

**N-0085**

**Sub. Code**

**205411/205511/**

**205611/205711/**

**205811**

**(Common for M.B.A. (G)/FM/LM/T/HRM) DEGREE  
EXAMINATION, MAY 2022 & DEC. 2022**

**ONLINE PROGRAMME EXAMINATIONS**

**First Semester**

**MANAGEMENT – PRINCIPLES AND PRACTICES**

**(CBCS – 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**Part A**

**(33 × 1 = 33)**

Answer **all** questions.

1. The heart of administration is the \_\_\_\_\_ function.  
(a) Directing                      (b) Organizing  
(c) Controlling                    (d) Co-operating
  
2. \_\_\_\_\_ involves a series of steps to be taken to accomplish desired goals.  
(a) Values                          (b) Techniques  
(c) Programmes                    (d) Actions
  
3. The Practice of Management written by \_\_\_\_\_  
(a) Peter F. Drucker                (b) Terry  
(c) Louis Allan                      (d) Henry Fayol

4. Pioneer of Human Relations is \_\_\_\_\_  
(a) Mary Parkett (b) Lillian Gilbert  
(c) Henry Fayol (d) Elton Mayo
5. The first and foremost function of management is \_\_\_\_\_  
(a) planning (b) organizing  
(c) controlling (d) co-ordination
6. Contingent plan to meet environmental pressures is \_\_\_\_\_  
(a) objective (b) strategies  
(c) policies (d) rules
7. The decision which relates to day-to-day operation of an organization is known as \_\_\_\_\_  
(a) Major decision (b) Organizational decision  
(c) Personal decision (d) Operative decision
8. A decision taken to meet unexpected situations is known as \_\_\_\_\_  
(a) economic decision  
(b) crisis decision  
(c) non-economic decision  
(d) problem decision
9. Devices which show the organizational relationships \_\_\_\_\_  
(a) organizational charts  
(b) scalar chain  
(c) overall plan  
(d) Budgets

10. A system of co-operative activities of two or more persons is called \_\_\_\_\_
- (a) department            (b) co-ordination  
(c) organization        (d) control
11. Departmentation is a part of the \_\_\_\_\_
- (a) Organization process  
(b) Control process  
(c) Planning process  
(d) Staffing process
12. The process whereby a manager shares his work and authority with his subordinates is \_\_\_\_\_
- (a) Decentralisation  
(b) Responsibility  
(c) Delegation  
(d) Decision making
13. The process of acquiring, deploying, and retaining a workforce of sufficient quantity and quality to create positive impacts on the organization's effectiveness is called
- (a) staffing                (b) recruitment  
(c) selection              (d) placement
14. \_\_\_\_\_ is the "On the Job Training" method used to train electricians.
- (a) Web publishing    (b) Job rotation  
(c) Coaching            (d) Apprenticeship
15. Positive motivation makes people willing to do their work in the best way they can and improve their \_\_\_\_\_
- (a) Productivity        (b) Personality  
(c) Performance        (d) People

16. The motivation theory which classifies need in hierarchical order is developed by  
(a) Fred Luthans (b) Scott  
(c) Abraham Maslow (d) Peter. F. Drucker
17. Directing flows in \_\_\_\_\_ direction.  
(a) Upward (b) Downward  
(c) Diagonal (d) Horizontal
18. All decision-making power is centralized in the leader is under \_\_\_\_\_  
(a) autocratic style (b) liberal leader  
(c) democratic leader (d) institutional leader
19. Communication that flow from superior to subordinates is \_\_\_\_\_  
(a) downward communication  
(b) upward communication.  
(c) horizontal communication  
(d) informal communication.
20. Exchange of ideas, opinions, information etc between two or more persons is \_\_\_\_\_  
(a) Planning (b) Organizing  
(c) Communication (d) Staffing
21. Co-ordination is \_\_\_\_\_  
(a) a management function  
(b) the essence of management  
(c) an objective of management  
(d) a social objective

22. \_\_\_\_\_ refers to the planning, only planning is not sufficient, it is to be ensured that works are done as per the plan made.
- (a) Scalar chain            (b) Order  
(c) Equity                    (d) Initiative
23. All employees is guided are \_\_\_\_\_
- (a) code of ethics        (b) word of ethics  
(c) ethical dilemma    (d) customers
24. Ethics should guide the technology towards
- (a) Political justice    (b) Cultural justice  
(c) Social justice        (d) Economic justice
25. \_\_\_\_\_ is the process of ensuring that actual results are in accordance with planned results.
- (a) Controlling            (b) Coordinating  
(c) Planning                (d) Directing
26. Controlling function finds out how \_\_\_\_\_ far deviates from standards
- (a) Actual performance  
(b) Improvement  
(c) Corrective actions  
(d) Cost
27. \_\_\_\_\_ is defined as cooperation between two or more organizations with a common objective, shared control, and contributions (in terms of resources, skills, and capabilities) by the partners for mutual benefits.
- (a) Strategic alliance    (b) Joint venture  
(c) Merger                    (d) Acquisitions

28. Benchmarking is a/an \_\_\_\_\_ tool.
- (a) improvement      (b) cutting  
(c) quality            (d) production
29. Planning is looking ahead and control is \_\_\_\_\_
- (a) looking back  
(b) looking front  
(c) looking sideward  
(d) looking down
30. Motivation based on force of fear is called \_\_\_\_\_
- (a) negative motivation  
(b) positive motivation  
(c) extrinsic motivation  
(d) intrinsic motivation
31. Principles of management provide \_\_\_\_\_
- (a) readymade solutions to problems  
(b) general guidelines.  
(c) methods and procedures  
(d) rules and regulations
32. \_\_\_\_\_ specifies the end to be achieved.
- (a) Objective            (b) Strategy  
(c) Policy                (d) Method
33. The principles by which the process of perceptual organization work was first identified by Max Wertheimer in the year \_\_\_\_\_.
- (a) 1918                (b) 1933  
(c) 1924                (d) 1923

**Part B**

(7 × 6 = 42)

Answer **all** questions, choosing either (a) or (b).

34. (a) Explain the various functions of management.

Or

- (b) Describe the contribution of Henry Fayol to management thought.

35. (a) What is decision making? Explain the rationals and steps involved in decision making.

Or

- (b) Explain the process of management by objectives.

36. (a) Discuss the nature and process of organizing.

Or

- (b) Explain the issues in organizational culture in modern business organizations.

37. (a) What is recruitment? Describe various methods of recruitment

Or

- (b) Discuss the importance of motivation as a function of Management.

38. (a) Explain various principles of Direction.

Or

- (b) Explain the types of formal organizational communication.

39. (a) Explain the need and importance of co-ordination in an organization.

Or

(b) Discuss the role of organization culture in ethics.

40. (a) Explain the nature and process of control.

Or

(b) Discuss the process of preparing a strategy for competitive advantage using core competence.

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**N-0086**

**Sub. Code**

**205412/**

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**205812**

**COMMON FOR M.B.A. (G)/FM/LM/T/HRM DEGREE  
EXAMINATION, MAY 2022 & DEC. 2022**

**ONLINE PROGRAMME EXAMINATIONS**

**First Semester**

**ORGANISATIONAL BEHAVIOUR**

**(CBCS – 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**Part A**

**(33 × 1 = 33)**

Answer **all** the questions.

1. Hawthorne studies is related to which stage of the organizational behavior evolution?
  - (a) industrial revolution
  - (b) scientific management
  - (c) organizational behavior
  - (d) human relations movement
  
2. Forces affecting organizational behavior are
  - (a) people
  - (b) environment
  - (c) technology
  - (d) all of the above

3. In present content, challenges for organizational behavior are \_\_\_\_\_.
- (a) employee expectation
  - (b) workforce diversity
  - (c) globalization
  - (d) all of the above
4. The \_\_\_\_\_ theory states a manager's choice of organizational structures and control systems depends on characteristics of the external environment
- (a) mechanistic
  - (b) management science
  - (c) organic
  - (d) contingency
5. Organizational commitment is defined as \_\_\_\_\_
- (a) the degree to which an employee identifies with the organization they work for and its goals
  - (b) an employee's belief that the organization they work for will go to considerable lengths
  - (c) the degree to which an employee's sense of fulfillment and self-worth is related to their job
  - (d) the degree to which an employee believes their work imparts their organization
6. Which of the following is not part of the definition of attitudes?
- (a) learned
  - (b) inherited
  - (c) relating to some attitude object as act
  - (d) having an evaluative dimension

7. Which of the following is not a contributing discipline of OB?
- (a) anthropology
  - (b) psychology
  - (c) physiology
  - (d) sociology
8. Work attitudes can be reflected in an organization through
- (a) job satisfaction
  - (b) organizational commitment
  - (c) both (a) and (b)
  - (d) none of the above
9. A program that asks managers to reconsider how work would be done and the organization structured if they were starting to develop the company from the beginning is
- (a) Reengineering
  - (b) MBO
  - (c) TQM
  - (d) Diversity training
10. Behaviors and attitudes can best be predicted by knowing
- (a) a person's belief
  - (b) social norms that influence a person's intention
  - (c) a person's value
  - (d) (a) and (c)

11. Factors related to person characteristics which affect perception include all of the following except
  - (a) values and attitudes
  - (b) needs and motives
  - (c) beliefs and culture
  - (d) human behavior
  
12. Factors that determine job satisfaction include all of the following except
  - (a) fairness
  - (b) discrepancy
  - (c) disposition
  - (d) high pay
  
13. An informed group is characterized by the
  - (a) stipulation of expected behaviours by the organization
  - (b) predetermined designation of tasks of members
  - (c) pursuit of particular organizational goals
  - (d) fulfillment of the need for social content
  
14. In the context of the social identify theory, people have \_\_\_\_\_ to the failure or success of group members.
  - (a) angry reactions
  - (b) lack of empathy or prie
  - (c) emotional withdrawal
  - (d) emotional reactions

15. \_\_\_\_\_ is when we connect with others because of our roles
- (a) collective identification
  - (b) schadenfreude
  - (c) relational identification
  - (d) informal group identification
16. \_\_\_\_\_ power is based on identification with a person who has desirable resources or personal traits
- (a) coercive                      (b) legitimate
  - (c) referent                      (d) expert
17. \_\_\_\_\_ power is influence wielded as result of proficiency, special skill or knowledge
- (a) legitimate                      (b) reward
  - (c) referent                      (d) expert
18. The three basic power relationship to ensure success are \_\_\_\_\_.
- (a) upward, downward and lateral
  - (b) upward, downward and oblique
  - (c) upward, lateral and oblique
  - (d) downward, lateral and external
19. Negotiating the interpretation of a vision contract is an example of \_\_\_\_\_
- (a) organizational politics
  - (b) lateral relations
  - (c) an approval relationship
  - (d) an ending leakage

20. A known OD conceptualize has identified prime responsibilities of OD, consultant the initiator's name is
- (a) Taylor
  - (b) Ishikawer
  - (c) Posovasky
  - (d) Argyris
21. Which of the following is not a conflict resolution technique?
- (a) appointing a devits advocate
  - (b) authoritative command
  - (c) subordinate goals
  - (d) avoidare
22. An interpersonal conflicts in which no participant is aware of the divergence of goals, needs or interests is known as \_\_\_\_\_.
- (a) latent conflict
  - (b) false conflict
  - (c) cause of action
  - (d) none of the given options
23. A situation involving actual incompatibility of needs, interests of goals is defined as \_\_\_\_\_.
- (a) false conflict
  - (b) true conflict
  - (c) vertical conflict
  - (d) both true and vertical conflict

24. The formal authority and control system are reduced, the \_\_\_\_\_ provided by a strong culture that everyone is painted in the same direction.
- (a) rules and regulations
  - (b) shared meaning
  - (c) rituals
  - (d) socialization
25. A strong culture should increase employee loyalty because it result in \_\_\_\_\_.
- (a) a highly centralized organization
  - (b) narrow spans of control
  - (c) cohesiveness and organizational commitment
  - (d) a highly formalized organization
26. Organizational climate is based on the \_\_\_\_\_ of members towards the organizations
- (a) perceptions            (b) loyalty
  - (c) commitment        (d) all of the above
27. Intrapersonal communications
- (a) Entails communication with another person
  - (b) denotes communication with its one's self that necessarily involves the processes of thinking and feeling
  - (c) Is a process in which individuals connect with themselves either consciously or subconsciously
  - (d) Both (b) and (c) only
28. In an organization, which of these is not a type of communication?
- (a) downward            (b) upward
  - (c) curve                (d) horizontal

29. Any business house is concerned with communication
- (a) external
  - (b) dumb
  - (c) deaf
  - (d) blind
30. Which of the following is/are the overall activity(s) to ensure the change is successful?
- (a) change management
  - (b) executive management
  - (c) board governance
  - (d) none of these
31. Cultural homogeneity refers to
- (a) cross-cultural movements
  - (b) inter-cultural movements
  - (c) adaptations to the local culture
  - (d) cultural uniformity
32. Organization development is a planned process of change through the utilization of
- (a) behavioural science technologies
  - (b) money
  - (c) machinery
  - (d) human
33. \_\_\_\_\_ is/are the major stem in OD
- (a) the emergence of action research
  - (b) the evolution of the Tavistock sociocinical approaches
  - (c) both (a) and (b)
  - (d) none of the above



**Part B**

(7 × 6 = 42)

Answer **all** questions, choosing either (a) or (b).

34. (a) Define organizational behavior. Explain the elements of organizational behavior.

Or

- (b) Analyse the significance of organizational commitment.

35. (a) Discuss the relationship between attitude, behavior and consistency.

Or

- (b) Discuss the causes of human behavior.

36. (a) Write a detailed note on theories of group formation.

Or

- (b) Explain the basic sources of leadership power.

37. (a) Analyse the impact of organizational politics.

Or

- (b) Discuss the strategies for encouraging constructive conflict.

38. (a) Explain the factors affecting organizational effectiveness.

Or

- (b) Explain the theories of organizational culture.

39. (a) Explain the essential elements of communication.

Or

- (b) Briefly mention the levels of change

40. (a) Why is it necessary to understand cultural differences to operate at a global level?

Or

(b) Explain the process of organizational development.

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**N-0087**

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**205413/  
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205813**

**COMMON FOR M.B.A. (G)/FM/LM/T/HRM DEGREE  
EXAMINATION, MAY 2022 & DEC 2022**

**ONLINE PROGRAMME EXAMINATIONS**

**First Semester**

**MANAGERIAL ECONOMICS**

**(CBCS – 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**Part A**

(33 × 1 = 33)

Answer **all** questions.

1. Managerial economics uses
  - (a) Micro Economics only
  - (b) Macro Economics only
  - (c) Both Micro and Macro Economics
  - (d) None of the above
  
2. Business Profit =
  - (a) Total Sales Revenue - implicit Costs
  - (b) Total Sales Revenue - Explicit Costs
  - (c) Total Sales Revenue - Total Costs
  - (d) None of the above

3. Economic Profit =
- (a) Sales Revenue - (Implicit Costs + Explicit Costs)
  - (b) Sales Revenue - Explicit Costs
  - (c) Sales Revenue - Implicit Costs
  - (d) None of the above
4. The basic economic problem is the problem of
- (a) Abundance of resources
  - (b) Scarcity of resources
  - (c) Human Resources
  - (d) None of the above
5. In case of \_\_\_\_\_ demand, a slight change in the price will make greater change in demand.
- (a) Inelastic                      (b) Elastic
  - (c) Perfectly elastic      (d) Perfectly inelastic
6. When the price of Coffee increases and the demand for Cooldrink increase then
- (a) Coffee and Cooldrink are
  - (b) Coffee and Cooldrink are complimentary for each other
  - (c) Coffee and Cooldrink are noncomplimentary for each other
  - (d) None of the above
7. Consumer surplus is the state where a consumer willing to pay higher price actually pays
- (a) Higher price
  - (b) Lower price
  - (c) Sometimes higher and sometimes lower price
  - (d) None of the above

8. 'Law of variable proportions' is also known as
- (a) Law of Diminishing Returns
  - (b) Law of Increasing Returns
  - (c) Law of Constant Returns
  - (d) None of the above
9. 'Return to scale' means
- (a) Change in output when only some factors of production are increased
  - (b) Change in output when only variable factors of production are increased
  - (c) Change in output when only fixed factors of production are increased
  - (d) Change in output when all factors of production are increased simultaneously
10. In 'Perfect competition' products are:
- (a) Heterogeneous      (b) Homogeneous
  - (c) Differentiated      (d) None of the above
11. In 'Perfect competition' factors of production are:
- (a) Perfectly mobile      (b) Perfectly immobile
  - (c) Both (a) and (b)      (d) None of the above

12. In 'Perfect competition' firms are:
- (a) Not Free to enter or exit
  - (b) Free to enter or exit
  - (c) Sometimes free and sometimes not free to enter or exit
  - (d) None of the above
13. In 'Imperfect competition' products are:
- (a) Heterogeneous      (b) Homogeneous
  - (c) Differentiated      (d) None of the above
14. In 'Imperfect competition' factors of production are
- (a) Perfectly mobile      (b) Perfectly immobile
  - (c) Both (a) and (b)      (d) None of the above
15. In economics competition refers to the market structure which means
- (a) The extent to which individual firm have the power to influence market price
  - (b) Competition among firms
  - (c) Number of firms
  - (d) None of the above
16. A monopolist is
- (a) Price maker and not price taker
  - (b) Price influencer
  - (c) Price taker and not price maker
  - (d) None of the above

17. In 'Monopoly' firms entry of other firms are
- (a) Free
  - (b) Restricted
  - (c) Sometimes free and sometimes restricted
  - (d) None of the above
18. A seller under perfect competition
- (a) Can practice price discrimination
  - (b) Cannot practice price discrimination
  - (c) Sometimes can practice price discrimination
  - (d) None of the above
19. Balance of payments of a country includes
- (a) Balance of trade
  - (b) Capital receipts and payments
  - (c) Saving and investment account
  - (d) Both (a) and (b)
20. To avoid double counting when GDP is estimated, economists
- (a) Use GDP deflator
  - (b) Calculate value added at each stage of production
  - (c) Use retail prices
  - (d) Use price of only intermediate goods

21. Total value of all final goods and services produced in a country during one year is:
- (a) Net National Product (NNP)
  - (b) Gross National Product (GNP)
  - (c) Gross Domestic Product (GDP)
  - (d) National Income (NI)
22. The goods which are used directly by the people are called
- (a) Consumer goods
  - (b) Capital good
  - (c) Direct good
  - (d) None of these
23. National income of a country does not include
- (a) Self services, low wages
  - (b) Donations and high salaries
  - (c) Corporate taxes and gifts
  - (d) Illegal incomes and unreported incomes
24. Profit is
- (a) Total revenue - Implicit cost
  - (b) Total revenue - Explicit
  - (c) Total revenue - Explicit and Implicit cost
  - (d) None of the above
25. \_\_\_\_\_ profit is the difference between total revenue and total explicit and implicit cost.
- (a) Marginal Profit
  - (b) Gross Profit
  - (c) Net Profit
  - (d) None of the above



26. If the income and substitution effect of a price increase works in the same direction the good whose price has changed is a
- (a) Giffen goods
  - (b) Inferior goods
  - (c) Normal goods
  - (d) Superior
27. Inflation is
- (a) A decrease in the overall level of economic activity
  - (b) An increase in the overall level of economic activity
  - (c) An increase in the overall price level
  - (d) A decrease in the overall price level
28. If all resources used in the production of a product are increased by 20 percent and output increases by 20 percent, then there must be
- (a) economies of scale
  - (b) diseconomies of scale
  - (c) constant returns to scale
  - (d) increasing average total costs
29. Iso-cost line indicate the price of
- (a) Output
  - (b) Inputs
  - (c) Finished goods
  - (d) Raw material

30. The distinction between variable cost and fixed cost is relevant only in
- (a) long period
  - (b) short period
  - (c) medium term
  - (d) mixed period
31. Method is also known as Sales Force Composite method or collective opinion-method
- (a) Opinion survey
  - (b) Expert opinion
  - (c) Delphi method
  - (d) Consumer interview method
32. In ————— approach, on the basis of the growth of an established product, the demand for the new product is estimated.
- (a) Growth curve approach
  - (b) Evolutionary approach.
  - (c) Opinion polling approach
  - (d) vicarious approach
33.  $E_p=0$  in the case of ————— elasticity.
- (a) Perfectly elastic demand
  - (b) Perfectly inelastic demand
  - (c) Relative elastic demand
  - (d) Unitary elastic demand

**Part B**

(7 × 6 = 42)

Answer **all** questions, choosing either (a) or (b).

