

BUSINESS ENVIRONMENT & LAW

(For students admitted in 2017, 2018 & 2019 only)

Time: 3 hours

Max. Marks: 60

All questions carry equal marks

SECTION – A

(Answer the following: 05 X 10 = 50 Marks)

- 1 Discuss in detail about the repercussions of the Industrial policy of 1991 on the Indian economy.
OR
- 2 (a) Explain the meaning and the repercussions of globalization in India.
(b) What are the components of the environment that impact businesses?
- 3 (a) Explain the important features of India's EXIM policy.
(b) What is meant by dumping? What are the anti- dumping measures to be undertaken by a country?
OR
- 4 (a) What is the role of the WTO in promoting international trade?
(b) Explain the concept of balance of payments and how it is maintained.
- 5 (a) What are the classifications of business law?
(b) What are the essential elements of a valid contract?
OR
- 6 (a) Explain the concept of offer and acceptance with suitable examples.
(b) What are the different sources of business law?
- 7 (a) What are the different types of companies?
(b) How are companies formulated?
OR
- 8 (a) Write the modes of winding up of a company.
(b) Explain the role of the auditors in a company.
- 9 (a) What is the meaning of a digital signature? What is the procedure of obtaining it?
(b) What are the duties of subscribers?
OR
- 10 (a) Write the scope of the IT Act, 2000.
(b) Which are the institutions that help to enforce the IT Act in India?

SECTION – B

(Compulsory question, 01 X 10 = 10 Marks)

11 Case Study:

Avinash and Bipin have a partnership in manufacturing an electronics product. They intend to start a joint stock company in order to expand their business further. You are a consultant who is supposed to help them to start the company. Explain to them the complete procedure and legalities of starting a company.

MBA & MBA (Finance) I Semester Supplementary Examinations June 2019

BUSINESS ENVIRONMENT & LAW

(For students admitted in 2017 & 2018 only)

Time: 3 hours

Max. Marks: 60

All questions carry equal marks

SECTION – A

(Answer the following: 05 X 10 = 50 Marks)

- 1 What is industrial policy of 1991? Explain the components of industrial policy.
OR
- 2 How do you define globalization? Explain how privatization and globalization made impact on India economy after 90's.
- 3 What is the role of monetary and fiscal in balance of payments adjustment? Explain.
OR
- 4 What is GATS? Explain the dumping and anti dumping measures in WTO.
- 5 What is acceptance as per Indian contract act 1872? Explain.
OR
- 6 How do you explain the concept of capacity to contract and free consent of law? Which contract is forbidden by law? Explain.
- 7 How do you explain the formulation of the company? Explain about company's incorporation and documents.
OR
- 8 What are the different kinds of general meeting of a company under company act 1956? What are the provisions of appointing an auditor under company act 1956? How do you explain winding-up of a company?
- 9 Explain digital signature in cyber law. Discuss the provisions relating to e-governance under the IT act 2000.
OR
- 10 What is the penalty for destroying computer source code under information technology act 2000? Explain section 46 under information technology act 2000.

SECTION – B

(Compulsory question, 01 X 10 = 10 Marks)

11 **Case Study:**

China's entry into the WTO has made it more active in the field of international trade through interactions with other LDCs. Long before joining the WTO, China lowered its tax rates on several occasions and realized the need for convertibility of the Chinese currency (RMB). After becoming a member, it has cut the average tax level of over 5000 imported goods from 15.3 per cent to 12 percent. China is opening its agricultural goods and general goods markets, as well as services markets. It is expected that all these will boost foreign investment in China.

Contd. in page 2

However, it will not be an unmixed blessing for China. The import bill now is likely to be much higher than before. So, if China is not able to constantly increase its exports, its current account balance of payment may pose a problem as in other developing countries. The downside of its entry to the WTO is that there would be an expanded pressure of neo-liberal globalization and Western influence in China, which may affect its traditional taboos and culture. China also actively participates in the activities of the Asian-Pacific economic cooperation organization and plays a very decisive role in all its policy making processes. China's role in bilateral trade relations with many developed countries including the USA, the EU, Russia and Japan are strengthened every year.

India's experience with the WTO is not a happy one. Before the introduction of agricultural liberalization in India, agricultural commodity prices were lower than their international market prices. Hence, exports of farm products from a country like India were rather a lucrative proposition for the peasants and as farmers are price-responsive, they used to increase production for exports. This trend continued in the first phase of globalization in the 1980s. However, the trend reversed since the 1990s, particularly after the so-called special and differential treatment of the less developed agriculture by the WTO. The typical LDCs studied by the FAO showed a rise in the export of agricultural products based on their performance in the phase of globalization of the 1980s, but in the 1990s in spite of the WTO's special and differential policy, the imports of agricultural products as a result of subsidy-induced price fall in the international market increased several times in these developing countries (FAO 2000).

