

**TRIBHUVAN UNIVERSITY**  
**FACULTY OF MANAGEMENT**

Office of the Dean

August 2021

Full Marks: 60  
Pass Marks: 30  
Time: 3 Hrs.

**BBM / Sixth Semester / MGT 316: Introduction to International Business**

*Candidates are required to answer all the questions in their own words as far as practicable.*

**Group "A"**

[6 × 1 = 6]

**Brief Answer Questions:**

1. Differentiate globalization and International Business.
2. Describe the concept of factor Endowment theory.
- ③ Compare anti dumping and countervailing.
4. What is floating exchange rate system?
5. Define the diversity management in International business.
- ⑥ Differentiate the global sourcing and off sourcing.

**Group "B"**

[6 × 3 = 18]

**Descriptive Answer Questions:**

7. Explain concept of the social globalization.
- ⑧ State and explain the significance of this study of international business.
9. Explain the poor inflow of FDI in Nepal.
10. Describe the different mode of payment in International trade.
11. Explain process of estimation of market potential.
12. Define the supply chain management in IB.

**Group "C"**

[4 × 6 = 24]

**Analytical Answer Questions:**

13. Analyze the opportunities and challenges of globalization.
14. "Cultural issues are studies for the international communication, human resources and product decisions" in this regards, explain the reasons for studying cultural issues.
15. "WTO is forum of economically powerful countries, developing countries are suffering from the WTO agreement" in this regard, explain the role and provision of WTO for the least developed countries like Nepal.
16. What are the different modes of entering into International market? Explain major entering modes of International market.

**Group "D"**

[4 × 3 = 12]

**Comprehensive Answer Questions:**

17. Read the following cases carefully and answer the questions that follow:

A US company manufacturing terry towels and terry fabrics had just started its operations in Pakistan. It clearly knew that effective management would make ha-real difference in its

operation in Pakistan. For leading its much awaited operation (Subsidiary) in Pakistan, the company deputed Philip Kent an experienced mechanical engineer who also held a meritorious MBA Degree.

For the aspiring manager Kent, It was the first day in the office that overlooked the factory through long glasses. Before entering his office room he and his production technicians made sure that production work in the plants started smoothly.

And all production works started as it should. The clinging and whizzing sounds of machines were only keeping Kent happy and contented. Satisfied with the way the plant started working, he entered into his office to prepare his annual plans.

Suddenly, all of the machineries stopped. He was at his wits and for a few minutes.

Then, he rushed out, expecting to find a power failure which he had heard was normal in South Asia. Pakistan could be no exception to it. Instead of power failure, he found the factory workers on their prayers rugs. They were at their Namaj praying en masse.

The manager returned to his office and lowered his production estimates for the month. He come to know that its month of Ramajaan.

**Questions:**

- a. What are the basic cultural differences that American Manager Kent may have found in Pakistan compared to his home country?
- b. How should the US Company have better prepared itself for Pakistani operations before beginning the entire business? Would the Polycentrism be the best orientation to tackle the situation there? or which other orientation would you prefer?
- c. Why did Kent lower the production estimates? Does it solve the business problem of his company? Why?
- d. If Kent's US company nominated you start its towel manufacturing plant in Nepal, what cultural strategies should you have adopted?



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**BBM / Sixth Semester / BNK 214: Commercial Banking Operations**

*Candidates are required to answer all the questions in their own words as far as practicable.*

**Group "A"**

**Brief Answer Questions:**

1. What is operational risk?
2. What do you mean by client account maintenance?
3. Write about nature of revolving loan.
4. What does a front office in a bank do?
5. Write about internet banking.
6. What are Nostro and Vostro accounts?

$[6 \times 1 = 6]$  with 110  
- maintaining risk associated with ALC  
- Reviewing the deposit structure by 20% local  
market  
- Developing the management price policy  
- Determining the interest rate

**Group "B"**

**Descriptive Answer Questions:**

$[6 \times 3 = 18]$

7. Show the difference between demand deposit and fixed deposit.
8. What are the major responsibilities of a bank cashier?
9. What do you mean by utility payment services? What are such services offered by Nepalese banks?
10. Describe the role of Foreign Exchange Dealers Association Nepal (FEDAN).
11. What services a customer can use from mobile banking offered by Nepalese banks?
12. What are non-performing loan? Discuss about loan classification and provisioning requirement according to NRB directives for 'A' class commercial bank of Nepal.