34. (a) What are the relationship between Managerial Economics and other disciplines.

Or

- (b) Write notes on :  
(i) Opportunity Cost  
(ii) Production Possibility Curve.

35. (a) What are the role of Equilibrium and Equi-marginalism in business decision making?

Or

- (b) Explain Law of Demand and role in Business Decisions.

36. (a) Write notes on:  
(i) Supply Equilibrium  
(ii) Giffen Paradox.

Or

- (b) Explain Cobb Douglas Production Function.

37. (a) Write notes on :  
(i) Monopoly  
(ii) Monopolistic Competition  
(iii) Oligopoly

Or

- (b) Distinguish between fixed costs and variable costs.

38. (a) What is national income? How do we compute it?

Or

(b) What is collective bargaining? Explain the importance of collective bargaining.

39. (a) Define Profit. Discuss briefly theories of Profit.

Or

(b) Write notes on: (i) Business Cycle (ii) Inflation.

40. (a) Define monopolistic market and discuss its features.

Or

(b) Discuss features of perfectly competitive market.

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**N-0088**

**Sub. Code**

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**COMMON FOR M.B.A. (G)/FM/LM/T/HRM DEGREE  
EXAMINATION, MAY 2022 & DEC 2022**

**ONLINE PROGRAMME EXAMINATIONS**

**First Semester**

**QUANTITATIVE TECHNIQUES**

**(CBCS – 2020 onwards)**

Time : 3 Hours

Maximum : 75 Marks

**Part A**

(33 × 1 = 33)

Answer **all** questions.

1. In a transportation problem, items are allocated from sources to destinations
  - (a) at a maximum cost
  - (b) at a minimum cost
  - (c) at a minimum profit
  - (d) at a minimum revenue
  
2. The linear programming model for a transportation problem has constraints for supply at each \_\_\_\_\_ and \_\_\_\_\_ at each destination.
  - (a) destination / source
  - (b) source / destination
  - (c) demand/source
  - (d) source/demand

3. The transshipment model is an extension of the transportation model in which intermediate transshipment points are \_\_\_\_\_ between the sources and destinations.
- (a) decreased            (b) deleted  
(c) subtracted          (d) added
4. In a(an) \_\_\_\_\_ inventory system a constant amount is ordered when inventory declines to a predetermined level.
- (a) optional            (b) economic  
(c) periodic            (d) continuous
5. As order size increases, total
- (a) inventory costs will increase, reach a maximum and then quickly decrease  
(b) inventory cost will decrease, reach a minimum and then increase  
(c) ordering costs will initially increase while total carrying cost will continue to decrease  
(d) carrying cost decreases while the total ordering cost increases
6. A \_\_\_\_\_ probability is a probability that an event will occur given that another event has already occurred.
- (a) subjective            (b) objective  
(c) conditional          (d) binomial
7. The events in an experiment are \_\_\_\_\_ if only one can occur at a time.
- (a) mutually exclusive  
(b) non-mutually exclusive  
(c) mutually inclusive  
(d) non-mutually inclusive

8. In the linear programming formulation of the shortest route problem, there is one constraint for each node indicating
- (a) capacity on each path
  - (b) whatever comes into a node must also go out?
  - (c) capacity on each arc
  - (d) a maximum capacity on a path
9. The objective of the maximal flow solution approach is to \_\_\_\_\_ the total amount of flow from an origin to a destination
- (a) minimize
  - (b) maximize
  - (c) discriminate
  - (d) divide
10. If an activity cannot be delayed without affecting the entire project, it is a \_\_\_\_\_ activity.
- (a) completed
  - (b) critical
  - (c) conjugated
  - (d) none of the above
11. When an activity is completed at a node, it has been
- (a) finished
  - (b) ended
  - (c) realized
  - (d) completed
12. The critical path is the \_\_\_\_\_ time the network can be completed.
- (a) maximum
  - (b) minimum
  - (c) longest
  - (d) shortest
13. With the criterion \_\_\_\_\_, the decision maker attempts to avoid regret.
- (a) Minimax regret
  - (b) Equal likelihood
  - (c) Horwich
  - (d) Maximin

14. When is it most appropriate to use a decision tree?
- (a) if the decision-maker wishes to minimize opportunity loss
  - (b) if a decision situation requires a series of decisions
  - (c) if the decision-maker must use perfect information
  - (d) if all states of nature are equally likely to occur
15. According to the \_\_\_\_\_, the defensive player will select the strategy that has the smallest of the maximum payoffs.
- (a) maxi-max strategy
  - (b) mini-min strategy
  - (c) maximin strategy
  - (d) minimax strategy
16. Items may be taken from a queue
- (a) on a first-come-first-serve basis
  - (b) on a last-come-first-serve basis
  - (c) according to the due date of the item
  - (d) all of the above
17. In a single-server queuing model, the average number of customers in the queuing system is calculated by dividing the arrival rate by
- (a) service rate
  - (b) service time
  - (c) service rate minus arrival rate
  - (d) service rate plus arrival rate



18. The applicability of forecasting methods depends on
- (a) the time frame of the forecast
  - (b) the existence of patterns in the forecast
  - (c) the number of variables to which the forecast is related
  - (d) all of the above
19. \_\_\_\_\_ is good for stable demand with no pronounced behavioural patterns.
- (a) longer-period moving average
  - (b) shorter-period moving average
  - (c) moving average
  - (d) weighted moving average
20. Four sides of a die are pasted red while two are pasted green. When this die is rolled six times, what is the probability of getting 3 red?
- (a) 0.656, 0.660
  - (b) 0.556, 0.560
  - (c) 0.456, 0.450
  - (d) 0.756, 0.750
21. In exponential smoothing, the closer alpha is to \_\_\_\_\_ the greater the reaction to the most recent demand.
- (a) -1
  - (b) 0
  - (c) 1
  - (d) 5
22. The probability of getting ahead is 0.5. What is the probability of getting exactly four heads when tossed live times?
- (a) 0.15, 0.16
  - (b) 0.20, 0.21
  - (c) 0.25, 0.26
  - (d) 0.30, 0.31

23. A bag has 4 white and 3 black balls. Two balls are drawn at random. What is the probability of getting a white and a black (not necessarily in that order) without replacement?
- (a) 0.56, 0.58                      (b) 0.46, 0.48  
(c) 0.48, 0.50                      (d) 0.38, 0.40
24. In a company 60% of the senior managers have an MBA. Out of the rest, 40% have an MBA. The company has 20% senior managers. What is the probability that an MBA that you meet is a senior manager?
- (a) 0.16, 0.18                      (b) 0.26, 0.28  
(c) 0.36, 0.38                      (d) 0.46, 0.48
25. Find the variance of the sample that has an age of 5 students 19, 20, 22, 16, 26?
- (a) 13.79, 13.81  
(b) 12.79, 12.81  
(c) 13.49, 13.51  
(d) 12.49, 12.51
26. Programming techniques are generally know as \_\_\_\_\_
- (a) mathematical techniques  
(b) quantitative techniques  
(c) operation research techniques  
(d) linear programming techniques
27. Scatter diagram is also called \_\_\_\_\_
- (a) correlation graph  
(b) positive correlation  
(c) zero correlation  
(d) negative correlation

28. If dots in a scatter diagram are lie in a haphazard manner, then  $r =$
- (a) 0                                (b) 1  
(c) 2                                (d) 3
29. Spearman's coefficient of correlation is usually denoted by
- (a)  $r$   
(b)  $K$   
(c)  $R$   
(d) None of the above
30. Regression lines are also called \_\_\_\_\_
- (a) correlation graph  
(b) scatter diagram  
(c) linear graph  
(d) non-linear graph
31. The numerical value given to the likelihood of the occurrence of an event is called
- (a) regression  
(b) probability  
(c) both (a) and (b)  
(d) none of the above
32.  $npq$  is the variance of \_\_\_\_\_
- (a) binomial distribution  
(b) probability distribution  
(c) poison distribution  
(d) continuous distribution

33. \_\_\_\_\_ is an operation research technique which resembles a real-life situation.
- (a) decision theory      (b) simulation  
(c) game theory          (d) queuing theory

**Part B** (7 × 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) 'All quantitative techniques have hardly any real-life applications.' Do you agree with the statement? Discuss.

Or

- (b) Find mean and standard deviation from the data :

|                |       |       |        |         |         |         |         |         |
|----------------|-------|-------|--------|---------|---------|---------|---------|---------|
| Wages (in Rs.) | 70-80 | 80-90 | 90-100 | 100-110 | 110-120 | 120-130 | 130-140 | 140-150 |
| No. of persons | 12    | 18    | 35     | 42      | 50      | 45      | 20      | 8       |

35. (a) Given the following transportation problem :

|        |        |     |     |     |        |
|--------|--------|-----|-----|-----|--------|
| Plant  | Market |     |     |     | Supply |
|        | 1      | 2   | 3   | 4   |        |
| A      | 8      | 7   | 5   | 3   | 150    |
| B      | 5      | 8   | 9   | 8   | 250    |
| C      | 12     | 6   | 10  | 11  | 600    |
| Demand | 300    | 300 | 200 | 200 |        |

- (i) Find the initial solution using the north-west corner rule and least cost method.
- (ii) Calculate the total cost in each case.

Or

- (b) What are the significance of the duality theory of linear programming? Describe the general rules for writing the dual of a linear programming problem.

36. (a) With suitable illustrations, explain the relationship between costs and level of activity on minimizing costs and maximizing profits.

Or

- (b) Discuss the role of linear programming in managerial decision-making. Bring out its merits and demerits.
37. (a) Define the concept of sample space, sample points, and events in the context of probability theory.

Or

- (b) Suppose that a manufacturing product has 2 defects per unit of product inspected. Use Poisson distribution and calculate the probabilities of finding a product without any defect, with 3 defects, and with 4 defects.
38. (a) Explain the various phases of the operations research study.

Or

- (b) A machine operator has to perform three operations, turning, threading, and knurling on several different jobs. The time required to perform these operations (in minutes) on each job is known. Determine the order in which the jobs should be processed to minimize the total time required to turn out all the jobs. Also, find the minimum elapsed time.

| Job       | 1  | 2  | 3 | 4  | 5 | 6  |
|-----------|----|----|---|----|---|----|
| Turning   | 3  | 12 | 5 | 2  | 9 | 11 |
| Threading | 8  | 6  | 4 | 6  | 3 | 11 |
| Knurling  | 13 | 14 | 9 | 12 | 8 | 13 |

39. (a) People arrive at a theatre ticket center in a Poisson distributed arrival rate of 25 per hour. Service time is constant at two minutes. Calculate, the mean number in the waiting line, the mean waiting time, and the utilization factor.

Or

- (b) Explain the methodology of the Monte Carlo simulation techniques.
40. (a) With suitable illustrations, explain the recent developments in the Indian economy.

Or

- (b) List and explain the performance paradigm of economic regulations of business.
-

**N-0089**

**Sub. Code**

**205415/**

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**205715/**

**205815**

**COMMON FOR M.B.A. (G)/FM/LM/T/HRM DE  
EXAMINATION, MAY 2022 & DEC. 2022**

**ONLINE PROGRAMME EXAMINATIONS**

**First Semester**

**FINANCIAL AND MANAGEMENT ACCOUNTING**

**(CBCS – 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**Part A**

(33 × 1 = 33)

Answer **all** questions.

1. Accounting to which concept the owners are considered to be different from the business —————
  - (a) Business entity concept
  - (b) Going concern
  - (c) Money measurement
  - (d) Accounting period concept
  
2. Accounting provides data or information on —————
  - (a) Income and cost for the managers
  - (b) Financial conditions of the institutions
  - (c) Company's tax liability for a particular year
  - (d) All the above

3. Which of the following is not the main objective of accounting?
- (a) Solving tax disputes with tax authorities
  - (b) Systematic recording of transaction
  - (c) Ascertaining profit and loss
  - (d) Ascertaining of financial position
4. Long term assets without any physical existence but, possessing a value are called
- (a) Intangible assets (b) Fixed assets
  - (c) Current assets (d) Investments
5. The assets that can be easily converted into cash within a short period, i.e., 1 year or less are known as
- (a) Current assets
  - (b) Fixed assets
  - (c) Intangible assets
  - (d) Liquid Asset
6. The debts which are to be repaid within a short period (a year or less) are referred to as
- (a) Current Liabilities
  - (b) Fixed liabilities
  - (c) Contingent liabilities
  - (d) All the above
7. Rent paid to land lord should be credited to \_\_\_\_\_
- (a) Cash account
  - (b) Rent account
  - (c) Expense account
  - (d) Land lords account



8. Gross profit is
- (a) Cost of goods sold + Opening stock
  - (b) Sales – cost of goods sold
  - (c) Sales – Purchases
  - (d) Net profit – expenses
9. Suppliers personal a/c are seen in the
- (a) Sales Ledger (b) Nominal ledger
  - (c) Purchases Ledger (d) General Ledger
10. If you want to ensure that your money will be secured if cheques sent are wasted in the post. you should
- (a) Always pay by cash
  - (b) Cross your Cheques 'Account Payee only, Not Negotiable'
  - (c) Always get the money in person
  - (d) Not use the postal service in future
11. At the balance sheet date, the balance on the Accumulated Provision for Depreciation Account is
- (a) Simply deducted from the asset in the Balance Sheet
  - (b) Transferred to Profit and Loss Account
  - (c) Transferred to the Asset Account
  - (d) Transferred to Depreciation Account
12. If we take goods for own use we should
- (a) Debit Drawings Account, Credit Purchases Account
  - (b) Debit Drawings Account: Credit Stock Account
  - (c) Debit Sales Account Credit Stock Account
  - (d) Debit Purchases Account: Credit Drawings Account

13. 'Principle' for preparation of working capital statement-  
Increase in current asset
- (a) Increases working capital
  - (b) Decreases working capital
  - (c) Decrease fixed capital
  - (d) Increase fixed capital
14. In funds flow statement, sale of fixed assets is
- (a) Applications of funds
  - (b) Sources of cash
  - (c) Applications of cash
  - (d) Sources of funds
15. In funds flow statement, increase in working capital is
- (a) Applications of funds
  - (b) Sources of cash
  - (c) Applications of cash
  - (d) Sources of funds
16. A cash flow statement is a statement which portrays the changes in the cash position between
- (a) Two accounting periods
  - (b) Three accounting periods
  - (c) Four accounting periods
  - (d) Five accounting periods
17. If working capital is Rs. 1,00,000 and current ratio is 2:1, then the amount of current asset is
- (a) Rs. 1,00,000
  - (b) Rs. 2, 00,000
  - (c) Rs. 15,00,000
  - (d) Rs. 2, 50,000

18. Which one of the following is correct?
- (a) Cost of goods sold = sales – gross profit
  - (b) Cost of goods sold = op. stock – purchases + clo. stock
  - (c) Cost of goods sold = op. stock + purchases + clo. stock
  - (d) Cost of goods sold = op. stock – purchases – clo. stock
19. In common size income statement analysis, which is taken as too percent?
- (a) sales
  - (b) cost of goods sold
  - (c) purchases
  - (d) total assets
20. Which one of the following is not a tool of financial analysis?
- (a) trend percentages
  - (b) common size statement analysis
  - (c) comparative financial analysis
  - (d) budgeting
21. Under marginal costing, stock are valued at
- (a) Cost less
  - (b) Cost more
  - (c) Variable cost
  - (d) Market price
22. The budget is a
- (a) Post-mortem analysis
  - (b) Substitute of management
  - (c) An aid to management
  - (d) Calculation

23. Budget which shows the quantity of finished products to be sold and the price at which they are to be sold is
- (a) Fixed budget
  - (b) Flexible budget
  - (c) Sales budget
  - (d) Production budget
24. Fund flow statement is not holding significance for
- (a) Shareholders
  - (b) Financers
  - (c) Government
  - (d) Stock
25. The name for an order size that minimizes inventory ordering and carrying costs is
- (a) Order point
  - (b) EOQ
  - (c) Safety point
  - (d) EQO
26. ABC analysis deals with \_\_\_\_\_
- (a) Analysis of process chart
  - (b) Flow of material
  - (c) Ordering schedule of job
  - (d) Controlling inventory costs money
27. Net working capital refers to \_\_\_\_\_
- (a) Total assets minus fixed assets
  - (b) Current assets minus current liabilities
  - (c) Current assets minus inventories
  - (d) Current assets
28. In deciding the appropriate level of current assets for the firm, management is confronted
- (a) A trade-off between profitability and risk.
  - (b) A trade-off between liquidity and marketability
  - (c) A trade-off between equity and debt.
  - (d) Trade- off between current assets and profitability

29. An asset was purchased for Rs. 10,00,000 with the down payment of Rs.2,00,000 and bills accepted for Rs.8,00,000. What would be the effect on the total asset and total liabilities in the balance sheet?
- (a) Assets increased by Rs.8,00,000 and liabilities decreased by Rs. 8,00,000
  - (b) Assets decreased by Rs. 8,00,000 and liabilities increased by Rs. 8,00,000
  - (c) Assets increased by Rs. 10,00,000 and liabilities increased by Rs.8,00,000
  - (d) Assets increased by Rs. 8,00,000 and liabilities increased by Rs. 8,00,000
30. Determine working capital turnover ratio if. Current assets are Rs. 1,50,000, current liabilities are Rs. 1,00,000 and cost of goods sold is Rs.3,00,000
- (a) 5 times                      (b) 6 times
  - (c) 3 times                      (d) 1.5 times
31. Treasurer should report to \_\_\_\_\_
- (a) Chief financial officer
  - (b) Vice president of operations
  - (c) Chief executive officer
  - (d) Board of directors
32. Given sales is 1,20,000 and gross profit is 30,000 the gross profit ratio is
- (a) 24%                      (b) 25%
  - (c) 40%                      (d) 44%

33. A budget is tool which helps the management in decision planning and control of \_\_\_\_\_
- (a) All business activities
  - (b) Production activities
  - (c) Purchase activities
  - (d) Sales activities

**Part B**

(7 × 6 = 42)

Answer **all** questions, choosing either (a) or (b).

