quality
 - (d) Accelerate data processing
10. How many atomic vector data types does R have? (CO5, K1)
- (a) 3
 - (b) 4
 - (c) 5
 - (d) 6

Part B (5 × 5 = 25)

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

11. (a) Construct a MODI model and discuss the steps to solve it. (CO1, K6)
- Or
- (b) Identify the need for duality and sensitivity analysis in decision making. (CO1, K6)

12. (a) Develop a tabular representation depicting the significant features of different types of probability distribution. (CO2, K3)

Or

- (b) Identify the difference between joint and conditional probability. (CO2, K3)

13. (a) Develop a table stating the applications of queuing theory and decision theory. (CO3, K3)

Or

- (b) Identify the decisions that are to be taken under certainty. Discuss any one decision in detail. (CO3, K3)

14. (a) Discover the ways to increase the profit by minimizing cost. (CO4, K3)

Or

- (b) Identify the steps used to derive the marginal cost. Discuss it. (CO4, K3)

15. (a) Construct the classification of machine learning. Explain any one type of machine learning algorithm. (CO5, K6)

Or

- (b) Identify the need for data analysis in organizations. (CO5, K6)

Part C

(5 × 8 = 40)

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

16. (a) Discover the need for balanced and unbalanced problem formulation. Explain one method for each. (CO1, K6)

Or

- (b) Solve the below given problem by obtaining an initial basic feasible solution using North West Corner Method. (CO1, K6)

Source	Destination				Supply
	1	2	3	4	
1	11	13	17	14	250
2	16	18	14	10	300
3	21	24	13	10	400
Demand	200	225	275	250	950/950

17. (a) A Manufacturer produces light-bulbs that are packed into boxes of 100. If quality control studies indicate 0.5% of the light bulbs produced are defective. What percentage of the boxes will contain? (CO2, K3)
- (i) No defective?
- (ii) 2 or more defectives.

Or

- (b) Construct a probability model used to predict the share price. (CO2, K3)
18. (a) Develop a pay-off table and explain in detail with an example. (CO3, K3)

Or

- (b) Arrivals at a telephone booth are poisson at an average time of 8 minutes between our arrival and the next. The length of the phone call is distributed exponentially with a mean of 4 min. (CO3, K3)

Determine

- (i) Expected number of units in the queue
expected waiting time in the queue.
- (ii) Expected waiting time in the queue.
- (iii) Expected waiting Lime in the system.
19. (a) Identify the need for partial and multiple correlation with an example. (CO4, K3)

Or

- (b) Evaluate the following dataset to fit the multiple regression model. (CO4, K3)

Y	X ₁	X ₂
140	60	22
155	62	25
159	67	24
179	70	20
192	71	15
200	72	14
212	75	14
215	78	11

20. (a) Elaborate in detail the need for integrated project management in overseas projects. (CO5, K6)

Or

- (b) Construct the steps to read and write data sample data (Prod_ID, Prod_name, Sales, Disc, Fin_Val) to the XLS file. (CO5, K6)

R1173

Sub. Code

652401

M.B.A. DEGREE EXAMINATION, APRIL – 2024

Fourth Semester

International Business

GLOBAL BUSINESS STRATEGIES

(CBCS – 2022 onwards)

Time : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

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

1. Four major areas can be identified as being subjected to change in BPR are as follows (CO1, K1)
 - (a) Organization, technology, strategy and people
 - (b) Organization, infrastructure, resources, people
 - (c) Technology, finance, machines, people
 - (d) Strategy, technology, methods, organizations

2. Low cost, differentiation and focus are examples are (CO1, K1)
 - (a) Corporate strategies
 - (b) Operational strategies
 - (c) Business strategies
 - (d) Functional strategies

3. _____ is the first step in internationalization process. (CO2, K1)
- (a) Leather industry
 - (b) Dairy products
 - (c) Vehicle industry
 - (d) Clothing industry
4. Which industry was affected by foreign competition after globalization? (CO2, K1)
- (a) Punishment only
 - (b) Positive reinforcement only
 - (c) Both punishment and positive reinforcement
 - (d) Neither punishment nor positive reinforcement
5. The primary focus of strategic management is _____ (CO3, K1)
- (a) Strategic analysis
 - (b) Total organization
 - (c) Strategy formulation
 - (d) None of these
6. Strategic management handles _____ (CO3, K1)
- (a) External issues
 - (b) Administrative issues
 - (c) Internal issues
 - (d) Management issues

