

**MANAGEMENT PROGRAMME**

**Term-End Examination**

**June, 2015**

**MS-97 : INTERNATIONAL BUSINESS**

*Time : 3 hours*

*Maximum Marks : 100*

*(Weightage : 70%)*

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*Note : Attempt any five questions; All questions carry equal marks.*

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1. Discuss the various factors that have led to increasing level of international trade and business. What changes have taken place in the pattern of trade and business over the years ? Explain with suitable examples.
  
2. (a) Briefly discuss the broad approaches/ attitudes in the choice of organization structure. Explain any one of the approaches considered to be suitable in the present context ?  
  
(b) There has always been a continuous debate regarding the ownership strategy of foreign business - from 100% ownership subsidiaries to joint ventures to contracting. Discuss the factors that determine choice of certain strategy.

3. (a) Explain the reasons for proper and effective control in international business.  
(b) A developing host country can learn a good deal from MNCs in so far as management practices are concerned. Describe briefly what the host country organizations could learn ?
  4. (a) Discuss the factors that influence the location of production facilities in international business. Support your answer with suitable examples.  
(b) Professor Christopher of Harvard Business School once said, "The foreign subsidiaries are developed to become hot houses of entrepreneurship and innovation." What, according to him, are three vital roles the managers of foreign subsidiary play ?
  5. How would one go about managing the process of negotiations ? What role the bargaining power of the parties to negotiation plays in this respect and what factors, including negotiation skills, influence the bargaining power ?
  6. (a) Discuss the impact on FDI in developing countries with the help of suitable examples.  
(b) Discuss the objectives and role of SAARC, explaining its achievements and failures.
  7. Explain **any four** of the following :
    - (a) Just In Time (JIT)
    - (b) State trading in international business
    - (c) The Leontief Paradox
    - (d) Transfer pricing and MNEs
    - (e) The Matrix-based structure and its suitability for international business
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