Since the prices of agricultural products have become lower in the international market, Indian farm products' exporters have become much poorer. This has led to widespread protest, frustration and even farmer's suicides. The growing economic problem has now become a human problem. In India, agricultural exports as a percentage of total exports went down from 30.7 (1980-81) to 19.4 (1990-91) to 15.4 (1999-2000) to 13.5 (2000-01). The situation is quite opposite of what was expected. The large amount of imports has created two adverse problems—export-import imbalance and fall in the prices of domestic food products. Although exports went up by 83 percent, the import of agricultural products in India escalated to 168 percent. This export-import imbalance in India has been responsible for a structural adjustment that led to lower the compound rates of growth of food grains production in India. However, there has been some sort of apathy towards the agricultural sector, as it is not remunerative any longer, wealthy peasant (Kulaks) are shifted to other business in the non-agricultural sector, city ward migration has been increasing and employment in agriculture, mining and quarrying and community and personal services has indeed decelerated.

Questions:

- (a) India's experience with the WTO is not a happy one. Explain.
- (b) What do you think is the likely impact of China's entry in WTO? Give reasons for your answer.
- (c) How has Indian agriculture been affected by the WTO's policy? Discuss.

BUSINESS ENVIRONMENT & LAW

(For students admitted in 2017 & 2018 only)

Time: 3 hours

Max. Marks: 60

SECTION – A

(Answer the following: (05 X 10 = 50 Marks)

- 1 What is meant by business environment? Explain the components of business environment.
- OR**
- 2 Explain about liberalization. Explain the impact of liberalization on Indian economy.
- 3 What is monetary policy? Explain. What is the role of EXIM bank?
- OR**
- 4 Define WTO. Discuss the role and functions of TRIPS and TRIMS.
- 5 Define business law. Discuss the need and classification of business law.
- OR**
- 6 Define law of contract. Explain the nature of contract and essential elements of valid contract.
- 7 How do you define "COMPANY"? Explain the different kinds of companies.
- OR**
- 8 What is company act 1956? What is your understanding about company management and about directors? Explain.
- 9 Explain information technology act 2000. Discuss the scope and applications of IT Act 2000.
- OR**
- 10 What is right to information act 2005? Explain why GST act 2017 has been enforced recently in India?

SECTION – B

(Compulsory question, 01 X 10 = 10 Marks)

11 Case Study:

India and China have a long history of trade. Integral part of the ancient silk route, the two countries have shared communalities and close exchanges since distant past. Recent economic development of the two economics has taken simultaneously and the GDP growth rate for both the countries has been close to 10 percent for the past one decade. These apart, India and China are neighboring countries separated only by the Himalayas. Despite these similarities, and both being dubbed by the West as part of the enchanting East, there is lots of cultural difference one has to take care of while engaging in bilateral trade.

Though both the countries are known for their age old rich cultural heritage, both are poles apart when it comes to culture and value sets. For example, a Chinese business person will seldom be late and would consider timeliness as a gesture of respect for the other person. Indians, however, do not usually accord high accord for punctuality. Bargaining for lowest prices while buying is another prominent characteristic features of the average Indian trader. On the other hand, Chinese culture doesn't allow charging any price. Price has to be commensurate with quality as per Chinese culture.

Contd. in page 2

Cultural differences are at times determinants to trade. While language serves as a major barrier to Indo-Chinese trade, India has taken steps towards bridging the language divide. Many Indian universities such as Jawaharlal Nehru University (JNU), Calcutta University (CU) and Delhi University are offering degree and diploma courses in Chinese.

In comparison, Peking University also offers course in Hindi. Shanghai International University is also mulling over providing Hindi courses. While it is known that both countries are trying hard to take bilateral trade forward and reach trade worth \$100 billion annually by 2015, cultural differences may spoil the effort, For that people from the two countries should develop better understanding of each other's cultures in coming days.

Questions:

- (a) List some similarities between Indian and Chinese culture.
- (b) How does culture act as a determinant to developing better trade relations between two nations?
- (c) How can bilateral trade relations be further developed by developing better understanding of culture?