7. Which strategy will be used by an organization that is in more than one line of business? (CO4, K1)
- (a) Business level strategy
 - (b) Contemporary strategy
 - (c) Corporate level strategy
 - (d) None of the above
8. Bonds of rupees 3,00,000 are received against work done in joint venture business and they are sold for rupees 2,70,000, then rupees _____ is recorded on debit side of joint venture a/c. (CO4, K1)
- (a) Rupees 30,000 (b) Rupees 2,70,000
 - (c) Rupees 3,00,000 (d) None of the above
9. Which of the following characteristics is not of excellent governance _____ (CO5, K1)
- (a) Accountability (b) Transparency
 - (c) Rule of law (d) And Red Tapism
10. Planning an audit involves establishing overall audit strategy for the engagement and _____ (CO5, K1)
- (a) Developing an audit plan
 - (b) Developing an audit program
 - (c) Developing detailed strategy
 - (d) Any of the above

Part B

(5 × 5 = 25)

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

11. (a) Compare six sigma practices and 7S Framework.
(CO1, K5)

Or

- (b) Explain in detail the phases of Business Process Reengineering.
(CO1, K5)

12. (a) Summaries the factors behind the growth of MNC's.
(CO2, K2)

Or

- (b) Illustrate different types of MNCs. (CO2, K2)

13. (a) Compare the role of technology diffusion and information technology as external opportunity for overseas business.
(CO3, K4)

Or

- (b) Examine in a broader context on strategizing MNC by checking its internal weaknesses. (CO3, K4)

14. (a) Examine the different types of diversification and explain any one type in detail. (CO4, K4)

Or

- (b) Compare ethno-centric and poly-centric approaches.
(CO4, K4)

15. (a) Justify the reasons that state the need for strategic audit with an example. (CO5, K5)

Or

- (b) Interpret the role of Global corporate governance in organization.
(CO5, K5)

Part C

(5 × 8 = 40)

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

16. (a) Illustrate the need for the sustainability of strategic organizational culture. Explain it with reference to a case. (CO1, K5)

Or

- (b) Explain with an example the importance of total quality management. (CO1, K5)
17. (a) Explain in detail the challenges faced by MNCs with relevant example. (CO2, K2)

Or

- (b) Express your views on how Globalization has significant impact towards growth of MNCs. (CO2, K2)
18. (a) Examine the different types of stock taking of threats and explain it in detail. (CO3, K4)

Or

- (b) Interpret the vision and mission of any one MNC company and throw some light on any two of Internal analysis. (CO3, K4)
19. (a) Categories the Strategy formulation of MNCs based on sustaining competitive strength. (CO4, K4)

Or

- (b) Distinguish between any two types of restructuring strategies. (CO4, K4)

20. (a) Explain in detail the need for Transnational strategy implementation with reference to a case.
(CO5, K5)

Or

- (b) Assess the need and requirements of Good corporate governance. Give an example of a case for its failure/success due to lack of good corporate governance.
(CO5, K5)
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R1174

Sub. Code

652402

M.B.A. DEGREE EXAMINATION, APRIL – 2024

Fourth Semester

International Business

**LEGAL ENVIRONMENT OF INTERNATIONAL
BUSINESS**

(CBCS – 2022 onwards)

Time : 3 Hours

Maximum : 75 Marks

Part A

(10 × 1 = 10)

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

1. Which of the following is NOT an obligation of the seller under CISG? (CO1, K2)
 - (a) Delivering goods conforming to the contract
 - (b) Transferring ownership of the goods
 - (c) Packing and shipping the goods
 - (d) Ensuring safe arrival of the goods

2. Passing of risk under CISG occurs when: (CO1, K2)
 - (a) The buyer takes physical possession of the goods
 - (b) The contract is concluded
 - (c) The goods are handed over to the carrier
 - (d) The seller pays the agreed price

