

**MANAGEMENT PROGRAMME
(MP)**

**Term-End Examination
June, 2025**

**MS-97 : INTERNATIONAL BUSINESS
MANAGEMENT**

Time : 3 Hours

Maximum Marks : 100

Weightage : 70%

Note : (i) Attempt any **five** questions.

(ii) All questions carry equal marks.

1. What are the reasons that have contributed to the rise of global commerce and trade ? Discuss the effect of globalization on trade and business.
2. Give a brief overview of the general perspectives and methods used in the selection of organizational structure. Elaborate on any particular technique that is appropriate in your view in the current situation.

3. (a) Describe the rationale for appropriate ad successful control in global trade.
(b) In terms of management techniques, emerging host nations can pick up a lot from MNCs. Briefly explain with the help of an example the organizations in the host country stand to gain. How ?
4. What are the variables that affect the location of production facilities in global commerce ? Provide relevant examples to back up your response.
5. How would one go about overseeing the bargaining process ? What part does the bargaining power of the negotiating parties play in this regard ? Discuss.
6. Discuss the effects of Foreign Direct Investment (FDI) in developing economies using relevant examples.
7. Write short notes on the following :
 - (a) Joint Ventures
 - (b) The Leontief Paradox

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