BUSINESS ENVIRONMENT

(For students admitted in 2014 (LC), 2015 & 2016 only)

Time: 3 hours

Max. Marks: 60

SECTION – A

(Answer the following: (05 X 10 = 50 Marks)

- 1 What are the new initiatives in the policy on foreign direct investments?
OR
- 2 Examine the factors influencing business environment.
- 3 Briefly examine the development activities financed by public expenditure.
OR
- 4 Distinguish the scope and objectives of monetary and credit policy.
- 5 Enumerate the features of EXIM policy of India.
OR
- 6 Discuss about bilateral and multilateral trade agreements.
- 7 Describe the role and importance of WTO in promoting world trade.
OR
- 8 Explain the principles and objectives of coverage in general agreement on trade in service.
- 9 What are the special features of the SICA, 1985 remedies to sick industries?
OR
- 10 Examine the cases relating to deficiencies of services and defects in goods India COPRA, 1986.

SECTION – B

(Compulsory question, 01 X 10 = 10 Marks)

11 **Case Study:**

Soft core consultancy services is in the information technology sector. Is it currently facing a shortage of skilled man power and is fuelling a hike in employee salaries, which have been posting a 10-40 percent growth during the last couple of years. While there is an abundance of trainable human resources, a dearth in skilled manpower is being felt across the industry and this has resulted in a hike in salaries.

Typically, salary jumps happen not only in the conventional manner of being promoted but also because of professionals changing jobs more frequently. The increase in salaries varies from job to job and ranks highest in the IT sector where employees get a hike of over 40 percent when they join a new establishment. There is no dearth in entry-level human resources as there is a large supply, but a severe shortage is felt in the middle-level positions.

According to Mr. Raj, CEO of soft core, many new captive and third party off-shore facilities being set up in the country have led to a competition for skilled human resources that are already scarce. This is also leading to an ever-widening demand-supply gap and raise in the average salary level for all positions, apart from pushing up attrition in existing facilities, he said.

There is new trend of employees moving to multinational companies abroad for higher salaries and global experience. The salary package and working environment is far better than India in countries like USA. Then returning to India with global experience makes for a higher pay and position. This is also one reason for the shortage of skilled man power and hike in employee salaries in the IT sector.

Question:

- (a) What problems in soft core facing? Suggest some remedies for its problems.
- (b) Do you support globalization?

Code: 17E00102

MBA I Semester Regular Examinations December/January 2017/2018

BUSINESS ENVIRONMENT & LAW

(For students admitted in 2017 only)

Time: 3 hours

Max. Marks: 60

SECTION – A

(Answer the following: (05 X 10 = 50 Marks)

1 Explain about the characteristics of business.

OR

2 Write about economic transition in India. List out the ways of privatization.

3 Write briefly about “India New Trade Policy 2015-2020”.

OR

4 Define WTO. Write about its role and functions.

5 What are the kinds of contract?

OR

6 List out the rules regarding “Acceptance”. Explain it.

7 Write down the classifications of companies.

OR

8 Examine the modes of Winding Up of a company.

9 Write the salient features of Right to Information act 2015.

OR

10 Discuss the merits and demerits of GST implementation in India from your concern.

SECTION – B

(Compulsory question, 01 X 10 = 10 Marks)

11 **Case Study:**

Read the following two cases and answer accordingly:

(a) Mr. Anuj is the employer and sends Ajay in search of the pet cat which was missing for 3 days. After Ajay left in search of the cat Anuj advertise in a newspaper saying that whoever finds the cat will give a reward of Rs. 10,000.

(i) Can he claim the reward? Justify your answer.

(b) Mr. Arun developed a shopping mall at Mumbai at the request of Mr. Balu who is a municipal corporater. Mr. Chandru makes agreement to pay Rs. 2,50,000. Mr. Arun accept the proposal of Mr. Chandru.

(i) Is this an agreement or a contract? Justify your answer.

Code: 14E00102

MBA I Semester Regular & Supplementary Examinations December/January 2016/2017

BUSINESS ENVIRONMENT

(For students admitted in 2014, 2015 & 2016 only)

Time: 3 hours

Max. Marks: 60

PART - A

(Answer the following: (05 X 10 = 50 Marks)

- 1 Explain about the internal and external factors which are influencing business environment.
OR
- 2 Outline briefly about the provisions of 1991 industrial policy.
- 3 What are the important objectives of India's monetary policy?
OR
- 4 What factors are influencing supply of money in Indian economy?
- 5 Describe the chief provisions of EXIM policy of India.
OR
- 6 Identity the reasons for disequilibrium in balance of payments. How is it rectified?
- 7 Critically examine the role and functions of WTO.
OR
- 8 Explain briefly about dispute settlement mechanism of WTO.
- 9 Define 'consumer'. Examine how consumer is protected under the consumer protection act in India.
OR
- 10 Briefly write about the special features of the SICA, 1985.