3. The right granted to a patentee is : (CO2, K2)
- (a) Exclusive use of a brand name
 - (b) Protection against unfair competition
 - (c) Exclusive right to make, use, sell, or import an invention
 - (d) Protection of confidential business information
4. GATS aims to liberalize trade in which sector? (CO2, K2)
- (a) Goods
 - (b) Services
 - (c) Investments
 - (d) Agriculture
5. What is the main advantage of arbitration over litigation in international disputes? (CO3, K2)
- (a) Lower cost
 - (b) Faster resolution
 - (c) Greater confidentiality
 - (d) All of the above
6. The Enforcement of Foreign Arbitral Awards Act, 1996 is based on which international treaty? (CO3, K2)
- (a) UNCITRAL Model Law on Arbitration
 - (b) New York Convention on the Recognition and Enforcement of Foreign Arbitral Awards
 - (c) Hague Convention on the Choice of Law applicable to Contracts for the Sale of Goods
 - (d) General Agreement on Tariffs and Trade
7. Electronic records in international business can be used for : (CO4, K2)
- (a) Contract formation
 - (b) Payment transactions
 - (c) Documentary evidence
 - (d) All of the above

8. The Constitution of the Board of Approval in India approves : (CO4, K2)
- (a) Foreign direct investments
 - (b) Export-import licenses
 - (c) Trademark applications
 - (d) Patent applications
9. What is the main objective of the Customs Act, 1972? (CO5, K2)
- (a) To promote international trade
 - (b) To collect revenue for the government
 - (c) To control the import and export of goods
 - (d) All of the above
10. Duty Drawback Schemes encourage exports by (CO5, K2)
- (a) Reimbursing import duties paid on raw materials used in exported goods
 - (b) Providing tax breaks to exporters
 - (c) Offering subsidized shipping costs
 - (d) All of the above

Part B (5 × 5 = 25)

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

11. (a) What are the key responsibilities and duties of both sellers and buyers under the United Nations Convention on Contracts for the International Sale of Goods (CISG)? (CO1, K2)

Or

- (b) When and how does risk transfer from seller to buyer under CISG? Explore the remedies available for contract breaches in an international context. (CO1, K2)

12. (a) Define and differentiate various types of intellectual property rights. Discuss the exclusive rights granted to patentees. (CO2, K2)

Or

- (b) Explain the purpose and key provisions of the General Agreement on Trade in Services (GATS). Discuss its significance and impact on international business operations. (CO2, K2)
13. (a) Describe the process and nature of international arbitration proceedings. What are the key characteristics of an arbitral award? (CO3, K2)

Or

- (b) Explain the procedures and considerations involved in enforcing foreign arbitral awards in different jurisdictions. (CO3, K2)
14. (a) Discuss the practical applications of electronic records in facilitating international business transactions. (CO4, K3)

Or

- (b) Elucidate the specific role and functions of the Constitution of the Board of Approval in India's regulatory landscape. (CO4, K2)
15. (a) Enumerate the key provisions and objectives of the Indian Customs Act, 1972. (CO5, K2)

Or

- (b) Explain the concept and operation of Duty Drawback Schemes, highlighting their impact on international trade competitiveness. (CO5, K3)

Part C

(5 × 8 = 40)

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

16. (a) Discuss the impact of CISG on promoting legal uniformity, lowering trade barriers and fostering fair business practices in international transactions. (CO1, K2)

Or

- (b) Summarize the core provisions of CISG that govern international contracts for the sale of goods. (CO1, K2)

17. (a) Explain the key steps involved in obtaining a patent, from conception to grant and explore the role of international patent treaties in streamlining the process for global expansion. (CO2, K2)

Or

- (b) Discuss the implication of the World Trade Organization (WTO) on international business. Examine how its policies and agreements impact trade flows, tariff barriers, and the overall dynamics of the global marketplace. (CO2, K3)

18. (a) Explore the advantages of different types of international arbitrations available catering to the diverse needs of cross-border conflicts. (CO3, K2)

