

Registration No :

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Total Number of Pages: 02

Course: MBA
Sub Code: 18MBA206

2nd Semester Regular / Back Examination: 2022-23

SUBJECT :INTERNATIONAL BUSINESS

MBA,MBA (A & M),FM&HRM,LSCM,MBA (M & F),RM,BM,FM,GM,HRM,IB,MM, BA

Time: 3 Hour

Max Marks : 100

Q.Code: M484

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right hand margin indicate marks.

Part-I

Q1 Answer the following questions:

(2 x 10)

- Differentiate between domestic and international business.
- Discuss any three advantages of International business.
- Why international franchising is gaining momentum?
- Why companies are becoming multinational?
- Distinguish between licensing and franchising.
- What do you mean by make or buy decision?
- Define globalization, state its benefits.
- Define convertibility of currencies.
- Highlight the need for global competitiveness.
- What do you mean by Invisible trade?

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve) (6 x 8)

- International business is more than International trade, Comment.
- What are the social and economic consequences of globalization?
- Explain the importance and advantages of foreign trade.
- Point out the features of international business negotiation.
- What determines the success and failure of a firm's foreign entry?
- Discuss the approaches and stages of International business.
- What are the factors causing conflict in International business?
- Discuss the factors influencing international logistics management.
- Discuss the impact of WTO in Indian socio-economic development.
- Elucidate the problems of International business.
- Write the impact of FDI on domestic business in India.
- Discuss the various factors that influence foreign investment decisions.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

- Q3 Is regulation of the MNCs essential? What are the modalities to regulate them? (16)
- Q4 Describe the different types of tariff and non-tariff barriers in international business. (16)
- Q5 Enumerate the ethical issues in international business, highlighting the process of ethical decision making. (16)
- Q6 Explain the role of bargaining power" in managing negotiations in international business. (16)

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MBA
18MBA209

2nd Semester Regular/ Back Examination: 2022-23

ENTREPRENEURSHIP DEVELOPMENT

MBA, MBA(A& M), FM&HRM, LSCM, MBA (M & F), RM, BM, FM, GM, HRM, IB, MM, BA

Time : 3 Hour

Max Marks : 100

Q. Code : M235

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right hand margin indicate marks.

Part-I

Q1 Answer the following questions:

(2 x 10)

- What is the full form of FSSAI?
- What is net working capital?
- What do you mean by lock-out in an enterprise?
- What is a secured loan?
- What do you mean by subsidies?
- Explain the 4 P's of marketing.
- What do you mean by Startup eco system?
- What is content marketing?
- What do you mean by zero defects and zero effect?
- What is bridge finance?

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve) (6 x 8)

- What do you mean by business incubation?
- What are the various legal requirements for starting a business in India?
- What do you mean by a break-even point?
- What is product positioning?
- What are the differences between wage employed and self employed people?
- Mention five schemes of government available for the girl children's in India.
- What do you mean by entrepreneurial traits and skills? Elaborate.
- Mention six differences between an entrepreneur and a manager.
- Explain the various central and state government incentives for MSMEs.
- What are the various strategies available for revival of the sick industries?
- What are the various sources of finance for a start-up business?
- What is Swachh Bharat Mission?

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

- Q3** What is the meaning of an entrepreneur? Explain the various categories of entrepreneurs found in India. (16)
- Q4** What do you mean by business plan? Explain the important components of a business plan. (16)
- Q5** Discuss the various policy measures of the Government of India to promote women entrepreneurship in India. (16)
- Q6** What is incubation in business process? Explain the various roles of incubation centres in entrepreneurship development. (16)

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MBA
18MBA201

2nd Semester Regular / Back Examination: 2022-23
SUBJECT : CORPORATE FINANCE

MBA, MBA (A & M), FM&HRM, LSCM, MBA (M & F), RM, BM, FM, GM, HRM, IB, MM, BA

Time : 3 Hour

Max Marks : 100

Q.Code : M378

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right hand margin indicate marks.

Part-I

Q1 Answer the following questions :

(2 x 10)

- What risks a company might face by not employing debt component in the capital?
- What is time preference of money?
- What is risk-return trade off?
- What are payback and discounted payback period?
- Why is operating leverage important?
- What are the important variables in designing a credit policy?
- What do you mean by capital gearing?
- What does the dividend irrelevance theory want to prove?
- What is stock dividend? What conditions should a company fulfill to declare this?
- Why are market value weights not preferred in WACC computation?