PART - B

(Compulsory question, 01 X 10 = 10 Marks)

11 Case study:

Kellogg, KFC, Mc-Donald's, Pizza hut.....had it all.....

"Our only rivals are traditional Indian foods like idlis and vadas."

Denis Avrongsart, Managing director, Kellogg India.

The above statement was very powerful one and it had made the life tougher for Kellogg India, since when Kellogg launched its products in India, it was a failed launch. The quality of products offered to the Indian customers was quite good and high and the Kellogg India was backed by strong technical, managerial and financial resources of its parent, but still the Kellogg's products failed in the Indian market.

Even a very high-profile launch which was very well supported by media activity failed to trigger the success and make an impact on the Indian consumers.

Similarly Mc-Donald's, KFC, Pizza hut, etc also faced similar kind of failures in the initial stages of their foray into Indian markets.

India was a very important market for all of them, but they all could not achieve success in the initial period. Since they never wanted to leave the potential of Indian consumers, they did a lot of analysis and research on the causes of failure in Indian markets, and they started making the necessary changes in their products, prices, places and communication to the Indian consumers.

This triggered a complete new innovation in their menus, appeals and prices to woo Indian customers' tastes and cultures, which in turn gave them the signals of success.

Questions:

- (a) Comment on the starting sentence, giving reasons for your remarks and suggest some strategies for the players in order to succeed in Indian business environment. Suggest some innovative and practical strategies, which will help to carve success in this peculiar and dynamic Indian business environment.
- (b) Take any one of the above products of your choice as a case and explain in detail, how it could move from failure to success, by understanding the Indian business environments and consumers. Also discuss strategies adopted by it for making the best of the Indian business environment.

Code: 14E00102

MBA I Semester Regular & Supplementary Examinations December/January 2015/2016

BUSINESS ENVIRONMENT

(For students admitted in 2014 & 2015 only)

Time: 3 hours

Max. Marks: 60

All questions carry equal marks

SECTION – A

Answer the following: (05 X 10 = 50 Marks)

- 1 What is business environment? Explain the factors influencing the business environment.
OR
- 2 Explain the role of private sector in the light of industrial policy 1991.
- 3 What is public expenditure? Explain the causes for the rise in public expenditure.
OR
- 4 What is public debt? Explain the debt obligations of the central government.
- 5 What is balance of payment? Explain the impact of new economic policy on balance of payments.
OR
- 6 Analyze the impact of liberalization measures adopted by the government since 1991 on imports and exports.
- 7 Write short notes on trade-related intellectual property rights and trade related investment measures.
OR
- 8 Explain the role of WTO in promoting the international trade.
- 9 What is sick industrial company (special provisions) act 1985 and explain its features.
OR
- 10 Explain the role of consumer regression councils in protecting the consumers in India.

SECTION – B

(Compulsory Question)

01 X 10 = 10 Marks

11 Case study:

India's problem is not lack of resources; it is the inability and unwillingness to mobilize resources into the public sector. The Indian economy is not facing a resources crisis; it is confronting a fiscal crisis. The reasons for this are the steady decline over the years in the share of direct taxes in spite of the fact that both incomes and savings of the top 10 percent of the households in the country have been steadily increasing. The government does not appear committed to placing greater reliance on direct taxes to mobilize resources. It is unwilling to tax the rich and therefore has no option except to fall back on indirect taxes and rely more than ever on borrowing from those who expect interest and tax concessions from temporarily parting with their resources to enable the government to continue its 'development program'. Grave inter-sectoral imbalances also exist in India's tax structure because agricultural incomes are virtually tax free. The Raj committee has recommended the introduction of an agricultural tax to remove this inequity, but the state government did nothing to implement the recommendation. The long-term fiscal policy also did nothing to eliminate this inter sectoral inequity.

Public sector enterprises failed to generate the contemplated re-investable surplus and the small surplus that becomes available from these enterprises was not attributable to improved efficiency.

The fiscal deficit reflects the total resource gap, which equals the excess of total government expenditure over total government revenue and grants. The fiscal deficit thus fully indicates the indebtedness of the government.

Suggest some remedies for the new fiscal policy to combat fiscal crisis.

BUSINESS ENVIRONMENT

(For students admitted in 2014 only)

Time: 3 hours

Max. Marks: 60

All questions carry equal marks

SECTION - A

Answer the following: (05 X 10 = 50 Marks)

- 1 Explain factors influencing the business environment.
OR
- 2 Discuss the role of FDI in the growth of economic development of the country.
- 3 Define monetary policy. Critically examine the working of monetary system in our country.
OR
- 4 What is budget? Briefly explain the components of Indian budget.
- 5 Explain role of foreign trade in a country's economic development.
OR
- 6 What is balance of payments? Explain its structure and major components.
- 7 Describe the structure and functions of WTO.
OR
- 8 Give brief description on: (i) TRIPS. (ii) TRIMS.
- 9 Explain the provisions of the consumers protection Act 1986 to protect the Indian consumers.
OR
- 10 Write brief description on BIFR.