**Group "C"**

**Analytical Answer Questions:**

$[4 \times 6 = 24]$

13. Shed light on importance of banking system for economic development of a country.
14. What are the merits and demerits of using credit card by a customer of a bank?
15. What are the major functions of Assets and Liability Management Committee (ALCO) in a bank?
16. How do you evaluate a creditworthiness of a customer who is asking for a loan?

**Group "D"**

$[4 \times 3 = 12]$

**Comprehensive Answer Questions:**

17. Read the following cases carefully and answer the questions that follow:

Pashupati Electronic Company is Kathmandu based electronic company which assembles the electronic products like TV, Computers, Smart phones etc. Company is an



international company and it imports parts and materials from different countries like America, Japan, and Singapore. Its sales include both domestic and international. Majority of its revenue come from international sales. It exports its goods to India, Pakistan and Malaysia. Majority of its products are prepared in Nepal. Revenue from Indian sales is generated in Indian rupees and sales in Malaysia and Pakistan are in US dollar.

Pasupati does its banking with Nabil bank. Nabil bank provides all banking facilities required like account maintenance, salary payment to its employees, collection of cheques from its domestic sales etc. Moreover, bank provides overdraft facility to the Company. There is legal requirement that export and import of goods should be made through letter of credit. When needed, Nabil also offers letter of credit facilities for export and import of goods from different countries. Nabil has its own remittance network through which fund can be sent all over the world from Nepal and received from any country in the world. Sales of Pasupati in foreign countries are made through the showroom opened in respective countries. Sales proceeds from foreign countries are remitted to its account in to Nabil using Nabil Remit service. On the basis of the information presented, you are required to answer the following questions:

- a. Are there any foreign currency risk and country risk to Pasupati? If yes, suggest the way of managing them.
- b. Show the process of L/C while Pasupati wants to export its products to Pakistan or Malasiya. Be sure to indicate the role of each party involved and documents required.
- c. What are the risks involved to Nabil bank while exporting and importing goods for Pasupati through L/C?
- d. Explain how sales revenues are remitted to Nepal form Malasiya and Pakistan? Show the process of it. Is there any account transfer facility from foreign bank to Nepalese bank?



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Full Marks: 40  
Pass Marks: 20  
Time: 2 hrs.

**BBM / Sixth Semester / COM 312: Database Management**

*Candidates are required to answer all the questions in their own words as far as practicable.*

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**Group "A"**

[5 × 1 = 5]

**1. Brief Answer Questions:**

- i. What is the advantage of object oriented data model?
- ii. Do data governance initiatives improve data quality?
- iii. What is the importance of Assertions?
- iv. Write down the syntax for Rename operation.
- v. Define Data enrichment with example.

**Group "B"**

[5 × 3 = 15]

**Short Answer Questions:**

2. Explain with your own example how the weak entity set is identified.
3. Explain the characteristics of transactions with suitable example.
4. Normalize the following Student-LOAN table to 2 NF.

S_ID	S_Name	C_ID	C_Name
1	Subham	C01	English
1	Subham	C02	Economics
2	Supriya	C03	Mathematics
3	Sawan	C01	English

5. Who is database administrator? Explain the function of database administrator.
6. Define data integrity. Explain Referential integrity constraints.

**Group "C"**

[2 × 10 = 20]

**Analytical Questions:**

7. How the Data cleansing operations always ensure high quality data? Consider a relation R with the schema R = (A, B, C, D, E, F, G, H) and a set of functional dependencies F as  $F = (AB \rightarrow C, A \rightarrow DE, B \rightarrow F, F \rightarrow GH)$ . Find the super key for this relation.
8. Consider the relational database:  
Account(acc\_number, branch\_name, balance)  
Depositor(cust\_name, acc\_number)  
Branch(branch\_name, city)