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve) (6 x 8)

- What are the different methods to compute cost of capital?
- What are the different sources of long term finance commonly used by firms in India?
- Evaluate wealth maximization and profit maximization as primary objectives of a firm.
- ABC Ltd issues Rs. 100000, 9% debentures at a premium of 10%. The cost of floatation is Rs. 2500. The tax rate applicable is 50%. Compute the cost of debt-capital.
- What are the different alternative methods of evaluating investment proposals? Write in brief.
- What factors influence the determination of the capital structure of a company?
- Yes Company is considering an investment in a project requiring a capital outlay of Rs. 200000. Forecast of annual income of from the project after depreciation but before tax are as follows:

Year	1	2	3	4	5
Income	1,00,000	1,00,000	80,000	80,000	50,000

The company charges a depreciation rate of 20% flat and tax rate for the company is 40%. You are required to ascertain:

- Payback period
- NPV using 15% cost of capital
- The PVF at 15% are: 0.870, 0.756, 0.658, 0.572, and 0.497

- h) The following information is available in respect of a firm:
 Earning per share ; Rs. 20
 Rate of capitalization : 10%
 Calculate the market value of the company's quoted shares under Walter's Model if the dividend payout ratio is 0%, 50% and 100%, if it can earn a return of
- 15%
 - 10%, and
 - 5%
- i) Explain the importance of having adequate working capital.
- j) Discuss any two models for efficient cash management.
- k) From the following information, compute the working capital requirement for a company
- Annual sales 2,00,000 units
 - Selling price Rs. 8 per unit
 - Percentage net profit on sales 25%
 - Average credit period allowed to customer : 8 weeks
 - Average credit period allowed by suppliers :4 weeks
 - Average stock holding in terms of sales requirement: 12 weeks
 - Allow 10% for contingencies.
- l) What is the significance of capital budgeting? State its limitations.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

- Q3 Explain acceptability criteria under various techniques of capital investment proposals. (16)
- Q4 A company which has operating profit of Rs. 4,80,000 has a capital structure consisting of the following securities: (16)
 10% Debentures Rs. 15,00,000
 12% Preference shares Rs. 3,00,000
 Equity Shares of Rs. 100 each Rs. 12,00,000
 The company is in the 55% tax bracket
- Determine the EPS
 - Determine the percentage change in EPS, associated with 30% increase and 30% decrease in EBIT
 - Determine the degree of financial leverage
- Q5 Explain in detail the financing decisions generally taken by Finance Manager of a manufacturing company. (16)
- Q6 Discuss different methods of inventory control. Why shall a company be very much concerned for inventory control? (16)

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MBA
18MBA202

2nd Semester Regular / Back Examination: 2022-23

SUBJECT : Indian Financial Systems and Services

MBA, MBA (A & M), FM&HRM, LSCM, MBA (M & F), RM, BM, FM, GM, HRM, IB, MM, BA

Time : 3 Hour

Max Marks : 100

Q.Code : M290

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right hand margin indicate marks.

Part-I

Q1 Answer the following questions :

(2 x 10)

- Why the payment mechanism of Banks is important for the economy?
- Can a Fixed deposit be claimed before maturity?
- How does compliance with KYC provisions in letter and spirit help Banks?
- A Businessman has applied in the court for adjudication as an insolvent. Can he become an insurance agent? Justify.
- What do you mean by the "vetting of the offer document"?
- What is meant by "order driven system" of Trading?
- Who are the players in the unorganized sector of the Financial system?
- What is a "Certificate of deposit"?
- What are the special features of an "Open-ended Fund"?
- What does the term "Venture capital" refer to?

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve)

(6 x 8)

- Explain the principles that the Banker must adhere to for maintaining the trust and faith of its customers.
- A Cheque payable to "M or Order" drawn by X on your branch is stolen and the thief forges "M's signature and presents to you for payment. However you make the payment in due course. M is having a S.B. a/c with you not operated for the last 5 years. M wants to recover the cheque amount from you. What recourse do you have, as a banker, in this case?
- Briefly explain the "principle of utmost good faith" with reference to life and non-life insurance.
- What role do Financial institutions play as a financial intermediary in financial market? Discuss.
- What functions does Money market perform? Discuss briefly the various types of instruments that are dealt in Money market.
- Critically examine the role of stock exchanges in the financial system of a country.