SECTION – B

(Compulsory Question)

01 X 10 = 10 Marks

11 **Case study:**

The Kerala state industrial development corporation (KSIDC) has mooted an amalgamation arrangement of a number of troubled seafood processing units to form a single entity in a bid to help them to overcome their present financial crises. There are around 90 sick seafood units in India against many of whom the debt recovery tribunal has initiated proceedings. Collectively these units owe around Rs.260 crore to various banks and financial institutions. More than half of this amount is accumulated as interest on loans, KSIDC which has around 20 units, conducted a study on the sea food industry before coming up with the proposal for amalgamation, an official said.

The seafood exporters association of India (SEAI) and the forum of revival and reconstruction of seafood exports industries in India are now supporting the proposal which suggests that 10 or more units be amalgamated in to one company so that it will have a stronger financial base and better economies of scale.

As a first step towards this plan, six units in Kerala have come together to be amalgamated in to a single firm. However, this unit now requires approvals of their tenders to go ahead with the scheme for amalgamation which is an optional scheme for the forum.

According to SEAI, the seafood unit started incurring losses and eventually turned sick because of reasons that were beyond their control. Incidents such as blacklisting of cooked shrimp by the US and ban on Indian seafood announced by the European Economic Community (EEC) are factors that contributed to the weakening of the industry. On the other hand, processing units had to invest in modernizing their facilities to remain competitive in the global markets, but they are facing financial problems. There is not sufficient raw material available and competition in the sector is unhealthy too.

The SEAI and the forum are now seeking the help of the Indian banks association and the finance ministry to settle their dues to the banks.

According to SEAI, a similar model of amalgamation was tried out successfully in Iceland 20 years ago. About 100 traditional seafood units in the country were amalgamated in to ten units to achieve a turnaround.

Question:

What are reasons of sickness of seafood units? Do you support the strategy of SEAI for revival and reconstruction?

MBA I Semester Regular Examinations February/March 2015

BUSINESS ENVIRONMENT

(For students admitted in 2014 only)

Time: 3 hours

Max. Marks: 60

All questions carry equal marks

SECTION – A

Answer the following: (05 X 10 = 50 Marks)

- 1 Enlist and explain major features of industrial policy 1991.
OR
- 2 What do you understand by LPG and how far it is helpful for the growth of the country?
- 3 Explain various measures used by RBI to control credit in India.
OR
- 4 What is Fiscal policy? What are its objectives?
- 5 What is balance of payments? Describe India's balance of payments position over the years.
OR
- 6 Critically evaluate the EXIM policy of India.
- 7 Give a brief note on trading blocks. Explain the impact of trading blocks on Indian economy.
OR
- 8 Explain the role of WTO in promoting the world trade.
- 9 How Indian consumers are protected through consumer protection act 1986? Discuss.
OR
- 10 Bring out the features of SICA (special provisions) 1985.

SECTION – B

(Compulsory Question)

01 × 10 = 10 Marks

11 **Case study:**

Soft core consultancy services is in the information technology sector. Is it currently facing a shortage of skilled man power and is fuelling a hike in employee salaries, which have been posting a 10-40 percent growth during the last couple of years. While there is an abundance of trainable human resources, a dearth in skilled manpower is being felt across the industry and this has resulted in a hike in salaries.

Typically, salary jumps happen not only in the conventional manner of being promoted but also because of professionals changing jobs more frequently. The increase in salaries varies from job to job and ranks highest in the IT sector where employees get a hike of over 40 percent when they join a new establishment. There is no dearth in entry-level human resources as there is a large supply, but a severe shortage is felt in the middle-level positions.

According to Mr. Raj, CEO of soft core, many new captive and third party off-shore facilities being set up in the country have led to a competition for skilled human resources that are already scarce. This is also leading to an ever-widening demand-supply gap and raise in the average salary level for all positions, apart from pushing up attrition in existing facilities, he said.

There is new trend of employees moving to multinational companies abroad for higher salaries and global experience. The salary package and working environment is far better than India in countries like USA. Then returning to India with global experience makes for a higher pay and position. This is also one reason for the shortage of skilled man power and hike in employee salaries in the IT sector.

Questions:

- (a) What problems in soft core facing? Suggest some remedies for its problems.
- (b) Do you support globalization?
