

**University of Pune**  
**Department of Management Sciences**  
**MBA-BT Semester IV**  
**Semester End Exams April 2013**  
**405- Business Development**

**Maximum Marks: 60**

**Time: 3Hrs**

**Note: Attempt any 4 questions.**

**All questions carry equal marks**

**Q1.** What are the steps companies can take to minimize the ever escalating costs of compliance to legal regulations and court cases?

**Q2.** Explain the importance of, and plans to promote, creativity and innovativeness in employees for faster business development.

**Q3.** What is the future of globalization? How do companies that are planning global business development select and enter foreign markets?

**Q4.** What precautions should be taken to ensure that the training and development programs are linked to the Business development plans?

**Q5.** Write short notes (ANY TWO)

- a. Project management
- b. Political Risk Assessment
- c. Progress and prospects of Indian Biotechnology Industry
- d. Bio-resources of India