[This question paper contains 2 printed pages.]

Your Roll No...............

Sr. No. of Question Paper : 4716 **J**

Unique Paper Code : 2924001207/2924000027

Name of the Paper : Introduction to International Business (Generic Elective)

Name of the Course : **Bachelor of Management Studies**

Semester : II & IV

Duration : 3 Hours Maximum Marks : 90

Instructions for Candidates

1. Write your Roll No. on the top immediately on receipt of this question paper.
2. Attempt any **five** questions.
3. **All** questions carry equal marks.

1. (a) Define globalization. Discuss the impact of globalization on Indian industries.

   (b) Discuss the major reasons for companies to engage in International Business. (9+9=18)

2. Suppose there are only two countries in a hypothetical world: Nigeria and Singapore. Both countries have same amount of labour which is required to produce either rice and tea. Assume further that each country has 500 units of labour. It takes 25 units of labour to produce 1 ton of tea and 50 units of labour to produce 1 ton of rice in Nigeria. While 100 units of labour is required to produce 1 ton of tea and 25 units of labour is required to produce 1 ton of rice in Singapore. Furthermore, assume that in autarky, both countries allocate half of their total labour resource to produce each of the two goods.

P.T.O.

(a) Draw production possibility frontiers for both Nigeria and Singapore and prescribe which country should specialize in producing what on the basis of the Absolute Advantage Theory.

(b) Prescribe the specialisation of countries on the basis of the Comparative Advantage Theory. Also, compare the country-wise and world production of rice and tea in case of autarky and in free trade after specialisation. (9+9=18)

3. (a) Explain the impact of political and legal systems on international business decisions. Support your answer with real-world examples.

(b) Discuss how cultural differences influence international business negotiations and marketing strategies. (9+9=18)

4. (a) Examine the role of international economic organizations (WTO, World Bank, and IMF) in regulating and facilitating global trade.

(b) How do major instruments of trade control influences importing and exporting countries? Discuss. (9+9=18)

5. (a) Differentiate between Greenfield Investment and Mergers & Acquisitions as modes of Foreign Direct Investment (FDI).

(b) Discuss the advantages and challenges of strategic alliances in international business expansion. (9+9=18)

6. Write a short note on **any three** of the following :

(a) The relationship between Globalisation and International Business

(b) Leontief Paradox

(c) Relationship between International Business and Sustainable Development

(d) Fixed and Floating Exchange Rate Systems (6+6+6=18)