- i. Write the relational algebra for the following:
- Find the name of all depositors who have opened at 'XYZ' branch.
  - Delete all accounts at branches located in Kathmandu.
  - Insert information in the database specifying that Jhon has Rs 13,000 in account 006000134T at the Lalitpur branch.
  - Increase the interest by 2% to the account with balance over Rs 10,000.
  - Change the name of customer to Sushila whose account number is 005000142T
- ii. Write the SQL statement for the following:
- Find the record of the customer with balance in between Rs 10,000 and Rs 100,000.
  - Find the name of depositor consisting of at most 6 characters.
  - Find all the account maintained at branch Bhaktapur.
  - Increase the interest by 10% to the account with balance over Rs 1,000,000.
  - Find the name of depositor whose Name starts with 'Z'.





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**BBM / Sixth Semester / MGT 315: Business Environment in Nepal**

*Candidates are required to answer all the questions in their own words as far as practicable.*

**Group "A"**

[6 × 1 = 6]

**Brief Answer Questions:**

1. List out the internal environmental factors of business and define any one of them.
2. Define liberalization.
3. What is intellectual property?
4. Write about reference group.
5. List out the uses of technology in business.
6. What is the full form of SAPTA and SAFTA?

*access to goods  
transformation in order to  
make them into aspect  
of economy*

**Group "B"**

[6 × 3 = 18]

**Descriptive Answer Questions:**

7. What is environmental analysis? Explain the techniques of environmental analysis.
8. Describe the major provision of the Labor Act, 2017 of Nepal.
9. Explain the main features of Trade Policy, 2015 of Nepal.
10. Describe the role of the government towards the Nepalese business sector.
11. Explain the current status of technology in Nepalese business.
12. What is WTO? Explain the positive effects of WTO on Nepalese business.

**Group "C"**

**Analytical Answer Questions:**

[4 × 6 = 24]

13. What is legal environment? What are its major components? Discuss.
14. Discuss the components of socio-cultural environment in Nepalese business.
15. Discuss the major problems and challenges facing Nepalese economy.
16. What are the objectives and principles of BIMSTEC? Discuss.

**Group "D"**

**Comprehensive Answer Questions:**

[4 × 3 = 12]

17. Read the following cases carefully and answer the questions that follow:

With the arrival of Valentine's Day and the celebrations that urban youths start a week prior to this day, the sale of rose has increased drastically in the Kathmandu Valley. February is considered as a season for love across the globe as Valentine's Day falls on

the fourteenth day of this month. The hype for this day is no less in Nepal- especially in city centers such as the Kathmandu Valley.

According to a rose trader "there has been a surge in flower sales with the arrival of February. Red Roses are in popular demand and people of all ages come to purchase rose for their significant others. In other months, usually only 1,000 to 1,200 roses were sold. However, 12,000 pieces of roses are imported in February alone. Majority of the roses in the country come from India. It takes around three to four days for roses to arrive in Nepal from India. The demand for artificial roses is also very high in the valentine's season.

Another female seller states "there has been a drastic rise in demand of red roses this February, and in fact the demand has increased than the last year. There has been a massive hike in sales of rose on February 7th, which is celebrated as the Rose Day, and the first day of valentine's week". She further states that people of all ages have sought to purchase rose as gift, including children as young as nine years old and the trend and culture of Valentine's Day has spread over to Nepal due to globalization, and it has most prominently influenced youth aged between 15 and 30.

Other commodities on popular demand during the valentine's season include soft toys, perfumes, and chocolates. Restaurants' sales are also certain to rise during this season, according to entrepreneurs.

The Valentine's Day is simply an example. There are many other celebrations in which are adopted from western culture. They are changing the education system, food habits, dress sense, buying behavior, life styles, and others. All these are the parts of cultural globalization which has been facilitated by the information technology, and the internet. The global flow of ideas, knowledge and values is balancing cultural differences between nations, regions and individuals.

#### **Questions:**

- a. What are major issues in the case?
- b. "Cultural globalization creates both opportunities and threats to business." Elaborate this statement considering the increasing westernization in Nepal.
- c. What do you think the major reasons behind the gradual westernization of Nepalese culture?
- d. How western cultures are affecting Nepalese businesses? Explain.