Or

- (b) Explain the process and procedures of Conciliation in international arbitration. (CO3, K2)

19. (a) Discuss the key responsibilities and roles of a Development Commissioner. (CO4, K2)

Or

- (b) Write a detailed note on the establishment and operation of Special Economic Zones (SEZs) and discuss their potential to boost international trade. (CO4, K2)

20. (a) Discuss the various Customs Valuation methods used in determining the value of goods in international trade. (CO5, K2)

Or

- (b) Explain the methods and procedures for the detection of illegally imported and exported goods, and discuss how these practices are applied to ensure compliance with trade regulations. (CO5, K3)

R1175

Sub. Code

652403

M.B.A. DEGREE EXAMINATION, APRIL – 2024

Fourth Semester

International Business

MULTINATIONAL FINANCIAL 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. Exchange rates (CO1, K2)
 - (a) Are always fixed
 - (b) Fluctuate to equate the quantity of foreign exchange demanded with the quantity supplied
 - (c) Fluctuate to equate imports and exports
 - (d) Fluctuate to equate rates of interest in various countries

2. The current system of international finance is a (CO1, K2)
 - (a) gold standard
 - (b) fixed exchange rate system
 - (c) floating exchange rate system
 - (d) managed float exchange rate system

3. Theory which considers change in exchange rate with fluctuations in inflation rates is classified as (CO2, K2)
- (a) liquidated power parity
 - (b) purchasing power parity
 - (c) selling power parity
 - (d) volatile power parity
4. Hedging is used by companies to : (CO2, K2)
- (a) Decrease the variability of tax paid
 - (b) Decrease the spread between spot and forward market quotes
 - (c) Increase the variability of expected cash flows
 - (d) Decrease the variability of expected cash flows
5. International trade and domestic trade differ because of : (CO3, K3)
- (a) Different government policies
 - (b) Immobility of factors
 - (c) Trade restrictions
 - (d) All of the above
6. Working capital is also known as _____ capital. (CO3, K1)
- (a) current asset
 - (b) Operating
 - (c) projecting
 - (d) Operation capital

7. Firms which are capital intensive rely on (CO4, K2)
- (a) Equity
 - (b) Short term debt
 - (c) Debt
 - (d) Retained earnings
8. The international capital market (CO4, K3)
- (a) limits the available set of lending opportunities
 - (b) increase overall portfolio risk for investors
 - (c) allows investors to reduce risk by holding international securities whose price move independently
 - (d) is easily accessible to everyone
9. The simplicity with which bondholders and shareholders can change their investments into cash is known as (CO5, K4)
- (a) barter
 - (b) hedging
 - (c) arbitrage
 - (d) liquidity
10. International Money Market is for about (CO5, K2)
- (a) 2 years
 - (b) 3 years
 - (c) 5 years
 - (d) 1 year

Part B

(5 × 5 = 25)

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

11. (a) List the scope of Multinational Financial Management. (CO1, K2)

Or

- (b) Explain the domestic model of valuation for MNC. (CO1, K2)

12. (a) What are Depository Receipts? Explain in brief. (CO2, K2)

Or

- (b) Bring out Interest Rate Parity theorem. (CO2, K2)

13. (a) Distinguish between subsidiary and parent perspective on Capital budgeting. (CO3, K2)

Or

- (b) Explain about Adjusted discount rate. (CO3, K2)

14. (a) What is working capital management in MNCs aspect? (CO4, K2)

Or

- (b) Bring out the importance of inventory management. (CO4, K2)

15. (a) Explain about Wall street and Dalal street. (CO5, K2)

Or

- (b) What is corporate restructuring? (CO5, K2)

Part C (5 × 8 = 40)

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

16. (a) What are the finance functions of MNCs? (CO1, K1)

Or

- (b) Explain about the various valuation models of MNC. (CO1, K2)

17. (a) Write a note of the lending policies and facilities of the IMF. (CO2, K2)

Or

- (b) List out the various factors influencing exchange rate. (CO2, K3)

18. (a) What are the factors that are considered in Multinational capital budgeting. (CO3, K2)