- g) Discuss the different kinds of leasing. Explain the factors to be kept in mind doing financial evaluation of leasing with example.
- h) Explain the "New issue Market". How does it differ from the Secondary Market?
- i) Critically examine the reasons to invest in Mutual Funds.
- j) Discuss the roles and functions of Financial Markets.
- k) Explain the difference between open-ended mutual funds and close-ended mutual funds.
- l) Discuss the strengths and weakness of Indian Financial systems.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

- Q3 Discuss how allied services offered by Banks add value to the banks as well as to the customers. (16)
- Q4 "Financial markets and Financial institutions play an important role in Financial system". Do you agree? Justify your answer. (16)
- Q5 Explain in detail the procedures followed at the stock exchanges for making purchases and sales of securities. (16)
- Q6 What strategic role Venture capital plays in ensuring the development of the country? Discuss the criteria for analyzing Venture capital proposals. (16)

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MBA
18MBA207

2nd Semester Regular / Back Examination: 2022-23

SUBJECT: Fundamentals of ERP

BRANCH : MBA

Time : 3 Hour

Max Marks : 100

Q.Code : M 180

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right hand margin indicate marks.

Part-I

Q1

Answer the following questions:

(2 x 10)

- Write down the basic differences between Bus, Mesh, Star network topologies.
- What is Virtual Private Network(VPN) ?
- Differentiate between Phishing and Vishing attacks.
- What is Data Mart ?
- Describe Expert System.
- Compare among Communication Driven Decision Support System (DSS) and Data Driven Decision Support System (DSS).
- Explain Computer-Aided Engineering(CAE).
- Differentiate between the functioning of stand alone system and ERP System.
- What is Data Migration in ERP ?
- What are MRP, MRP II & ERP ?

Part-II

Q2

Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve) (6 x 8)

- Compare among the technical features of LAN, MAN and WAN computer networks.
- Explain various internet security services.
- Describe the three tier DBMS Architecture.
- What are the modern trends in E-Government?
- What is Information System ? Explain about the components of Information System.
- Describe the scope & functions of Management Information System(MIS).
- What is FMIS ? How does it work and become instrumental in automating manual finance management activities in business?
- Explain about the functional mechanism of Decision Support System .
- Describe the role of manager during implementation of ERP.
- What are the cost components involved during implementations of ERP Systems?
- Explain about the application of ERP in Financial Management(FM).
- Describe the imerging trends of ERP application.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

- Q3** Explain the features of OSI Model. Differentiate between OSI Model and TCP/IP Model. (16)
- Q4** What is Data Warehouse ? What are the components of Data Warehouse ? Explain the steps to implement, need & usage of Data Warehouse. (16)
- Q5** What is Decision Support System(DSS) ? Explain about the components DSS and features of various types of DSS. (16)
- Q6** Write short notes on any two (8X2)
- a) Business Process Reengineering(BPR)
 - b) Enterprise Data Replication
 - c) Supply Chain Management(SCM)
 - d) Customer Relationship Management (CRM)

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Course: MBA
Sub_Code: 18MBA205

2nd Semester Regular / Back Examination: 2022-23

SUBJECT: Operations Management

BRANCH(S): MBA, MBA (A & M), FM&HRM, LSCM, MBA (M&F), RM, BM, FM, GM,
HRM, IB, MM, BA

Time : 3 Hour

Max Marks : 100

Q.Code : M591

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right hand margin indicate marks.

Part-I

Q1 Answer the following questions:

(2 x 10)

- Distinguish the operations in manufacturing and services industry.
- What is the aim of process analysis?
- What do you mean by job shop scheduling problem?
- What is the factor rating method for facility location problem?
- Define the term job enrichment.
- What is ABC analysis in inventory management?
- Define "Slack Time" with reference to project management.
- What is buffer stock?
- What are the control charts for variable?
- What do you mean by acceptance sampling?

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve) (6 x 8)

- Discuss the primary goal of operations management within an organization?
- Explain in brief the roles and responsibilities of an operations manager.
- In a welding shop, a direct time study was done on an operation. An experienced industrial engineer conducted the study and recorded the cycle time as shown below table. He rated the workers 100% and used 10% allowance. Determine the standard time for the work.

Cycle Time (Mnts)	No. of times Observed
20	2
24	1
29	1
32	1

- What do you mean by facility layout? Explain the process layout.
- Discuss the objectives of assembly line balancing.
- Distinguish between P system and Q system of inventory management.
- Explain the basic concept of materials requirement planning.