34. (a) Distinguish between management accounting and financial accounting.

Or

- (b) What is trial balance? How does it differ from balance sheet? How do you prepare trial balance?
35. (a) Prepare trading and profit and loss account of Shri Lakshmi Pvt. Ltd., for the year ending 31<sup>st</sup> March 2010.

|                         | Rs.      |
|-------------------------|----------|
| Stock April, 2009       | 50,000   |
| Sales                   | 2,89,600 |
| Sales returns           | 9,600    |
| Purchases               | 2,43,000 |
| Purchases returns       | 3,000    |
| Freight inwards         | 4,000    |
| Carriage outwards       | 6,000    |
| Salaries and wages      | 30,000   |
| Bank interest paid      | 2,000    |
| Printing and stationary | 7,000    |

|   |       |
|---|-------|
| Discount received                                   | 900   |
| Discount allowed                                    | 600   |
| Audit fees  | 3,000 |
| Insurance Premium                                   | 600   |
| Trade expenses                                      | 2,500 |
| Stock on 31 <sup>st</sup> March 2010 was Rs. 70,000 |       |

Or

- (b) Distinguish between single entry system and double entry system.
36. (a) Outline the methods of analysing the financial statement.

Or

- (b) What is fund flow statement? How do you prepare it?
37. (a) What is cost sheet? How do you prepare it?

Or

- (b) What is contract costing? How do you ascertain profit for an incomplete contract?
38. (a) What is marginal costing? Explain the application of marginal costing in business.

Or

- (b) What is budgetary control? Explain the essentials of the effective budgeting system.
39. (a) The sales turnover and profit during two years were as follows :

| Year | Sales (Rs.) | Profit (Rs.) |
|------|-------------|--------------|
| 2020 | 1,40,000    | 15,000       |
| 2021 | 1,60,000    | 20,000       |

You are required to calculate :

- (i) P/V ratio
- (ii) Sales required to earn a profit of Rs. 40,000
- (iii) Profit when sales are Rs. 1,20,000.

Or

- (b) A manufacturing company has an expected usage of 50,000 units of certain product during the next year. The cost of processing an order is Rs.20 and the carrying cost per unit is Rs. 0.50 for one year. Lead time on an order is five days and the company will keep a reserve supply of two days usage you are required to calculate
  - (i) EOQ
  - (ii) The re-order point. (Assume 250-day year).

40. (a) What is zero based budgeting? Explain the process, merits and limitations of it.

Or

- (b) What is decision tree analysis? Describe the significance of decision tree analysis.



**N-0090**

**Sub. Code**

**205421/**

**205521/**

**205621/**

**205721/**

**205821**

**COMMON FOR M.B.A.(G)/FM/LM/T/HRM  
DEGREE EXAMINATION,  
MAY 2022 & DEC 2022**

**ONLINE PROGRAMME EXAMINATIONS**

**Second Semester**

**RESEARCH METHODS**

**(CBCS – 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**Part A**

(33 × 1 = 33)

Answer **all** questions.

1. \_\_\_\_\_ research is based on the measures of quality or amount.  
(a) Qualitative            (b) Descriptive  
(c) Quantitative        (d) Numerical
  
2. A researcher selects a probability of sample of 100 out of total population. It is  
(a) cluster sample  
(b) random  
(c) a stratified  
(d) a systematic

3. \_\_\_\_\_ is the first step in starting the research process.
- (a) Searching online or offline
  - (b) Identification of problem
  - (c) Idea screening and concept development
  - (d) Data collection
4. In which of the following research hypotheses are usually implied rather than being explicit?
- (a) Descriptive survey method
  - (b) Historical method
  - (c) Experimental method
  - (d) Export facto method
5. Which of the following research focuses enhancing the corpus of knowledge in a given field?
- (a) Action Research
  - (b) Applied Research
  - (c) Evaluative Research
  - (d) Fundamental Research
6. Through which of the following methods of research cause and effect relationship is focused?
- (a) Historical method
  - (b) Experimental method
  - (c) Export factor method
  - (d) Case study method

7. The purpose of literature review is to
- (a) Get some idea about the Project
  - (b) Helps in framing research questions and hypothesis
  - (c) Get an idea about the availability of data and material about the proposed areas
  - (d) All of the above
8. Which is an important feature of a good research plan?
- (a) A good research design gives minimum experimental error
  - (b) A good research design should be flexible efficient and appropriate
  - (c) A good research design should be economical
  - (d) All of the above
9. Research is a process of
- (a) Repeated search for facts
  - (b) Search for a problem
  - (c) Collecting primary and secondary data
  - (d) Preparing report on a problem
10. Goodness of fit of a distribution is tested by
- (a) T-Test
  - (b) F-Test
  - (c) Chi-square Test
  - (d) Z-Test

11. A statement made about a population for testing purpose is called?
- (a) Statistic
  - (b) Hypothesis
  - (c) Level of Significant
  - (d) Test-Statistic
12. A statement whose validity is tested on the basis of a sample is called?
- (a) Null hypothesis
  - (b) Statistical Hypothesis
  - (c) Simple Hypothesis
  - (d) Composite Hypothesis
13. \_\_\_\_\_ hypothesis is a proposal based on specific observations.
- (a) Directional
  - (b) Null
  - (c) Deduction
  - (d) Induction
14. A research hypothesis is a
- (a) Theory
  - (b) Principle
  - (c) Tentative proposition
  - (d) Postulate

15. Which of the following is not a characteristic of good hypothesis?
- (a) Testability
  - (b) Objectivity
  - (c) Complexity
  - (d) Conceptual class
16. If all the units of a population are surveyed, it is called
- (a) Random Sample
  - (b) Random Sampling
  - (c) Sampled Population
  - (d) Census
17. The difference between a statistic and the parameter is called
- (a) Probability
  - (b) Sampling error
  - (c) Random
  - (d) Non-random
18. The process of drawing a sample from a population is known as \_\_\_\_\_.
- (a) Census
  - (b) Survey research
  - (c) Sampling
  - (d) None of the above

19. Which of the following is not a type of non-probability sampling?
- (a) Quota Sampling
  - (b) Convenience Sampling
  - (c) Snowball Sampling
  - (d) Stratified Random Sampling
20. Among these which sampling is based on equal Probability?
- (a) Simple Random Sampling
  - (b) Stratified Random Sampling
  - (c) Systematic Sampling
  - (d) Probability Sampling
21. Which of the following is not a type of non-random sampling?
- (a) Purposing sampling
  - (b) Cluster Sampling
  - (c) Convenience Sampling
  - (d) Quota Sampling
22. What is the main difference between focus group and a group interview?
- (a) Group interviews involve favorer participates
  - (b) Focus groups are used to study the ways people discuss a specific topic
  - (c) There is no moderator present in a focus group
  - (d) Focus groups save more time and money

23. Which of the following are types of in qualitative interviews?
- (a) Follow-up questions
  - (b) Indirect questions
  - (c) Interpreting questions
  - (d) All of above
24. Which of the following is not one of K vale's ten criteria of a successful interviewer?
- (a) Passive
  - (b) Knowledgeable
  - (c) Talkative
  - (d) Interpreting
25. A questionnaire that offers no swipe any respondents own view is called
- (a) Closed-Ended
  - (b) Schedule
  - (c) Open-Ended
  - (d) Unstructured
26. Mailed, Group administrated an personal questionnaire are created by
- (a) Bruner
  - (b) Frederick le play
  - (c) Mekorama
  - (d) None of the above

27. Which scale is the simplest form of measurement?
- (a) Ordinal
  - (b) Internal
  - (c) Ratio
  - (d) Nominal
28. Abilities attitudes and interests can be measured by
- (a) Rating scales
  - (b) Objective tests
  - (c) Self analysis
  - (d) Observational methods
29. What is the arrangement of data in rows and column known as?
- (a) Frequency distribution
  - (b) Cumulative frequency distribution
  - (c) Tabulation
  - (d) Classification
30. Which of the following is a data equalization method?
- (a) Line
  - (b) Circle and Triangle
  - (c) Pie chart and Bar chart
  - (d) Pentagon
31. Z-Test casual be used for
- (a) One-Trailed Test
  - (b) Two-Trailed Test
  - (c) Both of the above
  - (d) None of the above



32. Compare to parametric methods the non-Parametric methods are
- (a) Less accurate
  - (b) Less efficient
  - (c) Computationally Easier
  - (d) (b) and (c) but not (a)
33. In research methodology interpretation is the search of
- (a) Statistical data
  - (b) Research Problem
  - (c) Research Findings
  - (d) Research Plan

**Part B** (7 × 6 = 42)

Answer **all** questions, choosing either (a) or (b).

34. (a) Examine the various steps in the research process.
- Or
- (b) What is Online research? Discuss its advantages and disadvantages.
35. (a) What is observation method? Enumerate its merits and demerits.
- Or
- (b) Examine the various types of research.
36. (a) Describe the ways and means of identifying and selection of research problems.
- Or
- (b) Explain methods of sampling techniques.

37. (a) Elucidate the components of research design.

Or

(b) What is hypothesis? How do you use hypothesis in research.

38. (a) Distinguish between Interview schedule and questionnaire.

Or

(b) Explain briefly the processing of data.

39. (a) 'Research is much concerned with data' – Discuss.

Or

(b) Explain the methods collecting primary data.

40. (a) List the steps in a factor analysis exercise.

Or

(b) Elucidate briefly the layout of the research report.

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**N-0091**

**Sub. Code**

**205422/**

**205522/**

**205622/**

**205722/**

**205822**

**COMMON FOR MBA (G)/FM/LM/T/HRM DEGREE  
EXAMINATION, MAY & DEC 2022**

**ONLINE PROGRAMME EXAMINATIONS**

**Second Semester**

**BUSINESS ENVIRONMENT**

**(CBCS – 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**Part A**

(33 × 1 = 33)

Answer **all** questions.

1. Which of the following is not a feature of Business environment?
  - (a) Interrelated Elements
  - (b) Dynamics
  - (c) Complexity
  - (d) Continuous
  
2. Identification of opportunities to get first more advantage is one of the importance of business environment
  - (a) True
  - (b) False
  - (c) Cannot say
  - (d) Business

3. Which of the following are the dimensions of the business environment?
- (a) Economic and Social.
  - (b) Technological and Economic
  - (c) Legal and Social
  - (d) All of the above
4. Which of the following does not explain the impact of government policy changes on business & industry?
- (a) Increasing competition
  - (b) More demanding market customers
  - (c) Market orientations
  - (d) Change in agricultural prices
5. Which one is odd?
- (a) Economic Policy
  - (b) Economic Planning
  - (c) Socio — cultural factors
  - (d) Macroeconomic scenario
6. What are the decisions taken by government of India pertaining to Industrial Sector in the new industrial policy of 1991?
- (a) VRS to shed the excess load of workers
  - (b) Disinvestment of public sector share holding
  - (c) Referring sick units to BIFR
  - (d) All of the above

7. The analysis which helps to diagnose the competitive forces and to identify the strength And weakness is called \_\_\_\_\_
- (a) SWOT analysis
  - (b) Structural analysis
  - (c) Competitive analysis
  - (d) Financial analysis
8. \_\_\_\_\_ sector contributes more than 70% of world GDP.
- (a) Agriculture
  - (b) Automobile
  - (c) Service
  - (d) Manufacturing
9. Strategy of a firm is shaped by \_\_\_\_\_
- (a) Mission
  - (b) SWOT
  - (c) Objectives
  - (d) All the above
10. By which act does the government check restrictive trade?
- (a) MRTP Act
  - (b) FEMA act
  - (c) Industrial Policy Act 1991
  - (d) None of these
11. Industrial policy resolution of 1948 was divided industries into
- (a) 3 categories
  - (b) 4 categories
  - (c) 5 categories
  - (d) 6 categories

12. Industrial policy resolution 1956 divided industries into categories \_\_\_\_\_
- (a) 2 (b) 3  
(c) 4 (d) 5
13. As per Industrial Policy resolution 1956, reserved industries for public sector are
- (a) 12 (b) 14  
(c) 16 (d) 17
14. The concept of small scale industries (SSIs) was brought to the fore by the
- (a) Industrial Policy Resolution 1948  
(b) Industrial Policy Resolution 1956  
(c) Industrial Policy Statement 1977  
(d) None of the above
15. Which one of the following is the impact of Government policy changes on business and industry?
- (a) Increase in agricultural productivity  
(b) Increase in product prices  
(c) Increase in competition  
(d) Increase in urbanization
16. Is the integration of world economy into a single market through removal of trade barriers between countries?
- (a) Privatization  
(b) Liberalization  
(c) Globalization  
(d) Both (a) and (b)

17. Export promotion is concerned with
- (a) Privatization
  - (b) Globalization
  - (c) Liberalization
  - (d) None of the above
18. Rise in GDP lead to rise in
- (a) Increase in new taxes
  - (b) Cost of Production
  - (c) Disposable income of people
  - (d) None of the above
19. Privatization of ownership through sale of equity share is called
- (a) Disinvestment
  - (b) Denationalization
  - (c) Contracting
  - (d) None of the options
20. Public Enterprise is defined as \_\_\_\_\_
- (a) An organization run by joint efforts of Centre and State Governments
  - (b) An organization which caters to the needs relating to public utilities
  - (c) An organization in which capital is invested by public.
  - (d) An organization owned and managed by public

21. Which among the following is not opened for private sector participation?
- (a) Power sector
  - (b) Telecommunication sector
  - (c) Education sector
  - (d) Railways
22. A monopolistic trade practice is deemed to be prejudicial to public interest except when
- (a) Authorized by Central Government
  - (b) Authorized by State Government
  - (c) Authorized by Supreme Court
  - (d) None of the above
23. Which among these is not a method of privatization?
- (a) Denationalization
  - (b) Franchising
  - (c) Sale of Business
  - (d) All of these
24. The pre-liberalization era of Indian Economy was under the grip of
- (a) Unemployment
  - (b) Under-employment
  - (c) Fiscal Deficit
  - (d) Unfavorable and alarming balance of payment



25. Which among these can be condition for the success of privatization?
- (a) Alternative institutional arrangements
  - (b) Barriers to enter the market
  - (c) Measurability of performance
  - (d) All of the above
26. Which of the following steps under the fiscal policy is an example for stabilizing the economy?
- (a) Making payments towards unemployment insurance benefits
  - (b) Making payments towards pensions for retired military personnel
  - (c) Allocating more capital for spending on construction of national highways
  - (d) Decreasing the supply of money within the economy
27. Which of the following agencies is responsible for formulating the Fiscal Policy in India?
- (a) Securities and Exchange Board of India (SEBI)
  - (b) Reserve Bank of India (RBI)
  - (c) Ministry of Finance, Government of India
  - (d) National Bank for Agricultural and Rural Development (NABARD)
28. Under the Consumer Protection Act, the rights of a consumer do not include to be
- (a) Safety
  - (b) Choose
  - (c) Presented
  - (d) Informed

29. How many rights does a consumer have under the Consumer Protection Act?
- (a) 8                               (b) 6  
(c) 4                               (d) 5
30. When did The Environment (Protection) Act, 1986, come into force?
- (a) 01 April 1986  
(b) 01 March 1986  
(c) 01 May 1986  
(d) 19 November 1986
31. Which section of The Environment (Protection) Act, 1986 deals with the Offences by companies?
- (a) Section 16 of the Environment (Protection) Act, 1986  
(b) Section 14 of the Environment (Protection) Act, 1986  
(c) Section 13 of the Environment (Protection) Act, 1986  
(d) Section 18 of the Environment (Protection) Act, 1986
32. Reduction in the role of public sector is due to
- (a) Political Environment  
(b) Privatization  
(c) Globalization  
(d) Liberalization

33. A possible obstacle to growth of privatization is
- (a) Sale of least profitable enterprises
  - (b) Profit earned by public enterprises
  - (c) Licensing
  - (d) All the options

**Part B**

(7 × 6 = 42)

Answer **all** questions by choosing either (a) or (b).

34. (a) Explain in detail about the dynamic factors of environment.

Or

- (b) Describe the legal and ecological environment in detail.

35. (a) Explain the role of Government in business.

Or

- (b) Describe briefly about the promotion schemes of the Government of India.

36. (a) What is regional disparities? How do you overcome the regional disparities in India?

Or

- (b) Outline the structure of financial market in India.

37. (a) What is Export and import policy? Explain its significance.

Or

- (b) What is trade union? Enumerate the merits and demerits of registered trade union.

38. (a) What is industrial licensing? Explain the procedure and exemption of getting license.

Or

(b) Explain the role of information technology in business.

39. (a) Distinguish between primary and secondary market.

Or

(b) Describe the services rendered by the store markets.

40. (a) What is LPG? Describe the uniqueness of LPG.

Or

(b) Explain briefly the law relating to consumer protection.

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**N-0092**

**Sub. Code**

**205423/**

**205523/**

**205623/**

**205723/**

**205823**

**COMMON FOR ALL M.B.A. (G)/FM/LM/T/HRM DEGREE  
EXAMINATION, MAY 2022 & DEC 2022**

**ONLINE PROGRAMME EXAMINATIONS**

**Second Semester**

**BUSINESS LAWS**

**(CBCS – 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**Part A**

(33 × 1 = 33)

Answer **all** questions.