Or

- (b) What do you mean by Blocked funds? Explain in brief. (CO3, K2)

19. (a) Explain the various tools used in Inventory Management. (CO4, K1)

Or

- (b) What the risk involved in Working capital management of MNC? (CO4, K2)

20. (a) Explain the role of Global investment bankers. (CO5, K2)

Or

- (b) List out the various instrument of Global Capital Market. (CO5, K3)
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R1176

Sub. Code

652404

M.B.A. DEGREE EXAMINATION, APRIL – 2024

Fourth Semester

International Business

INTERNATIONAL LOGISTICS 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. Who advises ship owner on various port details (CO1, K2)
 - (a) ship agent
 - (b) stevedores
 - (c) freight forwarder
 - (d) captain

2. Place utility created in (CO1, K2)
 - (a) Operative function
 - (b) Logistics function
 - (c) Distribution function
 - (d) Production function

3. _____ is a one who agrees to ship all portion of his cargo through members of liner conference. (CO2, K1)
- (a) Contract exporter
 - (b) Trumper
 - (c) Logistician
 - (d) Liner
4. _____ is a logistics system element. (CO2, K1)
- (a) Information (b) Place
 - (c) HRM (d) All of these
5. Multiple carriers during a single journey is known as _____ (CO3, K2)
- (a) Multimodal transportation
 - (b) Intermodal transportation
 - (c) Single transportation
 - (d) Long transportation
6. _____ system refers to the practice of loading barges aboard a larger vessel for transport. (CO3, K1)
- (a) LASH (b) RORO
 - (c) SD14 (d) PANAMAX

7. The twelve major Indian ports, which are managed by
(CO4, K2)
- (a) Port Trust of India
 - (b) Private companies
 - (c) MTO
 - (d) None of these
8. Insulated container is an example of (CO4, K3)
- (a) Steel container
 - (b) Thermal container
 - (c) Iron container
 - (d) Bulk container
9. _____ is a price at which certain cargo is delivered from one point to another. (CO5, K2)
- (a) Shipping fee (b) Chart fee
 - (c) Freight (d) None of the above
10. When goods are sent by airway sender needs to prepare
(CO5, K1)
- (a) Bill of Lading (b) Chart
 - (c) Airway bill (d) None of these

Part B

(5 × 5 = 25)

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

11. (a) Define logistics management and discuss its role in today's business. (CO1, K2)

Or

- (b) Describe logistics as a business process. (CO1, K1)

12. (a) Explain the various activities of transport. (CO2, K2)

Or

- (b) What is multi model transportation of goods? What are the advantages of multi modal transportation as compares to segmented modes of transportation? (CO2, K1)

13. (a) How does warehousing contribute to the time value of goods? Explain. (CO3, K3)

Or

- (b) Explain the significance of containers. (CO3, K2)

14. (a) Bring out the need for integrated logistics. (CO4, K2)

Or

- (b) Explain about E-Logistics. (CO4, K2)

15. (a) Why is air cargo containers used? (CO5, K2)

Or

- (b) Define Total Cost Approach in Air Transportation.
(CO5, K1)

Part C (5 × 8 = 40)

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

16. (a) What is a cost trade-off? Give an example from international logistics practice. (CO1, K3)

Or

- (b) What are the main differences between logistics within a single country and logistics that span a number of different countries? What are the specific problems of working internationally? (CO1, K2)

17. (a) Explain the features of Liner operations and Tramp operations. (CO2, K2)

Or

- (b) Bring out the chartering principles and practices. (CO2, K2)

18. (a) Critically examine the role of warehousing in international marketing. (CO3, K4)

Or

- (b) What are the different purposes of containers? (CO3, K3)

19. (a) Explain JIT. (CO4, K2)

Or

(b) What are the factors influencing the distribution and logistics decisions in international business? (CO4, K2)

20. (a) Illustrate the freight structure and practices followed in the Air Caro industry. (CO5, K4)

Or

(b) What are the factors that affect air freight rates in air cargo transportation? (CO5, K2)

