

(DHHM 01/ DBM 01/ DMM 01/DHRM 01/
DFM 01/ DIB 01/ DIM 01/ DBFM 01)

PG DIPLOMA EXAMINATION, DEC. - 2012

Common Paper

Paper - I : PERSPECTIVES OF MANAGEMENT

Time : 03 Hours

Maximum Marks : 75

*Answer any **Five** questions*

All questions carry equal marks

- 1) Explain the concept of management and its functions.
 - 2) Define MBO. What are its advantages and disadvantages.
 - 3) Discuss the working of committees and board of directors in an organisation.
 - 4) What are the essentials of an effective communication?
 - 5) State the modern techniques of control and their significance.
 - 6) Explain various modern approaches to management.
 - 7) Write in detail about Linear Programming.
 - 8) Briefly explain about selection process in an organisation.
 - 9) Define motivation. Explain its importance in management.
 - 10) Explain the position of management Development in India.
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(DMM 02 / DIB 02)

PG DIPLOMA EXAMINATION, DEC. - 2012

Marketing Management/International Business

Paper - II : INTERNATIONAL MARKETING

Time : 03 Hours

Maximum Marks : 75

Answer any Five questions

- 1) Briefly explain the different frame works of the International Markets.
 - 2) Explain about economic environment of the International Business.
 - 3) What are the different documents required for exports?
 - 4) Write in detail about International Pricing Policy.
 - 5) Discuss in detail about International Market Research.
 - 6) Examine the planning and control of International Market.
 - 7) Explain the nature and scope of International Market.
 - 8) Discuss the significance of advertising in Promotional Management.
 - 9) Give an overview on influence of culture on International Business.
 - 10) Briefly explain about EXIM policy of India.
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(DIB 03)

PG DIPLOMA EXAMINATION, DEC. - 2012

International Business

Paper - III : FOREIGN EXCHANGE MANAGEMENT

Time : 03 Hours

Maximum Marks : 75

*Answer any **Five** questions*

All questions carry equal marks

- 1) Bring out the features of exchange rate system at the level of globe.
 - 2) Explain the participants in the forex market.
 - 3) What are the factors that influence merchant rate?
 - 4) Discuss the process of extension and cancellation of forward exchange contract.
 - 5) Describe the trend in currency swap deals in India.
 - 6) Elucidate the matching leads and lag technique of managing foreign exchange exposure.
 - 7) Enumerate the procedure of discounting foreign currency denominated bills receivables.
 - 8) What are the lessons learned from Mexico regarding convertibility of rupee?
 - 9) Does devaluation deliver the goods in India?
 - 10) Bring out the documents used in foreign trade.
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(DIB 04)

PG DIPLOMA EXAMINATION, DEC. - 2012

International Business

Paper - IV : INTERNATIONAL BUSINESS

Time : 03 Hours

Maximum Marks : 75

*Answer any **Five** questions*

All questions carry equal marks

- 1) What is the role of international business in the economic development of a country?
 - 2) Critically examine the recent theory of international business.
 - 3) Explain the strategic planning process of MNCs.
 - 4) Discuss the formulation of appropriate structure for strategic management.
 - 5) Describe the evaluation of performance of MNCs.
 - 6) Bring out the HRM practices of MNCs.
 - 7) Examine the working of ASEAN in the recent past.
 - 8) What are the advantages of MNCs to host countries?
 - 9) Elucidate the trend and growth of international business of LDCs.
 - 10) Explain the significance of management of logistics in international business.
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(DFM 05 / DBFM 05 / DIB 05)

PG DIPLOMA EXAMINATION, DEC. - 2012

Financial / Banking & Financial Management / International Business

Paper - V : INTERNATIONAL FINANCIAL MANAGEMENT

Time : 03 Hours

Maximum Marks : 75

Answer any Five questions

All questions carry equal marks

- 1) What are the dimensions of international economic issues?
 - 2) State the working of IMF in the recent past?
 - 3) Examine the significance of finance function in an MNC.
 - 4) How is exchange rate determined?
 - 5) State the sources of financing foreign trade.
 - 6) Bring out the techniques employed in international cash management.
 - 7) Enumerate the factors that influence international financing decision.
 - 8) Elucidate the mechanism of forex regulation.
 - 9) Explain the process of managing accounting exposure.
 - 10) How are receivables managed in the international financial management?
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