1. An agreement enforceable by law is \_\_\_\_\_  
(a) agreement                      (b) contract  
(c) offer                                (d) promise
2. Contract which is made by words spoken or written or both is called \_\_\_\_\_ contract.  
(a) Quasi                                (b) Express  
(c) Declaration                      (d) Simple
3. An offer must be \_\_\_\_\_ before it lapses.  
(a) changed                              (b) accepted  
(c) countered                          (d) destroyed

4. The performance of the conditions of a proposal or the acceptance of any consideration for a reciprocal promise which may be offered with a proposal is an \_\_\_\_\_ of the proposal.
- (a) Acceptance
  - (b) Mutual acceptance
  - (c) Written acceptance
  - (d) Reciprocal promise
5. Consideration to a contract moves at the desire of \_\_\_\_\_
- (a) Businessman
  - (b) Promisor
  - (c) Minister
  - (d) Valuer
6. As a general rule, an agreement made without consideration is \_\_\_\_\_
- (a) Void
  - (b) Voidable
  - (c) Valid
  - (d) Unlawful
7. In a contract of indemnity the right of the indemnifier is similar to that of the \_\_\_\_\_
- (a) debtor
  - (b) creditor
  - (c) surety
  - (d) agent
8. The term property in Sale of Goods Act refers to \_\_\_\_\_
- (a) Ownership
  - (b) Possession
  - (c) Real Estate
  - (d) Government Office
9. A Finder of lost goods is a \_\_\_\_\_
- (a) Bailor
  - (b) Bailee
  - (c) True owner
  - (d) Thief

10. There are ——— implied conditions in a contract of sale.
- (a) Six                      (b) Eight  
(c) Seventeen              (d) Zero
11. Resisting the officer of the force for the recovery of the Railway property found in unlawful possession is punishable under section ———
- (a) 180 IPC                  (b) 183 IPC  
(c) 183 CrPC                (d) 184 IPC
12. 'A' permits a coolie to put his luggage to a carriage. The contract comes into existence as soon as the coolie puts the luggage. So 'A' has only to fulfill his part. This is an example for \_\_\_\_\_
- (a) unilateral contract  
(b) bilateral contract  
(c) implied contract  
(d) executed contract
13. In India, the law regulating the Negotiable instruments are \_\_\_\_\_
- (a) Banking Regulation Act 1949  
(b) Reserve Bank of India Act 1934  
(c) Negotiable Instruments Act 1881  
(d) Companies Act 1956
14. A drawer in the bill of exchange can also be a \_\_\_\_\_
- (a) Paymaster              (b) Payee  
(c) Banker                  (d) Creditor

15. \_\_\_\_\_ is concerned with overseas trade.
- (a) Life Insurance (b) Non-life insurance  
(c) Marine insurance (d) Fire insurance
16. \_\_\_\_\_ is a social device for eliminating or reducing the loss of society from certain risk.
- (a) Premium (b) Policy  
(c) Insurance (d) Contract
17. A partnership for which no period or duration is fixed, under the Partnership Act, 1932 known as \_\_\_\_\_
- (a) General partnership  
(b) Partnership at will  
(c) Particular partnership  
(d) Co-ownership
18. Partnership Firm Agreement is known as \_\_\_\_\_
- (a) Partnership Contract  
(b) Partnership Deed  
(c) Partnership Act  
(d) Agreement
19. Minimum paid up share capital in case of a public company is \_\_\_\_\_
- (a) 1 lakh (b) 3 lakhs  
(c) 5 lakhs (d) 7 lakhs
20. Memorandum of Association does not include \_\_\_\_\_
- (a) Subscription Clause  
(b) Capital Clause  
(c) Liability Clause  
(d) Assets Clause



21. \_\_\_\_\_ is a legal person which capable of perpetual succession and common seal.
- (a) Company
  - (b) Firm
  - (c) Voluntary Association
  - (d) Partnership
22. \_\_\_\_\_ Acts as the official signature of the company.
- (a) Registration            (b) Special resolution
  - (c) Legal entity            (d) Common seal
23. The authentication to be affected by use of asymmetric crypto system and hash function is known as \_\_\_\_\_
- (a) Public key            (b) Private Key
  - (c) Digital Signature (d) e-governance
24. The things Carried out by means of electronic data interchange, and other means of electronic communication is commonly referred to as \_\_\_\_\_
- (a) e-communication (b) e-governance
  - (c) e-record            (d) e-commerce
25. The RTI Act gives right to seek information from the following
- (a) Private companies
  - (b) MNCs
  - (c) Public authorities
  - (d) Associations

26. The first Indian state that introduced the law on RTI was \_\_\_\_\_
- (a) Tamil Nadu            (b) U.P.  
(c) Maharashtra        (d) Gujarat
27. Legal position of a promoter of a company is \_\_\_\_\_
- (a) That of an agent  
(b) That of a Trustee  
(c) In a judiciary capacity  
(d) That of a solicitor
28. On a winding up order being made, the company's property comes under the custody of \_\_\_\_\_
- (a) Central Government  
(b) Tribunal  
(c) Share holders  
(d) Liquidator
29. The term \_\_\_\_\_ means putting a person under fear
- (a) Coercion                (b) Fraud  
(c) Mistake                (d) Undue Influence
30. Maturity of the instrument is the date on which the instrument is \_\_\_\_\_
- (a) Noted                    (b) Due  
(c) Made                    (d) Dishonoured
31. Discharge of Contract means
- (a) termination of contract  
(b) postponing of contract  
(c) temporary injunction  
(d) discharge of parties

32. No public notice to be given in the case of \_\_\_\_\_

- (a) minor attending majority
- (b) retirement of a partner
- (c) death of a partner
- (d) admission of a partner

33. A quasi - contract \_\_\_\_\_

- (a) is a contract
- (b) is an agreement
- (c) creates only a legal obligation
- (d) illegal agreement

**Part B**

(7 × 6 = 42)

Answer **all** questions by choosing either (a) or (b).

34. (a) Explain various kinds of contract on the basis of the formation and performance.

Or

(b) What is offer? Explain the features of valid offer.

35. (a) Explain the various modes of discharge of a contract.

Or

(b) Describe the Contract of Indemnity and rights of indemnity holders.

36. (a) Explain the circumstances under which conditions can be treated as warranty.

Or

(b) Discuss the rights and immunities of the carrier under the Carriage of Goods by Sea Act, 1925.

37. (a) Describe the various types of Negotiable Instruments.

Or

(b) Explain the essentials of valid insurance contract.

38. (a) Explain the essential elements of a Partnership.

Or

(b) Distinguish between Memorandum of association and Article of Association.

39. (a) Briefly state the provisions of the Companies Act, 1956, regarding the mode of appointment of the directors of a Company.

Or

(b) Discuss briefly various stages involved in the formation of a company.

40. (a) What is meant by Digital Signature Certificate as under the IT Act, 2000? Discuss the legal framework of issuing the digital signature certificate.

Or

(b) Explain the procedure relating to Appeals and Penalties provided under the Right to Information Act, 2005.

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**N-0093**

**Sub. Code**

**205424/205524/205624/  
205724/205824**

**COMMON FOR ALL M.B.A. (G) / FM / LM / T / HRM  
DEGREE EXAMINATION,  
MAY 2022 & DEC 2022**

**ONLINE PROGRAMME EXAMINATIONS**

**Second Semester**

**MANAGEMENT INFORMATION SYSTEM**

**(CBCS – 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**Part A**

(33 × 1 = 33)

Answer **all** questions.

1. The information of MIS comes from the
  - (a) internal source
  - (b) external source
  - (c) both internal and external source
  - (d) none of the above
  
2. The term used to describe those people whose jobs involve sponsoring and funding the project to develop, operate, and maintain the information system is
  - (a) information worker      (b) internal system user
  - (c) systems owner              (d) external system user

3. The flow of information through MIS is
  - (a) organization dependent
  - (b) information-dependent
  - (c) need dependent
  - (d) management dependent
  
4. DSS stands for \_\_\_\_\_.
  - (a) Decision Support System
  - (b) Decide Support System
  - (c) Decision Supplier System
  - (d) Decide Supplier System
  
5. Quality of information will be high if the information is delivered
  - (a) on time
  - (b) before time
  - (c) after a lot of time
  - (d) on real-time
  
6. Processed data leads to
  - (a) vision
  - (b) revision
  - (c) information
  - (d) knowledge
  
7. An organization is
  - (a) an animal
  - (b) a collection of people
  - (c) a collection of people and processes for attaining a pre-defined objective
  - (d) management
  
8. Inventory management leads to
  - (a) better materials management
  - (b) better finance management
  - (c) both (a) and (b)
  - (d) only (a)

9. Controls are of  
(a) 2 types (b) 3 types  
(c) 4 types (d) 5 types
10. If a system modifies itself with changes in its environment it is called  
(a) complex system (b) adaptive system  
(c) abstract system (d) deterministic system
11. Decision support systems help in making \_\_\_\_\_ decision  
(a) structured (b) unstructured  
(c) nonsense (d) none
12. Porter's model deals with \_\_\_\_\_ forces.  
(a) 4 (b) 3  
(c) 5 (d) none
13. Strategic information systems  
(a) are systems that have a strategic role in the organization  
(b) that are strategically located in the organization  
(c) that are used to play strategy games  
(d) none of the above
14. IS planning has \_\_\_\_\_ levels.  
(a) 1 (b) 2  
(c) 3 (d) 4
15. Long-range planning is done with a time horizon of  
(a) more than 10 years  
(b) 2-3 years  
(c) 5-10 years  
(d) none of the above

16. SSAD deals with
- (a) system analysis
  - (b) system design
  - (c) both (a) and (b)
  - (d) none of the above
17. DFD stands for
- (a) Data Flow Diagram
  - (b) Data Flow Design
  - (c) Data Fundamental Diagram
  - (d) Data Fundamental Design
18. BPR principles are
- (a) capturing data once
  - (b) link parallel activities
  - (c) both (a) and (b)
  - (d) either (a) or (b)
19. Feasibility study entail \_\_\_\_\_ steps
- (a) 2
  - (b) 3
  - (c) 4
  - (d) 5
20. RFP stands for
- (a) Request For Plan
  - (b) Resolution For Project
  - (c) Request For Project
  - (d) Request For Proposal
21. Successful implementation to a large extent depends on
- (a) diligent project management
  - (b) time management
  - (c) cost management
  - (d) people management



22. Data warehousing
- (a) is storage of transaction data
  - (b) all data of the organization required for decision making
  - (c) both (a) and (b)
  - (d) none of the above
23. Find the names of all customers with poor credit rating
- (a) the above query requires data mining to answer
  - (b) the above query requires data warehousing to answer
  - (c) both (a) and (b)
  - (d) none of the above
24. RFID stands for
- (a) Radio Frequent Identification
  - (b) Radiology Frequent identification
  - (c) Radio Frequency Identification
  - (d) Radio Frequency Identifier
25. Incident response is a \_\_\_\_\_ step process
- (a) 2
  - (b) 4
  - (c) 6
  - (d) 8
26. Data centers can have
- (a) 1 tier
  - (b) 2 tiers
  - (c) 3 tiers
  - (d) 4 tiers
27. ISO/IEC 9126 standard relates to
- (a) quality assurance
  - (b) quality planning
  - (c) quality agenda
  - (d) quality making

28. DSS has a
- (a) model
  - (b) user interface
  - (c) both (a) and (b)
  - (d) either (a) or (b)
29. ERP stands for
- (a) Enterprise Resource Planner
  - (b) Enterprise Resource Planning
  - (c) Enterprise Recovery Planning
  - (d) Enterprise Recover Planner
30. CRM deals with
- (a) customer satisfaction
  - (b) customer support
  - (c) customer management
  - (d) all of the above
31. KM stands for
- (a) Knowledge Management
  - (b) Known Management
  - (c) Knowledge Manager
  - (d) Known Manager
32. When a bank uses the information to launch a personalized credit card product this
- (a) manages risks
  - (b) creates a new opportunity
  - (c) adds values
  - (d) reduces costs

33. The most important attribute of information quality that a manager requires is:

- (a) media
- (b) presentation
- (c) timeliness
- (d) relevance

**Part B** (7 × 6 = 42)

Answer **all** questions by choosing either (a) or (b).

34. (a) Explain the role of information in the decision-making process.

Or

(b) Explain the growing trends in modern business that demand the use of MIS.

35. (a) Enumerate the merits and limitations of MIS.

Or

(b) Explore the benefits that ERP systems offer to organizations.

36. (a) Discuss the role of the executive support system in an organization.

Or

(b) What are the recent developments in information technology? Discuss.

37. (a) Describe the variety of services being offered by BBS.

Or

(b) Discuss the need for optical fiber communication.

38. (a) How does MIS help in product development? Explain with the help of an example.

Or

(b) Explain the golden rules of client-server implementation.

39. (a) Discuss the administration business, and consumer models of e-commerce.

Or

(b) Discuss the difference between online processing and online real-time processing.

40. (a) Discuss the significance of MIS in businesses globally.

Or

(b) Discuss the different phases involved in hacking a network.

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**N-0094**

**Sub. Code**

**205425/**

**205525/**

**205625/**

**205725/**

**205825**

**COMMON FOR ALL M.B.A. (G)/FM/LM/T/HRM DEGREE  
EXAMINATION, MAY 2022 & DEC 2022**

**ONLINE PROGRAMME EXAMINATIONS**

**Second Semester**

**HUMAN RESOURCE MANAGEMENT**

**(CBCS – 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**Part A**

**(33 × 1 = 33)**

Answer **all** the questions.

1. Human resource management is amalgam of \_\_\_\_\_
  - (a) Job analysis, recruitment and selection
  - (b) Social behavior and business ethics
  - (c) Organizational behavior and personal management and industrial relation
  - (d) Employer and employees
  
2. Following are the characteristics of HRM except \_\_\_\_\_
  - (a) Pervasive function
  - (b) Interdisciplinary function
  - (c) Integrating mechanism
  - (d) Job oriented

3. Challenges faced by Human resource management includes
  - (a) Technological changes, workforce diversity, globalization
  - (b) Productivity, career planning
  - (c) Compensation management
  - (d) Downsizing and voluntary retirement scheme
4. Human resource management means
  - (a) A method which an organization collects, maintains and reports information on people and jobs
  - (b) The process of integrating the employees' needs and aspirations with organizational needs
  - (c) The process of bringing people and organization together so that the goals of each are achieved
  - (d) The efforts to make life worth living for workers
5. A list, consisting of job duties and responsibilities, part of
  - (a) Job descriptions
  - (b) Job analysis
  - (c) Job specifications
  - (d) Both (a) and (c)
6. Job Analysis is a systematic procedure for securing and reporting information defining
  - (a) Specific job
  - (b) Specific product
  - (c) Specific service
  - (d) All of these

7. The process of analyzing jobs from which job descriptions are developed are called \_\_\_\_\_
- Job analysis
  - Job evaluation
  - Job enrichment
  - Job enlargement
8. What is that describes the duties of the job, authority relationship, skills requirement, conditions of work etc.
- Job analysis
  - Job enlargement
  - Job enrichment
  - Job evaluation
9. \_\_\_\_\_ can be promoted for the top level job.
- Potential employees
  - Legal employees
  - Skilled employees
  - Trained employees
10. How many stages does the recruitment process comprise of?
- (a) 2                                (b) 6  
(c) 9                                 (d) 5
11. What is the natural perception of people on the process of recruitment and selection?
- Positive
  - Negative
  - Both positive and negative
  - None of the above

12. What is the main objective of the recruitment and selection process?
- (a) Recruit the right candidates
  - (b) Meet the high labor turnover
  - (c) To reduce the costs of recruiting
  - (d) None of the above
13. An interview in which, the candidate is asked about behavior in past for given situation is
- (a) Situational interview
  - (b) Situational test
  - (c) Behavioral tests
  - (d) Job related questions
14. In group interview, questions are being asked from interviewee, known as \_\_\_\_\_
- (a) Panel interview
  - (b) Mass interview
  - (c) Computer interview
  - (d) None of above
15. An interview in which the candidates are asked about relevant past experiences is a
- (a) Situational interview
  - (b) Situational test
  - (c) Behavioral tests
  - (d) Job related questions



16. OJT stands for \_\_\_\_\_
- (a) On the job training
  - (b) On the job technique
  - (c) On the job technology
  - (d) Off the job training
17. Training process is
- (a) Short term
  - (b) Medium term
  - (c) Long term
  - (d) None of these
18. In training, a training centre is set-up and actual job conditions are duplicated or simulated in it
- (a) Classroom
  - (b) Apprenticeship
  - (c) Internship
  - (d) Vestibule
19. Off the job training method includes:
- (a) Vestibule training
  - (b) Syndicate
  - (c) Sensitivity training
  - (d) All of these
20. Simulation technique of off the job method includes:
- (a) Role playing
  - (b) Case study
  - (c) Management game
  - (d) All of these

21. Methods of training and development are
- (a) Off the job
  - (b) On the job
  - (c) Both (a) and (b)
  - (d) None of these
22. Which of the following would not be a part of a flexible reward package?
- (a) Performance-related pay
  - (b) Non-pay items such as child care vouchers
  - (c) Cafeteria benefits
  - (d) Ability to buy and sell leave days
23. Which one of the following is time based incentive plan?
- (a) Henrick Plan
  - (b) Merck Plan
  - (c) Rowan Plan
  - (d) Emily Plan
24. \_\_\_\_\_ means putting together the entire properly evaluated standard wages rates, which are arranged in sequence according to evaluation of the job and size of the rate?
- (a) Wage rate
  - (b) Wage scale
  - (c) Wage factors
  - (d) Wage grade

25. \_\_\_\_\_ is a wage received by a worker for a unit of time or production excluding special payments for overtime, night work and incentive earning?
- (a) Wage rate
  - (b) Wage scale
  - (c) Nominal wages
  - (d) Real wage
26. Problem of \_\_\_\_\_ is lead to the majority of disputes in industry.
- (a) Salaries
  - (b) Benefits
  - (c) Wages
  - (d) All of the above
27. \_\_\_\_\_ provides assistance to top-level management for strategic plans.
- (a) Center of expertise
  - (b) Transactional HR group
  - (c) Embedded HR group
  - (d) Corporate HR group
28. Industrial action generally does not include \_\_\_\_\_
- (a) Strike
  - (b) Block-out
  - (c) Demonstration
  - (d) Bandh

29. Concept of MBO was first developed by \_\_\_\_\_
- (a) Peter Drucker
  - (b) Douglas McGregor
  - (c) Henry Fayol
  - (d) Clayton P. Alderfer
30. \_\_\_\_\_ is a performance appraisal technique in which appraiser's rate critical employee behavior.
- (a) MBO
  - (b) BARS
  - (c) BOS
  - (d) BOSS
31. Qualitative job evaluation method are
- (a) Ranking
  - (b) Grading
  - (c) Point Rating
  - (d) Both (a) and (b)
32. Welfare is associated \_\_\_\_\_ in HRM.
- (a) Staff
  - (b) Product
  - (c) Service
  - (d) Role
33. Which of the following was the first registered trade union of India?
- (a) Hind Mazdoor Sabha
  - (b) Bharatiya Mazdoor Sangh
  - (c) Madras Labor Union
  - (d) Indian National Trade Union Congress

**Part B**

(7 × 6 = 42)

Answer **all** questions, by choosing either (a) or (b).