R1177

Sub. Code

652503

M.B.A. DEGREE EXAMINATION, APRIL – 2024

Fourth Semester

International Business

Elective : OVERSEAS PROJECT 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. Your global project is sabotaged by rumours and gossip about the project deliverable. This is an example of _____ (CO1, K1)
 - (a) Cultural Achievability
 - (b) Cultural influences within the project team
 - (c) Project team mutiny
 - (d) Ineffective planning

2. What is the primary goal of project management? (CO1, K1)
 - (a) Maximizing Profits
 - (b) Minimizing Risks
 - (c) Completing projects successfully
 - (d) Implementing new technologies

3. UNIDO was established in _____ (CO2, K1)
(a) 1966 (b) 1968
(c) 1967 (d) 1963
4. When conducting a CBA in the public or private sector, the analysis should consider? (CO2, K1)
(a) Both tangible/intangible cost/benefits
(b) Only intangible cost benefits
(c) Neither tangible/intangible costs/benefits
(d) Only tangible costs/benefits
5. Which of the following major issues does not relate to the financial aspects of exporting? (CO3, K1)
(a) The price of the product
(b) The method of payment
(c) Location of production
(d) Terms of payment
6. Project appraisal by financial institutions takes into consideration (CO3, K1)
(a) Promoter's capacity and competence
(b) Project
(c) Economic Aspects
(d) All of these
7. PERT method is used in _____ (CO4, K1)
(a) Budgeting
(b) Scheduling
(c) Evaluating
(d) Finalizing

8. According to current PMI standards, Work Breakdown structures are _____. (CO4, K1)
- (a) Task-oriented
 - (b) Process-oriented
 - (c) Deliverable-oriented
 - (d) Time-oriented
9. Political risk management comes in the ambit of which of the following financial decisions? (CO5, K1)
- (a) Non-conventional capital budgeting
 - (b) International currency arbitrage
 - (c) Foreign exchange market
 - (d) Multinational capital budgeting
10. Currency swap is a method of _____. (CO5, K1)
- (a) Hedging against foreign exchange risk
 - (b) Speculating in foreign exchange
 - (c) Payment in international trade
 - (d) Leverage instrument used by cooperative banks

Part B (5 × 5 = 25)

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

11. (a) Develop a project documentation stating the need for International Standards. (CO1, K3)

Or

- (b) Identify and discuss the different stages of project management. (CO1, K3)

12. (a) Discover the need for social cost-benefit analysis.
Give an overview of it. (CO2, K3)

Or

- (b) Construct an overview of L-M model of Social Cost
Benefit Analysis. (CO2, K3)

13. (a) Compare the procedures for the import and export
of projects. (CO3, K4)

Or

- (b) Simplify the reasons for marketing of projects in a
global perspective. (CO3, K4)

14. (a) Construct a network diagram and explain it in
detail. (CO4, K3)

Or

- (b) Identify the need for WBS in project management.
(CO4, K3)

15. (a) Propose a project report specifying the estimation of
project cash flows. (CO5, K6)

Or

- (b) Discuss the political risks associated in the
execution of overseas projects with an example.
(CO5, K6)

Part C

(5 × 8 = 40)

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

16. (a) Construct a project report documentation regarding a case. (CO1, K3)

Or

- (b) Identify and explain the significant role of the project manager in selecting a project with its standards. (CO1, K3)
17. (a) Identify the important analysis that must be analyzed before executing the project. (CO2, K3)

Or

- (b) Develop a model of feasibility report relevant to any one of the real-time examples. (CO2, K3)
18. (a) Examine in detail the financing and customs procedures for project imports. (CO3, K4)

Or

- (b) Classify the project imports and explain the process involved in the execution of each project. (CO3, K4)
19. (a) Develop detailed documentation stating the need for various reviews of the project. (CO4, K3)

Or

- (b) Construct a CPM model and discuss its significant advantage over the PERT model. (CO4, K3)

20. (a) Elaborate in detail the need for integrated project management in overseas projects. (CO5, K6)

Or

- (b) Propose an effective guideline that are to be followed for successful completion of overseas project with respect to any one of the project. (CO5, K6)
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R1178

