

No. of Printed Pages : 2

**MS-97**

**MANAGEMENT PROGRAMME**

**(MP)**

**Term-End Examination**

**December, 2025**

**MS-97 : INTERNATIONAL BUSINESS  
MANAGEMENT**

*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. What factors influence decisions regarding foreign investments ? Discuss.
2. Examine the significance of international business in the global economy and discuss its different dimensions.
3. Critically evaluate the concept of intra-firm trade and its impact on the host country.

4. What strategies the firms adopt to combat global competition ? Discuss giving examples.
5. Explain the steps involved in cross-cultural negotiations. Give suitable examples.
6. Write short notes on the following :
  - (a) Comparative Cost Theory of Ricardo
  - (b) The International Code for Technology Transfer
7. Differentiate between International and Domestic Business with the help of relevant examples.

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