- h) XYZ company buys in lots of 500 boxes, which is 3-month supply. The cost per box is Rs.125/- and the ordering cost is Rs.150/-. The inventory carrying cost is 20% of unit value.
- What is the total annual cost of the existing inventory policy?
 - How much money could be saved by employing economic order quantity?
- i) Explain the need for aggregate planning
- j) Six jobs A,B,C,D,E and F arrived at one time to be processed on a single machine, no jobs arrives afterward,

Job	A	B	C	D	E	F
Processing Time(mnts)	7	6	8	4	3	5

Determine the following shortest processing time (SPT) rule

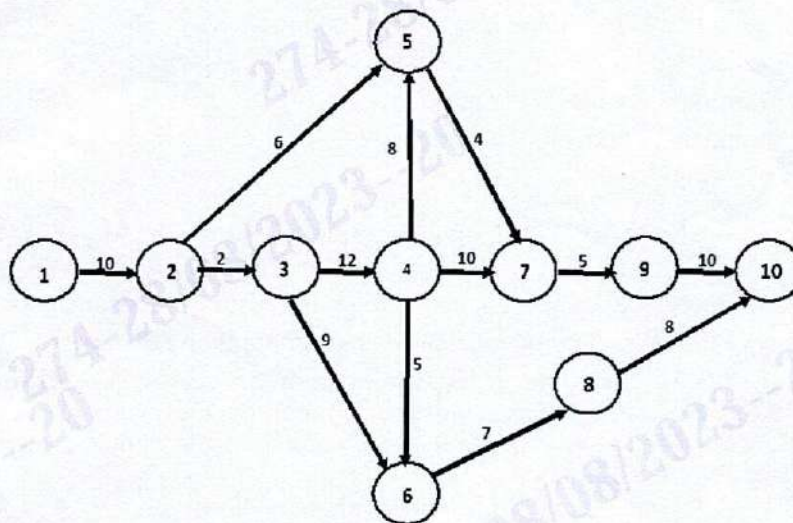
- Optimal Sequence
 - Completion time of jobs
 - Mean flow time
- k) Discuss in brief the level aggregate planning/strategy.
- l) What do understand by supply chain, discuss how does effective supply chain management contribute to business success?

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

Q3

Distinguish between PERT and CPM and state where they are used. Obtain the critical path and project duration for the following network diagram explaining steps. (16)



- Q4 What do you mean by capacity planning? Explain in details the capacity requirement planning (CRP). (16)
- Q5 What do you understand by facility location problem? Discuss in details the factors influencing the facility location. (16)
- Q6 Write the note on the following (8x2)
- ISO 9000
 - Total Quality Management

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MBA
18MBA208

2nd Semester Regular/ Back Examination: 2022-23

Corporate Strategy

MBA, MBA (A & M), FM&HRM, LSCM, MBA (M & F), RM, BM, FM, GM, HRM, IB, MM, BA

Time : 3 Hour

Max Marks : 100

Q.Code : M547

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right hand margin indicate marks.

Part-I

Q1 Answer the following questions:

(2 x 10)

- a) What is Tactic?
- b) What is understood by Acquisition?
- c) BCG stands for what?
- d) What is the purpose of Malcolm Baldrige model?
- e) What is Stability Strategy?
- f) Define Stakeholders.
- g) SWOT vs. SWOC
- h) What is an SBU?
- i) What are Mike Porter's 5 Forces?
- j) What is understood by Vertical Integration?

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve) (6 x 8)

- a) Explain SWOT Analysis with a company in mind.
- b) Explain sustainable competitive advantage with example.
- c) Explain Balance Score Card with example of its benefits.
- d) Why and how ETOP and SAP are used in Business Case Analysis? Elaborate.
- e) Explain with example the Generic Building Blocks of Competitive Advantage.
- f) Delineate Strategic Alliance situations with justification.
- g) Do Business Policies affect Strategic Management? Give an analytical answer.
- h) What do you think about Organization Structure with regard to Strategic Decision Making and Implementation? Critically analyze.
- i) Can Core Competencies of an organization make it profitable despite many odds in the way? Justify your answer with sufficient reasons.