34. (a) Define HRM, Explain the functions of HRM.

Or

- (b) Explain the roles and responsibilities of HR department.

35. (a) What is human resource policy? Explain the need and process involved in human resource policy.

Or

- (b) What is recruitment? How do you recruitment employees in private sector?

36. (a) What is an interview? How does IT companies conduct interview to select lower level officers?

Or

- (b) Describe the methods of training for workers in manufacturing companies.

37. (a) What is human resource accounting? Discuss the Salient Features of this accounting.

Or

- (b) Write short note on wages and salary administration.

38. (a) Explain the employment retention strategies for production and service industry.

Or

- (b) Elaborate significance of career planning and development.

39. (a) Explain the following

- (i) Promotion
- (ii) Demotions
- (iii) Transfers

Or

(b) Discuss about the employee welfare and safety measures.

40. (a) What is meant by job evaluation? How do you evaluate jobs in public companies?

Or

(b) What is collective bargaining? When and how the employees of a service sectors use this concepts. Enumerate its uniqueness.

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**N-0153**

**Sub. Code**

**205431/**

**205531/**

**205631/**

**205731/**

**205831**

**Common for M.B.A. (G)/FM/LM/T/HRM DEGREE  
EXAMINATION,  
MAY 2022 AND DECEMBER 2022**

**ONLINE PROGRAMME EXAMINATIONS**

**Second Year – Third Semester**

**MARKETING MANAGEMENT**

**(CBCS – 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**Part A**

(33 × 1 = 33)

Answer **all** questions.

1. \_\_\_\_\_ Concept highlights the importance of aggressive pushing and promotion of products.  
(a) Sales                      (b) Selling  
(c) Marketing                (d) Social marketing
  
2. \_\_\_\_\_ concept believes in achieving profits and conquering markets through new product, product excellence.  
(a) Production                (b) Product  
(c) Marketing                 (d) Selling

3. The process of dividing the market of a product or service in smaller groups of customers is \_\_\_\_\_.
- (a) Positioning            (b) Segmentation
- (c) Targeting            (d) PLC
4. Multisegment marketing is practicing of \_\_\_\_\_ more than one market segment.
- (a) Targeting            (b) Positioning
- (c) Profiting            (d) Concentrating
5. \_\_\_\_\_ environment consists of the environment within the organization.
- (a) Macro            (b) External
- (c) Micro            (d) Public
6. Which one is NOT digital marketing method?
- (a) Data driven marketing
- (b) Content marketing
- (c) Search engine marketing
- (d) Direct marketing
7. The person who starts the process of considering a purchase is \_\_\_\_\_
- (a) Influencer            (b) Initiator
- (c) Payer            (d) Decider



8. \_\_\_\_\_ learning is the development of beliefs and attitude without reinforcement.
- (a) Classical conditioning
  - (b) Operant conditioning
  - (c) Cognitive learning
  - (d) Modeling
9. \_\_\_\_\_ interviews in marketing research involve interviewing consumer individually for one or two hours about a topic.
- (a) Panel
  - (b) Depth
  - (c) Stress
  - (d) Group
10. \_\_\_\_\_ containing outline of agreed brief, statement of objectives, scope and methods of research.
- (a) Preface
  - (b) List of content
  - (c) Methodology
  - (d) Appendices
11. At this stage, the company needs to ascertain whether the new products will fit in with the company's strategy and available resources.
- (a) Test marketing
  - (b) Idea screening
  - (c) Idea generation
  - (d) Final decision
12. \_\_\_\_\_ are market leaders and earn high revenues in BCG matrix.
- (a) Cash cows
  - (b) Dogs
  - (c) Stars
  - (d) Problem children

13. Product mix \_\_\_\_\_ is achieved by increasing the depth within a particular product line.
- (a) Expansion            (b) Diversification
- (c) Collaboration        (d) Modification
14. After crossing the introduction stage the product enters the \_\_\_\_\_ stage.
- (a) Maturity              (b) Growth
- (c) Decline                (d) Prosperity
15. Which facilitates the establishment of a mutually beneficial economic relationship and transfer of possession of goods?
- (a) Place                  (b) Pricing
- (c) Promotion             (d) Product
16. Charging different prices for different customers is \_\_\_\_\_ price.
- (a) Skimming              (b) Penetrative
- (c) Discriminatory        (d) Bundle
17. Manufacturer to industrial customers is a most common channel for \_\_\_\_\_ industrial products like heavy equipment and machines.
- (a) Expensive              (b) Less expensive
- (c) Repetitive              (d) Non-repetitive
18. If the service provider is geographically distant from the customers, \_\_\_\_\_ are used.
- (a) Internet                (b) Agents
- (c) Software                (d) Direct suppliers

19. Distribution \_\_\_\_\_ is deciding the number of outlets in a region or for a population.
- (a) Intensity            (b) Strategy  
(c) Channel            (d) Selectivity
20. A franchise is legal contract in which \_\_\_\_\_ and the intermediary agrees to each member's rights and obligation.
- (a) Retailer            (b) Wholesaler  
(c) Manufacturer    (d) Agent
21. \_\_\_\_\_ selling involves face to face contact with the customer.
- (a) Personal            (b) Impersonal  
(c) Indirect            (d) Online
22. Job \_\_\_\_\_ includes job title, duties, responsibilities, and technical requirements.
- (a) Analysis            (b) Description  
(c) Specification    (d) Design
23. \_\_\_\_\_ is a paid form of communication.
- (a) Personal selling    (b) Advertisement  
(c) Sales promotion    (d) Publicity
24. Stimulate the purchase of large stocks is one of the activities of \_\_\_\_\_
- (a) Publicity            (b) Personal selling  
(c) Sales promotion    (d) Advertisement

25. Advertising agencies are \_\_\_\_\_ by the advertiser to plan and execute commercial advertisement.
- (a) Served                      (b) Employed
- (c) Developed                  (d) Hired
26. A company's advertising \_\_\_\_\_ is a specified percentage of its current or expected sales revenue.
- (a) Budget                      (b) Plan
- (c) Mix                          (d) Strategy
27. In \_\_\_\_\_ attack, an aggressor attacks unguarded or weakly guarded markets.
- (a) Bypass                      (b) Frontal
- (c) Encirclement              (d) Flanking
28. Preemptive defense involves taking \_\_\_\_\_ steps to protect oneself from the imminent attack of a competition.
- (a) Adaptive                    (b) Reactive
- (c) Proactive                    (d) Directive
29. \_\_\_\_\_ segmentation refers to the practice of splitting up a unified system into many isolated segments.
- (a) Macro                        (b) Micro
- (c) Multi                         (d) Market mix

30. This is the process of focusing on a particular object in the environment for a certain period of time.
- (a) Selective attention
  - (b) Selective distortion
  - (c) Selective retention
  - (d) Selective perception
31. The process of managing groups of brands and product lines is called \_\_\_\_\_ planning.
- (a) Market                      (b) Sales
  - (c) Portfolio                      (d) Profit
32. The contractor decides on a price on the basis of expectations of how competitors will bid price is \_\_\_\_\_ pricing.
- (a) Sealed-bid                      (b) Going rate
  - (c) Perceived value                      (d) Target
33. In shipping break bulk cargo or general cargo are goods that must be loaded \_\_\_\_\_ and neither in intermodal containers nor in bulk as with oil or grain.
- (a) Together                      (b) Combine
  - (c) Directly                      (d) Individually

**Part B** (7 × 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) Discuss the modern marketing concept.
- Or
- (b) Describe the bases for marketing segmentation.
35. (a) Explain the internal marketing environment.
- Or
- (b) Describe the consumer buying process.

36. (a) Explain the process of marketing research.  
Or  
(b) Discuss the steps involved in new product development.
37. (a) Describe the stages of product line management.  
Or  
(b) State the objectives of pricing.
38. (a) Describe the types of physical distribution.  
Or  
(b) Discuss the choice considerations in marketing channel decisions.
39. (a) Compare and contrast personal selling and impersonal selling.  
Or  
(b) Describe online sales promotional activities with illustration.
40. (a) Explain the importance of media planning and selection in advertisement.  
Or  
(b) Describe the competitive strategies framing for leaders and challenges.
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**N-0154**

**Sub. Code**

**205432/205532/  
205632/205732/  
205832**

**M.B.A. DEGREE EXAMINATION,  
MAY 2022 AND DECEMBER 2022**

**ONLINE PROGRAMME EXAMINATIONS**

**Second Year – Third Semester**

**FINANCIAL MANAGEMENT**

**(Common for M.B.A. (G)/FM/LM/T/HRM)**

**(CBCS – 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**Part A**

**(33 × 1 = 33)**

Answer **all** questions.

1. Wealth maximization means maximizing the \_\_\_\_\_  
of a course of action.  
(a) NPV                      (b) IRR  
(c) Profit                      (d) Growth
2. The modern approach to Financial Management view  
(a) The total funds requirements of the firm.  
(b) The assets to be acquired.  
(c) The pattern of financing the assets  
(d) All of the above.
3. The financing of Long-term assets should be made from:  
(a) Short-term funds    (b) Debt funds  
(c) Long-term funds    (d) Equity funds

4. Liquidity and profitability are \_\_\_\_\_ goals for the finance manager.
- (a) Different
  - (b) Separate
  - (c) Competing
  - (d) Finance
5. Investment is the
- (a) Net additions made to the nation's capital stocks
  - (b) Person's commitment to buy a flat or house
  - (c) Employment of funds on asset to earn returns
  - (d) Employment of goods and services that are used in production process.
6. The time value of money exists not due to
- (a) Inflationary conditions exists for money.
  - (b) Personal Consumption preference is delayed.
  - (c) The possibility to increase profits.
  - (d) Forgoing reinvestments opportunities for sometime.
7. Market value of the shares are decided by
- (a) The respective companies
  - (b) The Investment Market
  - (c) The Government
  - (d) Shareholders
8. Capital budgeting is related to \_\_\_\_\_
- (a) Long term Assets
  - (b) Short term Assets
  - (c) Long term and Short term Assets
  - (d) Fixed Assets



9. SEBI imposes a blanket restriction on all short sales to prevent speculation in stocks. This will cause the market efficiency to
- (a) Increase
  - (b) Decrease
  - (c) No change
  - (d) None of the above
10. Indicate the odd-one in the following
- (a) Book building
  - (b) Green shoe option
  - (c) Underwriting
  - (d) Road Show
11. The cost of capital is not similar to one of the following
- (a) Cut-off rate
  - (b) Target rate
  - (c) Hurdle rate
  - (d) Internal rate of return
12. Future value interest factor takes \_\_\_\_\_
- (a) Compounding rate
  - (b) Inflation rate
  - (c) Discounting rate
  - (d) Deflation rate
13. Financial leverage helps one to estimate
- (a) Business risk
  - (b) Financial risk
  - (c) Production risk
  - (d) None of the above
14. The net operating income approach to capital structure is based on the assumption that
- (a) The overall cost of capital is constant
  - (b) The cost of Debt is constant
  - (c) The investors see the firm as a whole
  - (d) All of the above.
15. IRR of a project is that rate where NPV tends to:
- (a) Zero
  - (b) Less than 1
  - (c) More than 1
  - (d) 1

16. The net initial investment is divided by uniform increasing in future cash flows to calculate
- (a) Discounting period
  - (b) Investment period
  - (c) Payback period
  - (d) Earnings period
17. If greater risk is associated with receiving of future economic benefit, the \_\_\_\_\_ discount rate is adopted.
- (a) Lower
  - (b) Normal
  - (c) Higher
  - (d) Positive
18. Decision tree is most powerful for \_\_\_\_\_
- (a) Classification
  - (b) Prediction
  - (c) Both (a) and (b)
  - (d) None of these
19. Working capital management is managing
- (a) Short term assets and liabilities
  - (b) Long term assets
  - (c) Long term Liabilities
  - (d) Only short – term assets
20. The excess of current assets over current liabilities is called:
- (a) Net current assets
  - (b) Net working capital
  - (c) Working capital
  - (d) All of these

21. The meaning of inventory means
- (a) Stock of raw material and stores
  - (b) Stock of work in progress and semi finished goods
  - (c) Stock of finished goods
  - (d) All of the above
22. A high debtor turnover ratio indicates
- (a) Low amounts tied up in debtor balances
  - (b) Increases in sales turnover
  - (c) Efficient conversion of debtor into cash
  - (d) As stated in (a) and (c)
23. The availability of cash in the near future after taking account of financial commitments is known as
- (a) Liquidity
  - (b) Solvency
  - (c) Cash flow
  - (d) Cash rich
24. In a Miller-orr cash management model, 'z' represents
- (a) Upper Control limit
  - (b) Lower control limit
  - (c) Return Point
  - (d) Optimum point
25. The dividend irrelevance theorem to share valuation was propounded by
- (a) James E. Walter
  - (b) Myron Gordon
  - (c) Modigliani and Miller
  - (d) None of the above

26. MM theory in perfect market suggests that dividend payment
- (a) Has a positive impact on the value of the firm
  - (b) Has a negative impact on the value of the firm
  - (c) Has negligence impact on the firm
  - (d) None of the above
27. The dividend policy of the firm and its market price of share is determined by
- (a) Earnings per share
  - (b) Dividend Yield
  - (c) Price earning ratio
  - (d) Books value
28. Stock dividend is also known as
- (a) Scrip dividend      (b) Bonus shares
  - (c) Right shares      (d) Property dividend
29. Receivables arise
- (a) If the goods are sold on credit
  - (b) If the goods are sold in cash
  - (c) If the services are rendered on cash
  - (d) None of the above
30. Marketable securities are primarily
- (a) Short term debt instrument
  - (b) Short term equity shares
  - (c) Long term debt instrument
  - (d) Long term equity instrument

31. The fixed rate of \_\_\_\_\_ is payable on debentures.  
(a) Dividend (b) Commission  
(c) Interest (d) Brokerage
32. Cost of retained earnings is equal to  
(a) Cost of equity (b) Cost of debt  
(c) Cost of bank loan (d) Cost of term loans
33. The expansion of CAPM  
(a) Capital amount pricing models  
(b) Capital asset pricing model  
(c) Capital asset printing model  
(d) Capital amount printing model

**Part B** (7 × 6 = 42)

Answer **all** questions, choosing either (a) or (b).

34. (a) What are the objectives of financial management?  
Or  
(b) What are the various functions of a finance manager?
35. (a) Explain the relevance of time value of money in investment decisions.  
Or  
(b) Describe the different types of debentures.
36. (a) Briefly explain the various kinds of capital issues.  
Or  
(b) “Cost of capital is used by a company as a minimum benchmark for its yield” – Comment.

37. (a) Critically evaluate the MM theory on capital structure.

Or

(b) Enumerate the various methods for evaluation of capital expenditure projects.

38. (a) Explain the sensitivity analysis in capital budgeting.

Or

(b) Explain the significance of working capital.

39. (a) What are the ratios used in control of receivables?

Or

(b) Explain the Baumol model of cash management.

40. (a) Explain the assumptions and implication of Gordon's dividend model.

Or

(b) Explain the factors that influence the dividend policy of a firm.

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**N-0161**

**Sub. Code**

**205433C1/  
205533**

**M.B.A. DEGREE EXAMINATION,  
MAY 2022 AND DECEMBER 2022**

**ONLINE PROGRAMME EXAMINATIONS**

**Third Semester – Second Year**

**MANAGEMENT OF FUNDS  
(Common for M.B.A. (G) / (FM))  
(CBCS – 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**Part A**

(33 × 1 = 33)

Answer **all** questions.