Sub. Code

652504

M.B.A. DEGREE EXAMINATION, APRIL – 2024

Fourth Semester

International Business

**Elective : GLOBAL INVESTMENT AND PORTFOLIO
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. Which of the following are the features of money market?
(CO1, K1)
 - (a) Maturity of period is more than 1 year
 - (b) Highly risky
 - (c) Unsecured instruments
 - (d) None of the above
2. Investments would secure high only if there is a protection to
(CO1, K1)
 - (a) Real estate
 - (b) Preferred stock
 - (c) Government bonds
 - (d) Common stock
3. Risk of two securities with expected return can be compared within _____
(CO2, K1)
 - (a) Co-efficient of variation
 - (b) Standard deviation of securities
 - (c) Variance of securities
 - (d) None of the above

4. Risk in any investment involves _____ (CO2, K1)
(a) Loss of principal amount
(b) Higher returns at low risk
(c) Regulation and guidelines
(d) All of the above
5. Dividend discount model is _____ (CO3, K1)
(a) Ignores capital gains
(b) Incorporates the after-tax value of capital gains
(c) Includes capital gains implicitly
(d) Restricts capital gains to a minimum
6. Interest rate risk is a type of _____ (CO3, K1)
(a) Market risk (b) Liquidity risk
(c) Reputational risk (d) Operational risk
7. CAPM accounts for _____ (CO4, K1)
(a) Unsystematic risk (b) Systematic risk
(c) Both (a) and (b) (d) None of the above
8. A model for optimizing the selection of securities is the _____ model. (CO4, K1)
(a) Miller-orr (b) Black-sholes
(c) Markowitz (d) Gordon
9. In futures trading, the margin is payable to the broker by _____ (CO5, K1)
(a) Buyer of futures (b) Sellers of futures
(c) Either (a) or (b) (d) Both (a) and (b)
10. In India, derivatives in interest rates are regulated by _____ (CO5, K1)
(a) Securities and Exchange Board of India
(b) Forward Market Commission
(c) Reserve Bank of India
(d) Ministry of Finance

Part B

(5 × 5 = 25)

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

11. (a) Compare savings and investment, (CO1 ,K2)

Or

- (b) Outline the importance of TVM in investment.
(CO1 ,K2)

12. (a) Identify the different methods of risk measurement.
Explain any one method in detail. (CO2, K3)

Or

- (b) Construct a table representing the evaluation of the country's risk for international investment.
(CO2, K3)

13. (a) Develop a P/E ratio for any stock and say how for it is advantageous than EPS. (CO3, K3)

Or

- (b) Identify the significant reasons stating that a particular bond is a good investment. (CO3, K3)

14. (a) Assess the need for CAPM about risk and return on financial securities. (CO4, K5)

Or

- (b) Compare the advantages and disadvantages of Markowitz Theory. (CO4, K5)

15. (a) Summaries the different types of derivatives. (CO5, K2)

Or

- (b) Compare any two types of options. (CO5, K2)

Part C

(5 × 8 = 40)

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

16. (a) Summaries the difference between capital market and money market. (CO1, K2)

Or

- (b) Explain in detail the different type of global investment opportunities for investors. (CO1 ,K2)

17. (a) Discover the basic assumption and critical implications of Random Walk Theory. (CO2, K3)

Or

- (b) Identify the reasons stating the need to measure historical return. (CO2, K3)

18. (a) A bond is currently traded at 800 rupees in the market. Though, it was issued at rupees 1000. On this bond, the yearly interest payout is rupees 80. The coupon rate for the bond is 8%. The bond will reach maturity in years. Calculate YTM. (CO3, K3)

Or

- (b) Explain in detail how the strength of a company's balance sheet is evaluated. (CO3, K3)

19. (a) Explain in detail the key steps of portfolio construction with an example. (CO4, K5)

Or

- (b) Justify with reasons how for software tools and techniques are helpful to evaluate portfolio performance with an example. (CO4, K5)

20. (a) Outline the different types of swaps. Explain any two types of swaps. (CO5, K2)

Or

- (b) Illustrate the importance of options. Classify and explain the types of options. (CO5, K2)