- j) How important are External and Internal Environments of an organization in formulation of Organizational Strategies? Exemplify to corroborate your answer.
- k) Explain the Generic Strategic Alternatives with supporting examples.
- l) How is Corporate Strategy different from Business Strategy? Critically analyze.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

- | | | |
|-----------|--|-------------|
| Q3 | Elaborate on the GE 9 Cell Model with your analytic interpretation. | (16) |
| Q4 | What should be your take on Corporate Strategy vis-à-vis Globalization? Give a detailed answer with critical analysis. | (16) |
| Q5 | Explain the terms Vision, Mission, Purpose, Objectives and Goals in their exact perspectives with examples. | (16) |
| Q6 | What are the Four Main Pillars of Corporate Strategy? Answer analytically and exemplify. | (16) |

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Course: MBA
Sub Code: 18MBA203

2nd Semester Regular / Back Examination: 2022-23

SUBJECT: Human Resource Management

BRANCH(S): MBA, MBA (A&M), FM&HRM, LSCM, BA, MBA (M&F), RM, BM, FM, GM, HRM, IB, MM

Time: 3 Hours

Max Marks: 100

Q. Code: M433

Answer Question No.1 (Part-I) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right hand margin indicate marks.

Part-I

Q1 Answer the following questions :

(2 x 10)

- What is the significance of interview?
- What do you mean by potential appraisal?
- How pay structure is determined?
- State two disadvantages of higher executive compensation.
- What is employee engagement?
- How on the job training works?
- How competency mapping helpful for both employer and employee?
- How government influence wage fixation?
- Write a short note on strategic HRM.
- How socialization works?

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve)

(6 x 8)

- Explain the process of developing compensation system.
- "Selection is an elimination process". Comment.
- What is organizational citizenship behaviour? How it is essential?
- Manpower planning is the foremost process of all HR functions. Discuss.
- Elucidate the role of training in sustainable organization.
- Explain the process of evaluation of training effectiveness with example.
- Distinguish performance and potential appraisal.
- Explain the process and significance of job evaluation.
- What is the utility of HR information system?
- "Managing talent is becoming more challenging". Comment.
- Explain the process of training need analysis.
- Discuss the emergence and process of career planning.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

- Q3** Elucidate the significance and functions of HRM. How it is evolved with the changing business dynamics? (16)
- Q4** Discuss the components of compensation. Explain the determining factors of wage policy in India. (16)
- Q5** Discuss the types and process of training in an organization. How technology disruption has helped training intervention? (16)
- Q6** Elucidate the theories of wage with their contemporary significance. (16)

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Course: MBA
Sub Code : 18MBA204

2nd Semester Regular/ Back Examination: 2022-23
SUBJECT: Business Research
BRANCH(S): MBA, MBA(A&M) , FM& HRM, LSCM, MBA(M&F),
RM,BM,FM,GM,HRM,IB,MM,BA.

Time : 3 Hour
Max Marks : 100
Q.Code : M625

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right hand margin indicate marks.

Part-I

Q1 Answer the following questions:

(2 x 10)

- a) What do you mean by Research?
- b) Write any two objectives of Research.
- c) What is a hypothesis?
- d) Why is research design needed?
- e) Why is Chi-square test used in the context of sampling analysis?
- f) Distinguish between Null hypothesis and alternative hypothesis.
- g) Write names of important methods of factor analysis.
- h) Why is report writing important?
- i) What is a popular report?
- j) Name the components which will describe the layout of the Research report.

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve) (6 x 8)

- a) Explain the significance of Research in modern times.
- b) Distinguish between Research methods and Research methodology.
- c) What is a good research design? Is single research design suitable in all research studies? If not, why?
- d) What do you mean by the power of hypothesis test? How can it be measured?
- e) Define sample Design, what points should be taken into consideration by a researchers in developing a sample design for his research Project.
- f) Distinguish between Type-I error and Type-II error highlighting on acceptance region and rejection region.
- g) Explain the basic principles of ANOVA.
- h) Give a brief note on "factor analysis" highlighting on its merits and demerits.
- i) Describe the Precautions that the researcher should take while interpreting his findings.
- j) How many types of report are there? Explain each of them briefly.
- k) Write a short note 'Documentation' in the context of a research report..
- l) Explain the importance of oral presentation of research findings.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

- Q3** Describe the different steps involved in a research process. (16)
- Q4** "Research is much concerned with proper fact finding, analysis and evaluation". Do you agree with this statement? Give reasons in support of your answer. (16)
- Q5** The procedure of testing hypothesis requires a researcher to adopt several steps. Describe in brief all such steps. (16)
- Q6** "Report writing is more an art that hinges upon practice and experience". Discuss. (16)