1. Trade credit is a source of
  - (a) Long-term finance
  - (b) Medium-term finance
  - (c) Short-term finance
  - (d) None of the above
  
2. The physical possession of equity shares in cases of a GDR is with
  - (a) Depository
  - (b) No depository
  - (c) Foreign investor
  - (d) Custodian
  
3. \_\_\_\_\_ is the organisations, institutions that provide long term funds.
  - (a) Capital market
  - (b) Money market
  - (c) Primary Market
  - (d) Secondary Market

4. Which of the following are the instruments of money market?
- (a) Call money                      (b) Certificate of deposits  
(c) Trade bills                      (d) All of the above
5. The par value of the stocks and bonds outstanding is termed as
- (a) Capitalisation                      (b) Planning  
(c) Capital                              (d) Financial planning
6. The period of revival of business activity is termed as the period of
- (a) Fixed                                  (b) Recovery  
(c) Wind up                              (d) Excess of capital
7. The NI approach assumed
- (a)  $K_e$  is to be same and constant  
(b) There are no taxes  
(c)  $K_o$  falls as the degree of leverage  
(d) All the above
8. In NOI approach, which one of the following is constant?
- (a) Cost of Equity  
(b) Cost of Debt  
(c) Overall cost of capital (WACC) and  $k_d$   
(d)  $k_e$  and  $k_d$
9. The traditional approach is also known as
- (a) NI approach                      (b) NOI approach  
(c) MM approach                      (d) Intermediate approach



10. In the traditional approach, which one of the following remains constant?
- (a) Cost of equity                      (b) Cost of debt  
(c) WACC                                  (d) None of the above
11. In case of depression, it is better for a company to remain in:
- (a) Low gear  
(b) High gear  
(c) Shut down their business  
(d) None of the above
12. The taxes are ignored, the MM model is identical to:
- (a) NI approach  
(b) NOI approach  
(c) Traditional approach  
(d) All the above
13. In case of firms have ' $r > k$ ' the optimum dividend policy requires \_\_\_\_\_ dividend pay out ratio.
- (a) Zero                                      (b) Right share  
(c) Bonus share                              (d) None of the above
14. The policy concerning quantum of profits to be distributed as dividend is termed as \_\_\_\_\_.
- (a) Bonus                                      (b) Equity  
(c) Dividend                                  (d) Ratio
15. Cost of each component of capital is termed as \_\_\_\_\_ cost.
- (a) Specific                                      (b) Capital  
(c) Budget                                      (d) Other

16. MM approach assumes that \_\_\_\_\_ markets are perfect.
- (a) Capital (b) Specific  
(c) Historical (d) Financial
17. \_\_\_\_\_ refers to make-up of a firm's capitalisation.
- (a) Under capitalisation (b) Cost of capital  
(c) Over capitalisation (d) Capital structure
18. Optimum leverage can be defined as that mix of debt and equity which will \_\_\_\_\_ the market value of the firm.
- (a) Minimise (b) Price movement  
(c) Maximise (d) Volatility
19. Capital gearing refers to relationship between equity and:
- (a) Short term debt (b) Long term debt  
(c) Retained earnings (d) Goodwill
20. The personal leverage can replace corporate leverage is assumed by:
- (a) Traditional approach  
(b) MM model  
(c) Net income approach  
(d) Net operating income approach
21. It is risky to have both operating leverage and \_\_\_\_\_ Leverage at a high level.
- (a) Marketing (b) Financial  
(c) Combined (d) None of the above

22. The term trading on equity is generally used for \_\_\_\_\_ financial leverage.
- (a) Favourable                      (b) Non favourable  
(c) High                                (d) Low
23. A lease agreement grants lessee the right to \_\_\_\_\_.
- (a) Own the assets                  (b) Use the assets  
(c) Both                                (d) None of the above
24. A sale and lease back arrangement is suitable for a lessee having:
- (a) Liquidity crisis                (b) Surplus funds  
(c) High profit                        (d) Low profit
25. The liquidity and risk have
- (a) Direct relationship    (b) Inverse relationship  
(c) Both (a) and (b)        (d) No relationship
26. The term income has
- (a) More specific meaning as compared to profit  
(b) Less specific meaning as compared to profit  
(c) Synonymous meaning with profit  
(d) None of the above
27. Currency swap is a method of
- (a) Speculating in foreign exchange  
(b) Hedging against foreign exchange risk  
(c) Making money by banks  
(d) All the above
28. Euro-currency is a term used for denoting
- (a) Euro-dollar                      (b) US Dollar  
(c) Petro-Dollar                    (d) None of the above

29. A swap deal is basically governed by
- (a) Forward margin
  - (b) Buying and selling rate
  - (c) The currency involved
  - (d) Speculation
30. Issue of bonus shares may also be termed as \_\_\_\_\_ of profits of a company.
- (a) Market price
  - (b) Capitalisation
  - (c) Dividend
  - (d) Policy
31. Zero coupon bonds carry
- (a) No interest
  - (b) No maturity value
  - (c) Coupon for payment of interest
  - (d) Dividend
32. The arbitrage process is the behavioural foundation for the
- (a) MM Hypothesis
  - (b) Zero Based Hypothesis
  - (c) Null Hypothesis
  - (d) Alternative Hypothesis
33. Cost of capital serves as \_\_\_\_\_ rate for capital investment decisions.
- (a) Financial
  - (b) Equity
  - (c) Cut-off
  - (d) Dividend

**Part B**

(7 × 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) Detail the sources of funds available for the companies.

Or

- (b) Describe the mobilization of funds and elaborately pointed out the three sources of funds mobilization.

35. (a) Discuss the causes and consequences of financial system in allocation of funds.

Or

- (b) Discuss the methods of evaluation while fund allocation of the start up business.

36. (a) A limited company is considering investing in a project requiring a capital outlay of Rs.2.00,000. Forecast of annual income after depreciation but before tax is as follows:

|      |          |          |        |        |        |
|------|----------|----------|--------|--------|--------|
| Year | 1        | 2        | 3      | 4      | 5      |
| Rs.  | 1,00,000 | 1,00,000 | 80,000 | 80,000 | 40,000 |

Depreciation may be taken as 20% on original cost and taxation at 50% of net income. Calculate (i) Pay back period (ii) Rate of return on investment (iii) Rate of return on average investment. (iv) Discount cash flow method taking cost of capital at 10%.

Or

- (b) Bring out the factors which influence the financial planning.

37. (a) Elucidate the determinant of dividend policy of corporate enterprises.

Or

- (b) Explain the classification of cost of capital.

38. (a) Discuss the factors that determine the capital structure of a firm.

Or

- (b) The operating and cost data of Saranya Limited are as follows:

Sales 40,000 units at Rs.10 per unit

Variable cost at Rs.7.50 per unit

Fixed cost Rs.80,000 (Including 15% interest on Rs.2,00,000)

Calculate the operating, financial and combined leverages.

39. (a) ABC Leasing Limited has been approached by a client to write a five years lease on an assets costing Rs.10,00,000 and having estimated salvage value of Rs.1,00,000 thereafter. The company has a after tax required rate of return of 10% and its tax rate is 50%. It provides depreciation @33 1/3% on written down value of the asset. What lease rental will provide the company its after tax required rate of return?

Or

- (b) Describe the venture capital and elaborately pinpointed the Pros and cons of the venture capital.

40. (a) You can assuming like an investor and clarify the multilateral financing institutions and benefits.

Or

- (b) Explain the relationship between risk and return.

**N-0162**

**Sub. Code**

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205534**

**M.B.A. DEGREE EXAMINATION,  
MAY 2022 AND DECEMBER 2022**

**ONLINE PROGRAMMES EXAMINATION**

**Second Year – Third Semester**

**INVESTMENT ANALYSIS AND PORTFOLIO  
MANAGEMENT**

**(CBCS – 2020 onwards)**

**Common For MBA (G) / (FM)**

Time : 2 Hours

Maximum : 75 Marks

**Part A**

(33 × 1 = 33)

Answer **all** questions.

1. An investor invests in assets known as
  - (a) Securities
  - (b) Block of Assets
  - (c) Portfolio
  - (d) None of the above
  
2. Which one of the following is shown first when the assets are arranged in the order of their liquidity?
  - (a) Investment
  - (b) Cash in hand
  - (c) Debtors
  - (d) None of the above
  
3. Employment of funds with the aim of achieving additional income is known as \_\_\_\_\_.
  - (a) Investment
  - (b) Speculation
  - (c) Gambling
  - (d) Biting

4. Over the period, investors determine the compound growth rate of an investment by
- (a) Arithmetic median
  - (b) Arithmetic mean
  - (c) Calculus mean
  - (d) Geometric mean
5. Investors agree to invest in high-risk investments if only
- (a) There is any true speculations
  - (b) The predicted return is satisfactory for taking a risk
  - (c) There are no safe options except for holding cash
  - (d) The return is short
6. \_\_\_\_\_ is based on tips, rumours and hunches, unplanned and without knowledge of the exact nature of risk.
- (a) Investment                      (b) Speculation
  - (c) Gambling                        (d) Arbitrage
7. Which of the following investment areas is heavily tied to work using mathematical and statistical models?
- (a) Security analysis
  - (b) Portfolio management
  - (c) Institutional investing
  - (d) Retirement planning
8. \_\_\_\_\_ is financial assets.
- (a) Bonds                              (b) Machines
  - (c) Stocks                             (d) (a) and (c)



9. Which of the following would be considered a risk-free investment?
- (a) Gold
  - (b) Equity in a house
  - (c) High-grade corporate bonds
  - (d) Treasury bills
10. Which of the following securities have potentially the highest risk level, and also have the highest potential return?
- (a) Commercial paper
  - (b) Bonds
  - (c) Preferred stocks
  - (d) Derivative securities
11. Savings accounts are \_\_\_\_\_ but are not \_\_\_\_\_.
- (a) Negotiable; liquid
  - (b) Marketable; liquid
  - (c) Liquid; personal
  - (d) Liquid; marketable
12. Which measures the systematic or non-systematic risk of a security?
- (a) Beta
  - (b) Standard deviation
  - (c) Variance
  - (d) Range

13. Who is called a father of fundamental analysis \_\_\_\_\_?
- (a) Benjamin Graham
  - (b) Tinbergen
  - (c) William
  - (d) Elliot Wave
14. The fundamental analysis approach has been associated with \_\_\_\_\_.
- (a) Uncertainties      (b) Certainties
  - (c) Ratios              (d) Balance sheet
15. The investment process begins with \_\_\_\_\_.
- (a) Investment policy
  - (b) Security analysis
  - (c) Portfolio construction
  - (d) Fundamental analysis
16. \_\_\_\_\_ Analysis refers the study of the variables that influence the future of a firm both qualitatively and quantitatively.
- (a) Company analysis
  - (b) Industry analysis
  - (c) Technical analysis
  - (d) Economic analysis

17. Technical analysis is useful \_\_\_\_\_
- (a) To make an estimate of growth in a stock market
  - (b) To find out the market forces influencing stock market
  - (c) To indicate the direction of the overall market
  - (d) To analyze the economic activity of government.
18. The Dow Theory was developed by \_\_\_\_\_.
- (a) Stock broker by the name of Dow
  - (b) An editor of Wall Street Journal by the name of Dow
  - (c) It was developed by Markowitz and Dow
  - (d) It was developed by Sharpe
19. In Dow Theory, secondary movements are those which last only for a short while are also known \_\_\_\_\_.
- (a) Corrections
  - (b) Random wiggles
  - (c) Narrow movements
  - (d) Fluctuations
20. The moving average in a time-series are free from the influences of:
- (a) Seasonal and cyclic variations
  - (b) Seasonal and irregular variations
  - (c) Trends and cyclical variations
  - (d) Trend and random variations

21. The common stock of a company must provide a higher expected return than the debt of the same company because
- (a) There is less demand for stock than for bonds
  - (b) There is greater demand for stock than for bonds
  - (c) There is more systematic risk involved for the common stock
  - (d) There is a market premium required for bonds
22. Consider a graph with standard deviation on the horizontal axis and expected return on the vertical axis. The line that connects the risk-free rate and the optimal risky portfolio is called:
- (a) Indifference curve
  - (b) Capital market line
  - (c) Characteristic line
  - (d) Security market line
23. Which of the following relates to industry analysis?
- (a) Infrastructure facilities
  - (b) Competitive forces
  - (c) Interest rate
  - (d) Market share
24. The process of addition of more assets in an existing portfolio is called \_\_\_\_\_?
- (a) Portfolio revision
  - (b) Portfolio addition
  - (c) Portfolio exchanging
  - (d) None of these

25. \_\_\_\_\_ is the process of combining together various investment assets to obtain optimum returns with minimum risk.
- (a) Portfolio construction
  - (b) Portfolio analysis
  - (c) Portfolio evaluation
  - (d) Portfolio revision
26. Modern portfolio theory is a contribution by \_\_\_\_\_.
- (a) William sharp
  - (b) Benchamin graham
  - (c) Stephen rose
  - (d) Harry Markowitz
27. Sharpe ratio and Treynor ratio measures which of the following:
- (a) Standard Deviation
  - (b) Risk adjusted returns
  - (c) Beta
  - (d) Alpha factor
28. MACD stands for
- (a) Managing asset class for dividend
  - (b) Multiple asset class deposit
  - (c) Moving average convergence divergence
  - (d) Main asset class deposit

29. \_\_\_\_\_ describes the relationship between systematic risk and expected return for assets, particularly stocks
- (a) CAPM
  - (b) PERT
  - (c) Sharpe ratio
  - (d) Treynor ratio
30. An efficient market is defined as one in which
- (a) All participants have the same opportunity to make the make the same returns.
  - (b) All participants have the same legal rights and transactions costs.
  - (c) Securities' prices quickly and fully reflect all available information
  - (d) Securities' prices are completely in line with the intrinsic value
31. Weak form market efficiency
- (a) Implies that the expected return on any security is zero.
  - (b) Incorporates semi-strong form efficiency
  - (c) Involves price and volume information
  - (d) Is compatible with technical analysis
32. Reward to volatility Ratio is also called as
- (a) Treynor ratio
  - (b) Sharp ratio
  - (c) Jensen ratio
  - (d) Book market Ratio
33. A \_\_\_\_\_ represents part ownership in a public firm.
- (a) Cumulative preferred stock
  - (b) Preference share
  - (c) Call option
  - (d) Common stock

**Part B**

(7 × 6 = 42)

Answer **all** questions by choosing either (a) or (b).

34. (a) Explain the types of investments.

Or

- (b) Explain the concepts of portfolio and portfolio management.

35. (a) Discuss briefly about derivatives instruments.

Or

- (b) Explain the computation of returns of individual security.

36. (a) Discuss about the fundamental analysis in portfolio management.

Or

- (b) Explain the Dow Theory and its application in technical analysis.

37. (a) Explain the types of chart patterns in detail.

Or

- (b) Write the concepts of Markowitz portfolio diversification.

38. (a) Describe the Lagrange multiplier method.

Or

- (b) Discuss about application of capital assets pricing model.

39. (a) Explain the concept of strongly efficient market forms.

Or

(b) Explain the Sharpe method of portfolio performance measurement.

40. (a) Discuss the need and methods of portfolio auditing.

Or

(b) Explain the Advantages of portfolio auditing.

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**N-0163**

**Sub. Code**

**205435C3/  
205535**

**COMMON FOR M.B.A. (G)/(FM) DEGREE  
EXAMINATION, MAY 2022 AND DECEMBER 2022**

**ONLINE PROGRAMME EXAMINATIONS**

**Second Year — Third Semester**

**FINANCIAL SERVICES AND INSTITUTIONS**

**(CBCS – 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**Part A**

**(33 × 1 = 33)**

Answer **all** questions.

Multiple choice questions.

1. \_\_\_\_\_ includes all activities involved in the transformation of savings into investment.  
(a) Financial system (b) Financial service  
(c) Economic system (d) Saving system
2. Underwriting of shares by a financial intermediary is a kind of \_\_\_\_\_ activity.  
(a) Fee based (b) Fund based  
(c) Both of these (d) None of these
3. \_\_\_\_\_ services are mainly provided to foreign investors.  
(a) Custodial services (b) Financial services  
(c) Factoring services (d) None of these

4. Term lending institutions are \_\_\_\_\_ market intermediaries.
- (a) Money market (b) Bill market  
(c) Capital market (d) None of these
5. The minimum net worth for the first category of merchant bankers is Rs. \_\_\_\_\_.
- (a) 2 crore (b) 5 crore  
(c) 1 crore (d) 10 crore
6. The small investors' gateway to enter into big companies is \_\_\_\_\_.
- (a) Equity shares (b) Debentures  
(c) Preference shares (d) Mutual fund
7. The process of selling trade debts of a client to a financial intermediary is called \_\_\_\_\_.
- (a) Bill discounting (b) Factoring  
(c) Securitisation (d) Materialisation
8. \_\_\_\_\_ is basically a savings and investment corporation.
- (a) UTI (b) IDBI  
(c) SBI (d) RBI
9. Secondary markets in treasury bills require involvement of \_\_\_\_\_ and \_\_\_\_\_.
- (a) Brokers, Dealers  
(b) Buyers, Sellers  
(c) Consumer, Producer  
(d) All of the above

10. Categories of securities issue:
- (a) Public issue
  - (b) Rights issue
  - (c) Private placement
  - (d) All of the above
11. Private placement covers \_\_\_\_\_.
- (a) Shares
  - (b) Preference shares
  - (c) Debentures
  - (d) All of the above
12. It is a process by which a demand for the securities proposed to be issued by a body corporate is elicited.
- (a) Book building
  - (b) Share certificate
  - (c) Promoter issue
  - (d) Circular
13. CRISIL has been promoted by \_\_\_\_\_ and \_\_\_\_\_.
- (a) ICICI, UTI
  - (b) IDBI, SBI
  - (c) AXIS, UTI
  - (d) PNB, SBI
14. The term \_\_\_\_\_ is defined as a central location for keeping securities on deposit.
- (a) Depository
  - (b) Instrument
  - (c) Institutions
  - (d) None of the above
15. The \_\_\_\_\_ is the apex organization in the Indian money market.
- (a) SBI
  - (b) RBI
  - (c) ICICI
  - (d) IDBI

16. Which of the following is not an asset held by Commercial Banks?
- (a) Bills of Exchange
  - (b) Current Account Deposits
  - (c) Money Lent at short Notice
  - (d) Credit Balances with the Reserve Bank
17. Which of the following combinations is correct?
- (a) NABARD-Industrial Loan
  - (b) RBI Long term Finance
  - (c) RRB-Agriculture Finance
  - (d) IDBI-Short Term Loans
18. Which of the following is not an organized sector in India?
- (a) Nationalized Banks
  - (b) Regional Rural Banks
  - (c) Cooperative Banks
  - (d) Chits and Money lenders
19. In which year was the Banking Regulation Act passed?
- (a) 1949
  - (b) 1955
  - (c) 1959
  - (d) 1969
20. Co-operative Societies Act was enacted in which year?
- (a) 1912
  - (b) 1949
  - (c) 1935
  - (d) 1913
21. At which of the following cities is the Head Office of the Reserve Bank of India located?
- (a) Mumbai
  - (b) New Delhi
  - (c) Kolkata
  - (d) Dehradun

22. The SEBI is the regulatory authority established under \_\_\_\_\_ of SEBI Act 1992.
- (a) Sec 3                      (b) Sec 4  
(c) Sec 5                      (d) Sec 6
23. An investor invests in assets known as a
- (a) Securities                  (b) Block of Assets  
(c) Portfolio                  (d) None of the above
24. Investors agree to invest in high-risk investments if only
- (a) There are any true speculations  
(b) The predicted return is satisfactory for taking a risk  
(c) There are no safe options except for holding cash  
(d) The return is short
25. Investments would score high only if there is a protection to
- (a) Real estate  
(b) Preferred stock  
(c) Government bonds  
(d) Common stock
26. Which of the following defines depreciation?
- (a) Destruction of a plant in a fire accident  
(b) Loss of equipment over time due to wear and tear  
(c) Closure of a plant due to labour trouble  
(d) Closure of a plant due to lockout

27. A contract between a buyer and a seller, entered on a particular date, regarding a transaction that they will fulfil at a later date, is known as \_\_\_\_\_.
- (a) Forward Contract (b) Future Contract  
(c) Fixed Contract (d) Derivative Contract
28. The markets where the transactions are done through computers, and telephones, without any specific location, are known as \_\_\_\_\_.
- (a) Over the counter markets  
(b) Capital counter markets  
(c) Past counter markets  
(d) Future counter markets
29. Which of the following is responsible for fluctuations in the Sensex?
- (a) Monetary policy  
(b) Fiscal policy  
(c) Political instability  
(d) All of the above
30. The forward exchange rate is the rate of exchange between two currencies that is \_\_\_\_\_.
- (a) Prevailing today for immediate delivery  
(b) Would prevail at a future date  
(c) Prevailing today for future delivery  
(d) None of the above

31. UTI, LIC etc are example of
- (a) Banking Institution
  - (b) Investment Institution
  - (c) NBFIs
  - (d) Development Bank
32. Credit Analysis and Research Ltd (CARE) commenced its operations in the \_\_\_\_\_ year.
- (a) 1993                      (b) 1994
  - (c) 1995                      (d) 1996
33. A Non-Banking Financial Company (NBFC) is a company registered under the Companies Act, \_\_\_\_\_.
- (a) 1956                      (b) 1957
  - (c) 1958                      (d) 1959

**Part B**

(7 × 6 = 42)

Answer **all** questions, choosing either (a) or (b).

