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**Question Paper Code : BS2016**

M.B.A. DEGREE EXAMINATION, AUGUST/SEPTEMBER 2017.

Third Semester

DBA 1702 — INTERNATIONAL BUSINESS MANAGEMENT

(Regulations 2007/2009)

Time : Three hours

Maximum : 100 marks

Answer ALL questions.

PART A — (10 × 2 = 20 marks)

1. What is the present status of India's foreign trade?
2. What is new trade theory?
3. Can regional grouping help the progress of the member countries? How?
4. What are the social and economic consequences of globalisation?
5. What is the structural design of MNEs?
6. What are performance indicators?
7. What are the factors causing conflict in international business?
8. What is the role of negotiator in conflict?
9. What are the objectives of foreign trade policy?
10. What are the approaches to control international business?

PART B — (5 × 16 = 80 marks)

11. (a) Describe the determinants of exchange rate.

Or

- (b) State and explain the pre-shipment export documents required by export inspection agency.

12. (a) Discuss international business environment and its impact on international business.

Or

- (b) Enumerate and explain the factors favouring globalisation of business.

13. (a) Is regulation of the MNCs essential? What are the modalities to regulate them?

Or

- (b) What is marketing information system? Explain its role in promotion of International business.

14. (a) Enumerate various international agencies and its role in conflict resolution.

Or

- (b) In a typical organization one can observe goal conflicts arising out of different roles its people play/assume i.e. an individual, hierarchical, functional, organizational. How one can resolve this conflict? Explain with suitable example”.

15. (a) “Trading blocs are harmful for the growth of world trade.” Discuss.

Or

- (b) Briefly explain the various procedures to be followed in the export of goods from India.

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