Instructions and Syllabus

Those short-listed for admission to M.Phil/ Ph.D Programme (FT/PT) at GITAM School *of* International Business shall have to take a written test which will be for 60 marks, and appear for an Interview which will be 40 marks.

Test Centre: GSIB, Visakhapatnam

Written Test: 17.10.2014; PI: 18.10.2014

The Written Test will consist of two parts. Part-I will be for 20 marks while part-II will be specific to the candidate's educational background.

Part-I

Part-I will be for 20 marks consisting of objective type (multiple choice and fill in blanks) questions on "***India and International Business Environment***",

Part-II

Part-II will be for 40 marks from the following subject-specific syllabus*:

1. *Management*

Economics
- Demand analysis
- Pricing theories
- Fiscal and monetary policies

HRM
- Performance measurement and management
- Balanced score card
- Competency management

Accounting and Finance
- Role of accounting and finance in modern organizations
- Capital structure, cost of capital and dividend policy
- Capital budgeting decisions

Marketing
- Consumer behaviour
- Promotion decisions & distribution channels
- Customer relationship management

Statistics and Operations Research
- Correlation and regression analysis
- Tests of hypothesis (Z, t, and Chi-square tests)
- Linear programming

* *For students who come from any educational background other than management, a separate syllabus in that subject will be prepared to conduct the test for 40 marks.*

Model paper

Part-I
Subject: India and International Business Environment

I. Tick the Right Answer: $\frac{1}{2}$ x **1**0 = 5 marks

1. India's foreign exchange rate system is?　　　　　　　　　( )
    a. Free float
    b.Managed float
    c.Fixed
    d. Fixed target of band

2. The 'Swiss Formula' of World Trade Organisation is related with?　　( )
    a. Patent of drugs
    b. Agricultural subsidy
    c. Transboundary services
    d. Non-agricultural tariff

3. The round of GATT which provided new rules to prevent Dumping is　( )
    a. Kennedy Round
    b. Uruguay Round
    c.Merry-go-Round
    d. Doha Round

4. If GDP for Palau a small country near southeast of the Philippines is $130 million in 2002 and its population is 20,000 GDP Per capita is …,　　　　( )
    a. $6500.
    b. $130.
    c. $ 0.0065.
    d. $650.

5. The current level of inflation in USA　　　　　　　　　　　( )
    a. between 3 to 4 %.
    b. between 2 to 4%
    c. between 4 to 6%
    d. between 5 to 6 %

6. The latest round of WTO held in April 20**1 1** is　　　　　　( )
    a. Dillon Round
    b. Kennedy round
    c. Uruguay Round
    d. Doha Round

7. India Initiated the Look East Policy regime in the year **1**992 to intensify its trade and investment relations with --　　　　　　　　( )
    a. China
    b. Japan
    c. South Korea
    d. ASEAN

8. Which of the following is not a part of Pacific Rim　　　　　　( )
    a. East Asia
    b. Latin America
    c. India
    d. South East Asia

9. By the end of March 20**1 1** the value of forex reserves of China is at.　　　(　)
      a. $ **1**.0000 trillion
      b. $ 2.0000 trillion
      c. $ 3.0477 trillion.
      d. $5.0000 trillion

10. An example of protectionist measure would be.　　　　　(　)
      a. Policy of free trade
      b. The imposition of a tariff on a good produced by a domestic infant industry.
      c. the decision to join the WTO
      d. a state's defense of its interests at the United Nations

II. Fill in the blanks: $\frac{1}{2}$ x **1**0 = 5 marks

1 1.   China adopted _____ exchange rate since 2008.

12.   A tariff on imported inputs _____ (reduces/increases) the rate of protection provided by a given nominal tariff on the final commodity.

13.   India's overall Doing Business Rank in the year 2011is _____

14.   IMF and IBRD are called _____

15.   India will be benefitted from Demographic Dividends. This is shown by a decline in the _____ from 69% in the year 1995 to 56% in 2010.

16.   Value added Tax in India would be replaced by _____

17. The FTA between Mexico, USA and Canada is called _____

18. Copenhagen summit is associated with _____

19. A country's capital stock is the sum of previous gross investment minus _____

20. _____Agreement of WTO gives protection to patents, copyrights etc.

III. State whether True or False: $\frac{1}{2}$ x **1**0 = 5 marks

21. Robin Sharma is the author of the popular business book "The World is Flat"　　[ ]

22.Only 17 of the 27 members of the European Union (EU) are part of the Eurozone. [ ]

23. The "Classmate" notebook is a product of HUL.　　　　　[ ]

24. India was granted MFN status by Pakistan in 2011　　　　[ ]

25. "Arab Spring" relates to the spring season in Saudi Arabia.　　　[ ]

26. Flipcart.com is a popular online book store started by Indian entrepreneurs.　　[ ]

27. The term money market means market for borrowing and lending of short-term funds.
　　　　　　　　　　　　　　　　　　　[ ]

28. Basel III relate to regulatory norms in the banking sector.　　　[ ]

29. China completed 15 years as a member of the WTO.   [   ]

30. India signed the Double Taxation Avoidance Agreement (DTAA) recentl y with Nepal
                                                                          [   ]

IV. Give one line answers to the following: 1 X 5 = 5 marks

1. Write a note on Euro crisis.

2. What is Dumping?

3. What do you mean by appreciation of Currency?

4. What are the causes for depreciation of Indian Rupee in current scenario?

5. SEZ

Answer *any four* of the following: (4x **1** 0=40 marks)

1. Briefly explain the following:
    (i) Stay off Pricing
    (ii) Kinked Demand Curve
    (iii) Life Cycle Cost
    (iv) Irrelevant Costs

2. "FDI in multi-brand retail business". Discuss the issues and challenges that would face in the current scenario.

3. How is weighted average cost of capital computed? Explain with an example.

4. The Balanced Score Card is a system designed to measure and manages all aspects of a company's performance. List and describe each of those aspects of performance.

5. (a) The personal director for Electronics Associates developed the following estimated regression equation relating an employee's score on a job satisfaction test to length of service and wage rate:

$$\hat{Y} = 14.4 - 8.69X_1 + 13.5X_2$$

where X_1 = length of service (years), X_2 = wage rate (dollars) and Y = job satisfaction test score (higher scores indicate greater job satisfaction). Estimate the job satisfaction test score for an employee who has four years of service and makes $6.50 per hour.

(b) Does the correlation coefficient imply "causation" between two variables? Explain briefly.

(c) For a Binomial Distribution, $p = 0.4$ and $n = 10$, Find $P(r \geq 3)$.

(d) What is the objective of a Transportation Problem? List our various methods to find the solution of this problem.

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