34. (a) Describe the characteristics of financial service.
- Or
- (b) Distinguish the private and public placement of capital issues.
35. (a) Describe the functions of Merchant banking.
- Or
- (b) Explain the scheme of mutual fund services.

36. (a) Elucidate the regulation regarding mutual funds in India.

Or

(b) Describe the Importance of credit rating in India.

37. (a) Explain the factors contributing to the success of the rating system.

Or

(b) Detail the types of International credit rating institution available in India.

38. (a) Explicate the Role of UTI as an investment institution.

Or

(b) Describe the Concept and needs of NBFC to investors.

39. (a) Explain the Role of development financial institution in India.

Or

(b) Describe the functions of RBI.

40. (a) Describe the role of BSE and NSE in stock exchange.

Or

(b) Role of SEBI in global scenario.



**N-0204**

**Sub. Code**  
**205442C1/205541**

**M.B.A. (G)/(FM) DEGREE EXAMINATION,  
MAY 2022 AND DECEMBER 2022**

**ONLINE PROGRAMMES**

**Fourth Semester – Second Year**

**Common For MBA (G)/(FM)**

**FOREIGN EXCHANGE MANAGEMENT**

**(CBCS – 2020 onwards)**

Time : 3 Hours

Maximum : 75 Marks

**Part A**

(33 × 1 = 33)

Answer **all** questions.

1. Foreign exchange \_\_\_\_\_ is the price of a foreign currency.
  - (a) Tariff
  - (b) Market
  - (c) Rate
  - (d) Tax
  
2. The International Monetary System consists of \_\_\_\_\_
  - (a) Exchange rate arrangements
  - (b) Capital flows
  - (c) A collection of institutions, rules and conventions that govern its operations.
  - (d) All of the above

3. In the long run, \_\_\_\_\_ affect the exchange rate
- (a) Relative price levels
  - (b) Tariffs and quotas
  - (c) Productivity
  - (d) All of the above
4. Dirty floating is related to
- (a) Fixed system of exchange rate
  - (b) Flexible system of exchange rate
  - (c) Both (a) & (b)
  - (d) None of the above
5. The one important reason to study the purchasing power parity theory is
- (a) Investors should borrow in a foreign currency, when there is a forward discount
  - (b) When inflation rates differ across international borders, PPP provides a baseline forecast of future exchange rates
  - (c) Forecasting exchange rates is difficult and PPP makes it easier
  - (d) It provides currency dealers with a way to identify arbitrage opportunities

6. The increase in the value of foreign exchange rate which is done intentionally by the Government is called
- (a) Appreciation      (b) Depreciation
  - (c) Revaluation      (d) Devaluation
7. Foreign currency forward market is
- (a) An over-the-counter unorganized market
  - (b) Organized market without trading
  - (c) Organized listed market
  - (d) Unorganized listed market
8. Under fixed exchange rate system, the currency rate in the market is maintained Through
- (a) Rationing of foreign exchange
  - (b) Official intervention
  - (c) Centralising all foreign exchange operations
  - (d) None of the above
9. Commodities forward contract is
- (a) A contract in which the counterparties agree to exchange a commodity at some date in the future but at a price decided now.
  - (b) A contract in which the counterparties agree to exchange a commodity now but at a price decided in the future.
  - (c) A standardized exchange traded contract.
  - (d) The option but not the right to buy the underlying at some point in the future.

10. Currency swap is a method of
- (a) Hedging against foreign exchange risk
  - (b) Speculation in foreign exchange
  - (c) Leverage instrument used by cooperative banks
  - (d) Payment in international trade
11. Given are the methods of internally managing foreign exchange risk except, \_\_\_\_\_.
- (a) Exposure Netting
  - (b) Leading and Lagging
  - (c) Forward Contract
  - (d) Denomination in local Currency
12. The advantage of forward contracts over future contracts is that they
- (a) Are standardized (b) Have lower default risk
  - (c) Are more liquid (d) None of the above
13. Options on individual stocks are referred to as
- (a) Individual options (b) American options
  - (c) Futures options (d) Stock options
14. Transaction exposure can be hedged
- (a) By internal methods only
  - (b) By external methods only
  - (c) Either by internal methods or by external methods, but not by both
  - (d) Either by internal methods or by external methods or a combination of both

15. The swap arrangement where principal amounts are not exchanged, but periodical payments will be a
- (a) Currency swap
  - (b) Cross currency interest swap
  - (c) Interest rate swap
  - (d) Non-Financial swap
16. When inflation is a result of an increase in the price of factors of production, the result is \_\_\_\_\_
- (a) Stagflation
  - (b) Cost-push inflation
  - (c) Demand-pull inflation
  - (d) None of the above
17. Economic exposure does not deal with
- (a) Changes in real exchange rates.
  - (b) Future cash flow of the firm
  - (c) Expected exchange rate changes
  - (d) None of the above
18. If too much money is chasing too few goods. the resulting inflation is known as \_\_\_\_\_.
- (a) Stagflation
  - (b) Demand-pull inflation
  - (c) Cost-push inflation
  - (d) None of the above

19. The amount paid for an option is the
- (a) Strike price
  - (b) Premium
  - (c) Commission
  - (d) Discount
20. Futures contracts are regularly traded on the
- (a) Chicago Board of Trade
  - (b) Chicago Board of Options Exchange
  - (c) American Stock Exchange
  - (d) New York Stock Exchange
21. Options are contracts that give the purchasers the
- (a) The right to hold an underlying asset.
  - (b) The obligation to buy or sell an underlying asset.
  - (c) Option to buy or sell an underlying asset.
  - (d) The right to switch payment streams.
22. The cost of hedging through options includes
- (a) Option premium
  - (b) Interest on option premium till due date of the contract
  - (c) Both (a) and (b) above
  - (d) Above and differences between option price and spot price.
23. Translation exposure arises in respect of items translated at
- (a) Current rate
  - (b) Historical rate
  - (c) Average rate
  - (d) All the above

24. The acronym CIRCUS stands for
- (a) Current Interest Rate Swap.
  - (b) Circular Currency Swap a
  - (c) Combined Interest Rate and Currency Swap
  - (d) Combined Income Range Currency Swap
25. \_\_\_\_\_ is an effective method to control inflation in the economy.
- (a) Cash reserve ratio
  - (b) Selective control of credit
  - (c) Bank rate policy
  - (d) None of the above
26. Which of the following refers to an account that a bank holds in a foreign currency in another bank?
- (a) Nostro account      (b) Mastro account
  - (c) LORO account      (d) Capital account
27. Foreign currency exposure can be avoided by
- (a) Entering into forwards contracts
  - (b) Denominating the transaction in domestic currency
  - (c) Exposure netting
  - (d) None of the above

28. The exchange rates quoted by an authorized dealer to its customers are known as
- (a) Authorized rates
  - (b) Merchant rates
  - (c) Commercial rates
  - (d) Indirect rates
29. The rate applied when a foreign bills is purchased
- (a) TT buying rate
  - (b) Bill buying rate
  - (c) TT selling rate
  - (d) Bill selling rate
30. Rupee is partially convertible on
- (a) Current account
  - (b) Capital account
  - (c) Vostro account
  - (d) Nostro account
31. \_\_\_\_\_ is a significant change in the economic structure or growth rate that produce a major change in expected return of the investment.
- (a) Economic risk
  - (b) Exchange risk
  - (c) Transfer risk
  - (d) None of the above
32. \_\_\_\_\_ is a standardized contract to exchange one currency for another at a specified date in the future at an exchange rate which is fixed on the purchase date.
- (a) SWAPS
  - (b) Futures contract
  - (c) Options Contract
  - (d) Forward contract
33. \_\_\_\_\_ is such risk arising from the decisions by a foreign government to restrict capital movement.
- (a) Economic risk
  - (b) Transaction risk
  - (c) Exchange risk
  - (d) Transfer risk



**Part B**

(7 × 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) Give a brief note on indirect quotation and its market usages with suitable examples.

Or

- (b) Explain about forward rate and enumerate the steps to calculate forward rate.

35. (a) Discuss in detail about PPP as a Theory of Exchange Rate Determination.

Or

- (b) Enumerate the methods for forecasting exchange rates.

36. (a) Give a detailed note on the factors that affect forward rates.

Or

- (b) Discuss the various types of options.

37. (a) Write a detailed note on risk shifting.

Or

- (b) Discuss the reasons for using currency swaps.

38. (a) Enumerate the merits and demerits of inflation.

Or

- (b) Explain the economic consequences of exchange rate changes.

39. (a) Give a detailed note on LORO account.

Or

(b) Give a detailed note on the need for currency control measures.

40. (a) Discuss about the purpose of keeping foreign exchange reserves.

Or

(b) Explain about the monetary policy initiatives for exchange rate management.

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**N-0205**

**Sub. Code**

**205443C2/  
205542**

**M.B.A. (G/FM) DEGREE EXAMINATION,  
MAY 2022 AND DECEMBER 2022**

**ONLINE PROGRAMME EXAMINATIONS**

**Second Year — Fourth Semester**

**MULTINATIONAL FINANCIAL MANAGEMENT**

**(Common for M.B.A. (G/FM)**

**(CBCS – 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**Part A**

**(33 × 1 = 33)**

Answer **all** questions.

1. Because of globalization, the financial management function has become \_\_\_\_\_
  - (a) Outdated and complex
  - (b) Less demanding and complex
  - (c) More demanding and complex
  - (d) None of the above
  
2. International finance is concerned with \_\_\_\_\_
  - (a) Foreign direct investment
  - (b) Monetary systems of the world
  - (c) Answer (a) and (b)
  - (d) None of the above

3. India's foreign exchange rate is \_\_\_\_\_
- (a) Managed float
  - (b) Free float
  - (c) Fixed target band
  - (d) Fixed system
4. The foreign direct investment includes \_\_\_\_\_
- (a) Intellectual property
  - (b) Tangible goods
  - (c) Intangible goods
  - (d) None of the above
5. More expansion of foreign direct investment can boost \_\_\_\_\_
- (a) Demand                      (b) Employment
  - (c) Unemployment      (d) Money circulation
6. Tax on imports can be treated as \_\_\_\_\_
- (a) Trade barrier      (b) Foreign trade
  - (c) Collateral trade      (d) Terms of trade
7. International finance mainly discusses the issues related with monetary interactions of at least \_\_\_\_\_
- (a) One country
  - (b) Two or more countries
  - (c) Answer (a) and (b)
  - (d) None of the above

8. Which of the following is a legitimate reason for international investment?
- (a) Dividends from a foreign subsidiary are tax exempt in the United States
  - (b) There are possible benefits from international diversification
  - (c) International investments have less political risk than domestic investments.
  - (d) Most governments do not tax foreign corporations
9. Given a home country and a foreign country, purchasing power parity suggests that:
- (a) The home currency will appreciate if the current home inflation rate exceeds the current foreign inflation rate
  - (b) The home currency will depreciate if the current home inflation rate exceeds the current foreign inflation rate
  - (c) The home currency will depreciate if the current home interest rate exceeds the current foreign interest rate
  - (d) The home currency will depreciate if the current home inflation rate exceeds the current foreign interest rate Resource allocation
10. In equilibrium position, spread between foreign and domestic rate of interest must be equal to spread of
- (a) Domestic rates
  - (b) Forward rate
  - (c) Spot rates
  - (d) Forward and spot exchange rates

11. Which of the following is not true about Capital Budgeting?
- (a) Capital Budgeting decisions have an influence on the future stability of an organisation
  - (b) Sunk cost is a part of Capital Budgeting
  - (c) Capital Budgeting decisions include investments to expand the business
  - (d) Capital Budgeting decisions are of an irreversible nature
12. \_\_\_\_\_ is a project whose cash flows are not affected by the acceptance or rejection of other projects.
- (a) Risk-free project
  - (b) Independent project
  - (c) Low-cost project
  - (d) None of the above
13. Which of the following is true for a project with a shorter payback period?
- (a) The project will have more Net Present Value
  - (b) The project carries a lesser amount of risk
  - (c) The project will have less Net Present Value
  - (d) The project carries a greater amount of risk
14. Economic growth is normally coupled with
- (a) Inflation
  - (b) Deflation
  - (c) Trade deficit
  - (d) None of the above

15. Transfer pricing intends to arrive the arm's length price, for goods sold or services rendered by
- (a) One Enterprise to another enterprise
  - (b) One segment of an enterprise to another segment of the same enterprise.
  - (c) Both (a) and (b)
  - (d) Nither (a) nor (b)
16. Tax planning opportunities arise due to difference in \_\_\_\_\_ amongst various Countries
- (a) Tax rates
  - (b) Tax exemptions
  - (c) Both (a) and (b)
  - (d) Neither (a) nor (b)
17. The major current assets are
- (a) Accounts receivable
  - (b) Cash in hand
  - (c) Inventory
  - (d) All the above
18. \_\_\_\_\_ is not an advantage of trade credit
- (a) Flexibility
  - (b) Buyout financing
  - (c) Informality
  - (d) Easy availability
19. Capital intensive firms rely on \_\_\_\_\_
- (a) Retained earnings
  - (b) Short term debts
  - (c) Debt
  - (d) Equity

20. Receivables means \_\_\_\_\_
- I. Book debts
  - II. Debtors
  - III. Account receivables
- (a) (I) and (II)
  - (b) (II) and (III)
  - (c) (I) and III
  - (d) All of the above
21. Euro commercial paper is a form of \_\_\_\_\_ short term loan.
- (a) unsecured
  - (b) secured
  - (c) lowest possible
  - (d) none of the above
22. What kind of acceptance is known as when the bill is accepted without any condition?
- (a) Qualified acceptance
  - (b) Conditional acceptance
  - (c) General acceptance
  - (d) Blank acceptance
23. Which of the following agencies is responsible for formulating the Fiscal Policy in India?
- (a) Ministry of Finance, Government of India
  - (b) Securities and Exchange Board of India (SEBI)
  - (c) Reserve Bank of India (RBI)
  - (d) National Bank for Agricultural and Rural Development (NABARD)



24. Which of the following is included as a part of the capital budget for the government of India?
- (a) Loans provided to foreign governments
  - (b) Financial assistance provided by institutions like the World Bank and International Monetary Fund
  - (c) Expenditure made towards acquiring of foreign aircrafts
  - (d) All of the above
25. The cost of equity share or debt is known as
- (a) The related cost of capital
  - (b) The burden on the shareholder
  - (c) The specific cost of capital
  - (d) None of the above
26. Which of the following statements are true?
- (a) When the dividends, earnings and the price of an equity share are growing at the same rate, the dividend growth method can compute the cost of equity capital
  - (b) The risk premium for a stock is arrived at by adding the risk-free rate to the market rate of return
  - (c) Both (a) and (b) are false
  - (d) Both (a) and (b) are true
27. The type of bonds that pay coupon interests are classified as
- (a) Coupon bond
  - (b) Forward bond
  - (c) Interest bond
  - (d) Payment bond

28. Syndicated loan is a loan that is \_\_\_\_\_
- (a) Secured by Mortgages
  - (b) Unsecured
  - (c) Provided by Group of Banks
  - (d) Provided to a Group of Customers
29. Market in which currencies buy and sell and their prices settle on is called the
- (a) International bond market
  - (b) International capital market
  - (c) Eurocurrency market
  - (d) Foreign exchange market
30. In capital markets, major supplier of trading instruments are
- (a) Government and corporations
  - (b) Instrumental corporations
  - (c) Manufacturing corporations
  - (d) Liquid corporations
31. Which one of the following does measure risk?
- (a) Expected value
  - (b) Coefficient of variation
  - (c) Standard deviation
  - (d) All of the above are measures of risk
32. The price of one currency in terms of other currency is called
- (a) Flexible rate of exchange
  - (b) Foreign exchange Rate
  - (c) Current rate of exchange
  - (d) None of the above

33. Debt can be either a loan form or in the form of the sale of bonds; however, they do not change the conditions of the \_\_\_\_\_
- (a) Borrowings
  - (b) Interest rate
  - (c) Payback period
  - (d) None of the above

**Part B**

(7 × 6 = 42)

Answer **all** questions, by choosing either (a) or (b).

34. (a) Discuss the functions of multinational financial management.

Or

- (b) What is risk return trade off? State the importance of risk return trade off.

35. (a) Detail the different types of financial markets.

Or

- (b) Discuss the different types of FDI. Why is FDI encouraged by India?

36. (a) Discuss how political risk matters for economic and financial risks in India.

Or

- (b) Explain the three methods of capital budgeting.

37. (a) Discuss the factors that influence the exchange rate.

Or

- (b) Detail the different strategies to manage working capital.

38. (a) Explain the different methods of transfer pricing.

Or

(b) Discuss the essential features of cash planning.

39. (a) Explain how netting works and discuss the different types of netting.

Or

(b) What are short term investments? Bring out the strategies for short term investments.

40. (a) Discuss the effect of exchange rate fluctuations on output and price.

Or

(b) What is meant by syndicated loan? Who are the participants in syndicated loan? State the advantages of syndicated loan.

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**N-0206**

**Sub. Code**

**205444C3/  
205543**

**M.B.A. (G)/(FM) DEGREE EXAMINATION,  
MAY 2022 AND DECEMBER 2022**

**ONLINE PROGRAMME EXAMINATIONS**

**Second Year – Fourth Semester**

**PROJECT FINANCE**

**(Common for M.B.A. (G)/FM)**

**(CBCS – 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**Part A**

**(33 × 1 = 33)**

Answer **all** questions.

1. The extended project life cycle adds two more phases to the sequence, that are
  - (a) Concept and operations
  - (b) Operations and termination
  - (c) Handover and operations
  - (d) Implementation and operations
2. Complex projects that are far-reaching in scope, resource-heavy, and are high in strategic importance will require higher levels of
  - (a) Knowledge
  - (b) Perseverance
  - (c) People
  - (d) Money
3. There are \_\_\_\_\_ phases to the project life cycle.
  - (a) Five
  - (b) Six
  - (c) Four
  - (d) Seven

4. \_\_\_\_\_ is important in all the stages of project life cycle.
- (a) Co-ordination      (b) Communication  
(c) Passion              (d) Integration
5. The primary competency of a project manager is \_\_\_\_\_
- (a) Understanding      (b) Planning  
(c) Execution            (d) Control
6. In cases where projects have two or more phases, the phases are considered part of a
- (a) Sequential process  
(b) Overlapping process  
(c) Functional process  
(d) Planning process
7. A well-designed project plan should determine the
- (a) List of activities  
(b) Time frame  
(c) Constraints involved, and potential risks  
(d) All the above
8. Creating a budget plan will help the team and the project managers to
- (a) Monitor              (b) Control  
(c) both (a) and (b)      (d) Reduce project cost
9. It is the responsibility of the project manager to make necessary adjustments related to
- (a) Resource allocation  
(b) Cooperation  
(c) Coordination  
(d) Conducting meetings

10. Monitoring project activity after the project execution phase will allow the project manager to take
- (a) Corrective actions
  - (b) New projects
  - (c) Steps to avoid unnecessary expenses
  - (d) Performance reports
11. What are the five C's in consulting?
- (a) Customers, collaborators, capabilities, competitors and conditions
  - (b) Cost, competition, climate, cooperation and control
  - (c) Condition, customs, constraints, collaboration and control
  - (d) Customers, competitors, confidence, cooperation and collaboration
12. A project management consultant plays the role of a
- (a) Planner
  - (b) Advisor
  - (c) Team leader
  - (d) All the above
13. Project management consultants are not only responsible for implementing project management plans for the successful execution of projects, but they are also accountable for
- (a) Delivering projects on time
  - (b) Within the budget
  - (c) Resource allocated
  - (d) All the above

14. A project management consultant analyzes business-critical data to identify
- (a) Inefficiencies and trends in projects
  - (b) Prevents issues and enables seamless project execution
  - (c) Both (a) and (b)
  - (d) None of the above
15. The prime source of funding for companies to grow their business is
- (a) Retained earnings
  - (b) Debt capital
  - (c) Equity capital
  - (d) Own fund
16. Debt issues include
- (a) Debentures            (b) Leases
  - (c) Mortgages            (d) All the above
17. Business enterprises require careful financial planning and understanding of the
- (a) Capital structure    (b) Risks
  - (c) Profitability        (d) All the above
18. A firm must take capital budgeting decisions carefully as it affects the
- (a) Profitability        (b) Growth
  - (c) Risk of business    (d) All the above
19. The capital budgeting decisions of an organisation involve
- (a) Huge funds
  - (b) Higher degree of risk
  - (c) Answer (a) and (b)
  - (d) None of the above



20. The fixed capital of an organisation gets its funds through long-term sources of finance like
- (a) Preference shares
  - (b) Equity shares
  - (c) Debentures
  - (d) All the above
21. The companies that use capital-intensive techniques require more
- (a) Fixed capital
  - (b) Working capital
  - (c) Less debentures
  - (d) More borrowed earnings
22. With Project Financing, a company can arrange for a loan based on the cash flow generated at the end of a project while using the \_\_\_\_\_ of the concerned project as collateral.
- (a) Assets
  - (b) Goodwill
  - (c) Plant and machinery
  - (d) Debentures
23. A demand and supply gap are the difference from
- (a) Demand between two markets
  - (b) Supply between two markets
  - (c) Demand of a product to the supply of that product
  - (d) None of the above
24. Financial institutions carry out project appraisal to assess its \_\_\_\_\_ before extending finance to a project.
- (a) Assets
  - (b) Promoter
  - (c) Creditworthiness
  - (d) None of the above

25. In accounting, \_\_\_\_\_ is the value of an asset according to its balance sheet account balance.
- (a) Asset value            (b) Book value  
(c) Par value              (d) Market value
26. ROI is used to evaluate the
- (a) Efficiency of an investment  
(b) Profit from the investment  
(c) Safety point in investment  
(d) Return on equity
27. Which of the following are characteristics of B.E.P?
- (a) There is no loss and no profit to the firm  
(b) Total revenue is equal to total cost  
(c) Total revenue is not equal to total cost  
(d) All of the above
28. Contribution is also known as
- (a) Contribution margin  
(b) Net margin  
(c) Both (a) and (b)  
(d) None of the above
29. Economies of scale refer to the cost advantage experienced by a firm when the output level
- (a) Increases              (b) Decreases  
(c) Optimum              (d) Marginal
30. Using cost-benefit analysis provides the framework to formalises the investment process to ensure precise \_\_\_\_\_ at the investment level.
- (a) Decision              (b) Planning  
(c) Evaluation            (d) Reputation

31. Project monitoring refers to surveillance and tracking of the project to ensure that all the tasks are completed
- (a) On time
  - (b) Within the budgeted amount
  - (c) Without hurdles
  - (d) With efficiency
32. CPM requires to create a model that contains
- (a) All the tasks      (b) All Critical paths
  - (c) Overall schedule   (d) Timesheets
33. A major symptom of sickness is a steady fall in
- (a) Debt-equity ratio
  - (b) Imbalance in the financial position
  - (c) (a) and (b)
  - (d) Goodwill

**Part B**

(7 × 6 = 42)

Answer **all** questions, choosing either (a) or (b).

34. (a) Discuss the various stages of a project life cycle.

Or

- (b) “Project manager consultants are responsible for the management and development of project plans and meeting the business objectives of an organisation in a timely manner”. Justify.

35. (a) Detail the source of business finance for a project.

Or

- (b) What is meant by commercial paper? Discuss the advantages and disadvantages of commercial paper.

36. (a) “For investors, Global Depository Receipts provide the opportunity to diversify portfolios internationally. Discuss.

Or

(b) “The aim of innovative financial instruments is to boost the real economy through increasing the access to finance for enterprises and industry producing goods and services”. Comment.

37. (a) Discuss the factors determining working capital.

Or

(b) What is meant by capital gearing? State the need for measuring capital gearing.

38. (a) Detail the steps involved in loan appraisal.

Or

(b) Discuss the main areas those are considered when assessing managers understanding of their roles and responsibilities.

39. (a) Detail the aspects those are considered during the appraisal of the project.

Or

(b) “A project financial evaluation tells whether a project will contribute to company’s overall goals or be a drain on resources”. Substantiate with your answer.

40. (a) Discuss the different types of economic analysis.

Or

(b) “As most of the factors are government-generated, it is believed that government has major control that affects businesses”. Critically examine the statement and give your answer.

**N-0207**

**Sub. Code**

**205544**

**M.B.A. (FM) DEGREE EXAMINATION,  
MAY 2022 AND DECEMBER 2022**

**ONLINE PROGRAMME EXAMINATIONS**

**Second Year — Fourth Semester**

**Financial Management**

**INVESTMENT AND DERIVATIVES MARKET**

**(CBCS – 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**Part A**

(33 × 1 = 33)

Answer **all** questions.

1. The term “Debt market” means —————
  - (a) Quantity demanded to a change in income
  - (b) Price to a change in income
  - (c) Investors buy and sell debt securities
  - (d) Availability of relevant debt literature
  
2. The principle role of debt markets is —————.
  - (a) To transfer capital from savers to borrowers
  - (b) To purchase capital from savers to agent
  - (c) To sale capital from savers to borrowers
  - (d) None of these

3. The primary markets the property of shares that make it easy to sell newly issued security is called
- (a) Large funds
  - (b) Increased liquidity
  - (c) Decreased liquidity
  - (d) Money flow
4. A person who agrees to buy an asset at a future date has gone
- (a) Long                      (b) Short
  - (c) Back                      (d) Ahead
5. What is the dept market called?
- (a) Primary market
  - (b) Share market
  - (c) Financial market
  - (d) The bond market
6. The market assists existing investors in selling their stocks
- (a) Primary market
  - (b) Commodity market
  - (c) Capital market
  - (d) Secondary market
7. A Share holder — funded investment program that trades in a variety of assets
- (a) Mutual fund              (b) Dividends
  - (c) Share program            (d) None of the above

8. Amount of money paid to company shareholders on a regular basis.
- (a) Bounds                      (b) Profit  
(c) Cash back                  (d) Dividend
9. \_\_\_\_\_ is a leading indicator of market behaviour.
- (a) Arbitrage                  (b) Index  
(c) Investment                (d) Interest
10. This type of risk can be avoided by diversifying properly.
- (a) Systematic risk        (b) Unsystematic risk  
(c) Portfolio risk          (d) Total risk
11. A dept market is a part of the \_\_\_\_\_ market.
- (a) Money                      (b) Capital  
(c) Cash                        (d) Paper
12. Elimination of riskless profit opportunities in the futures market is
- (a) Hedging                  (b) Arbitrage  
(c) Speculation              (d) Underwriting
13. When the financial institution is hedging interest – rate risk on its overall portfolio, then the hedge
- (a) Macro hedge              (b) Micro hedge  
(c) Cross hedge              (d) Futures hedge
14. Which of the following is on the horizontal axis of the security market line?
- (a) Standard deviation  
(b) Beta  
(c) Expected return  
(d) Required return

15. Financial leverage may increase a Corporation risk because
- (a) Operating income may stabilize
  - (b) The firm has fixed obligations to meet
  - (c) More common stock is outstanding
  - (d) Dividends must be paid
16. Currency swaps involve \_\_\_\_\_.
- (a) One currency      (b) Two currency
  - (c) Foreign stock      (d) (b) and (c)
17. Financial swaps are used by the following organizations
- (a) Multinational companies
  - (b) Commercial banks
  - (c) World Organization
  - (d) All of the above
18. Interest rate swaps are usually possible because international financial markets in different countries
- (a) Efficient      (b) Perfect
  - (c) Imperfect      (d) Excellent
19. The type of Equity is \_\_\_\_\_
- (a) Common stock      (b) Foreign stock
  - (c) Stock of exchange      (d) None of the above
20. The characteristics of equity market
- (a) Money
  - (b) Production
  - (c) Equipment
  - (d) Stage of development



21. \_\_\_\_\_ are analysts who use information concerning current and prospective profitability of a firm to assess the firm's fair market value.
- (a) Credit analysts
  - (b) Fundamental analysts
  - (c) Systems analysts
  - (d) Technical analysts
22. The \_\_\_\_\_ is a common term for the market consensus value of the required return on a stock.
- (a) Dividend payout ratio
  - (b) Intrinsic value
  - (c) Market capitalization
  - (d) Plowback rate
23. The \_\_\_\_\_ is defined as the present value of all cash proceeds to the investor in the stock.
- (a) Dividend payout ratio
  - (b) Intrinsic value
  - (c) Market capitalization rate
  - (d) Plowback ratio
24. The formula for valuation of equity shares is \_\_\_\_\_ multiplied by the price-earning ratio.
- (a) Interest per share
  - (b) Bonus per share
  - (c) Earning per share
  - (d) None of the above

25. Shares and bonds are float in \_\_\_\_\_.
- (a) Money market
  - (b) Capital market
  - (c) Commercial bank
  - (d) Equity market
26. The term “super profit’ means \_\_\_\_\_.
- (a) Extra profit earned
  - (b) Profit earned in abnormal circumstance
  - (c) Excess of average profit over normal profit
  - (d) Average profit earned by similar
27. The value of a share tunder the net asset approach is determined by \_\_\_\_\_.
- (a) Accessible net assets to equity owners
  - (b) Net assets accessible to holders
  - (c) The value of performance shareholder
  - (d) None of the preceding
28. A share fair market value is equal to
- (a) Only the intrinsic worth
  - (b) Only the yield value
  - (c) Average of the intrinsic and yield values
  - (d) In the special list
29. Features markets have grown rapidly because futures
- (a) Are standardized
  - (b) Have lower default risk
  - (c) Are liquid
  - (d) All of the above

30. Government securities market also called
- (a) Industrial securities
  - (b) Gilt edged securities
  - (c) MM securities
  - (d) Capital securities
31. Shares and securities which can be held in electronic format constitute the \_\_\_\_\_
- (a) Fixed account
  - (b) DEMAT account
  - (c) Saving account
  - (d) Recurring account
32. The purpose of open market operations is the regulation of
- (a) Borrowing powers of bank
  - (b) Inflation
  - (c) Liquidity in the economy
  - (d) None of these
33. Which of the following are called 'gilt edged securities'?
- (a) Shares public limited company
  - (b) Stocks of mutual funds
  - (c) Government securities
  - (d) Shares of private limited companies

**Part B**

(7 × 6 = 42)

Answer **all** questions by choosing either (a) or (b).

34. (a) Explain the nature and varieties of debt market.

Or

- (b) Distinguish between the debt market and equity market.

35. (a) Describe the significance of debt pricing theorems.

Or

(b) Discuss the objectives of convexity and duration.

36. (a) Explain the importance and concept of debt portfolio management.

Or

(b) Distinguish between the Bond risks and Bond swaps.

37. (a) Explain the important nature and features of Equity market.

Or

(b) Evaluate the different types of Equity valuation models.

38. (a) Explain the models based on P.E ratios.

Or

(b) Describe the important concepts of options market.

39. (a) Explain the meaning and important features of index options.

Or

(b) Briefly describe the concept and significance in future market.

40. (a) Describe the Futures Vs Options.

Or

(b) Explain the meaning and features of Government securities market.

**N-0208**

**Sub. Code**

**205545**

**M.B.A. (FM) DEGREE EXAMINATION,  
MAY 2022 AND DECEMBER 2022**

**ONLINE PROGRAMME EXAMINATIONS**

**Second Year – Fourth Semester**

**GROWTH MANAGEMENT**

**(CBCS – 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**Part A**

(33 × 1 = 33)

Answer **all** questions.

1. TQM focuses on
  - (a) Employees
  - (b) Customers
  - (c) Both (a) and (b)
  - (d) None of these
2. Which Japanese term refers to continuous improvement?
  - (a) Kaizen
  - (b) Kanban
  - (c) Seri
  - (d) Seito
3. A joint venture can be defined as \_\_\_\_\_.
  - (a) Two firms collaborate together on a specific project
  - (b) One firm licenses its intellectual property to another firm
  - (c) Two firms merge together.
  - (d) Two firms come together to form a third, legally separate firm

4. The basic activities of strategic management include \_\_\_\_\_.
- (a) Offense, defense and control
  - (b) Situation analysis, strategy formulation, implementation and evaluation.
  - (c) Development, control and management
  - (d) Ethics, management and practice
5. Growth management is the
- (a) Ability to have a dynamic approach to business growth
  - (b) Ability to have a instant approach to management growth
  - (c) Ability to have an resistance growth in management.
  - (d) None of the above
6. Growth strategies are
- (a) Market penetration, Market development, Product development, Diversification
  - (b) Market research, market flow, product cycle
  - (c) Market penetration, market strategy, market cycle
  - (d) All of the above
7. The SIX-S process are \_\_\_\_\_
- (a) Sinews, strategy
  - (b) Staging, synchronizing
  - (c) Securing, sustenance
  - (d) All of the above

8. SWOT stands for
  - (a) Strengths, Weaknesses, Opportunities, and Thrust
  - (b) Strengths, Weaknesses, Opportunities, and Threats
  - (c) Strengths, Weaknesses, Opportunities, and Time
  - (d) None of the above
9. Who invented the Ansoff model?
  - (a) R. Igor Ansoff, Ansoff
  - (b) K. Ansoff
  - (c) H. Igor Ansoff, Ansoff
  - (d) None of the above
10. McKinsey 7S model is a tool that analyzes firm's organizational design \_\_\_\_\_
  - (a) Strategy, structure, systems, shared values,
  - (b) Style, staff, skills
  - (c) Shared values, skills, staff
  - (d) Both (a) and (b)
11. What is Porter's generic competitive strategies?
  - (a) Cost leadership, differentiation and formula
  - (b) Cost analysis, differentiation and firm
  - (c) Cost leadership, differentiation, and focus
  - (d) All the above
12. Firm infrastructure is \_\_\_\_\_ in the generic value of logistics
  - (a) A support activity
  - (b) A primary activity
  - (c) Not an activity
  - (d) The only activity

13. The logistical objective that ensures a proper balance between total logistics cost and a desired level of customer service performance is
- (a) Right response
  - (b) Right quality
  - (c) Right cost trade off
  - (d) Right information
14. An appropriate strategy to achieve timely, accurate, paperless information flow is:
- (a) Integrates this activity into all supply chain planning
  - (b) Efficient store assortments.
  - (c) Revision of organization processes supported by information systems.
  - (d) Efficient replacement.
15. Ethics is a system of \_\_\_\_\_ Principles
- (a) Moral                      (b) Building
  - (c) Value                      (d) None of the above
16. \_\_\_\_\_ means a process of stimulating people to action to accomplish desired goals
- (a) Motivation              (b) Leadership
  - (c) Communication      (d) None of the above
17. \_\_\_\_\_ is the process of inducting an employee into social setup of work.
- (a) Placement              (b) Induction
  - (c) Absorption              (d) None of these



18. \_\_\_\_\_ is the act of increasing the knowledge and skills of an employee for doing a job.
- (a) Training                      (b) Induction  
(c) Placement                    (d) Orientation
19. The corporate governance structure of a company reflects the individual companies
- (a) Cultural and economic system  
(b) Legal and business system  
(c) Social and regulatory system  
(d) All of the above
20. In \_\_\_\_\_ style of leadership a manager centralizes decision making power himself
- (a) Autocratic                    (b) Participative  
(c) Free rein                      (d) None of the above
21. \_\_\_\_\_ is considered as the primary function of management?
- (a) Organizing  
(b) Planning  
(c) Staffing  
(d) Controlling
22. Operational guides to action is known as \_\_\_\_\_
- (a) Policies  
(b) Procedures  
(c) Plan  
(d) None of these

23. \_\_\_\_\_ approach of management heavily concentrates on people aspect of management.
- (a) Human relations (b) System  
(c) Empirical (d) Management science
24. Every \_\_\_\_\_ is important for an organization
- (a) Strategies (b) Level  
(c) Objectives (d) Policies
25. \_\_\_\_\_ is the next step of planning.
- (a) Coordination (b) Organizing  
(c) Directing (d) Staffing
26. An organization try to change the product as per the needs of the \_\_\_\_\_
- (a) Employees (b) Society  
(c) Executive (d) Labours
27. Planning premises provide \_\_\_\_\_ for planning and action
- (a) Way (b) Framework  
(c) Correct (d) Defective
28. In strategic thinking, how long is the long, approximately?
- (a) 1 month to 1 year (b) 2 to 3 years  
(c) 3 to 5 years (d) More than 5 years
29. Appeals and representations are used in \_\_\_\_\_ communication.
- (a) Horizontal (b) Downward  
(c) Upward (d) Grapevine

30. Which type of organization is permanent and stable?
- (a) Normal organization
  - (b) Informal organization
  - (c) Business or organization
  - (d) Strategic organization
31. The selection of best alternative from many alternatives is known as \_\_\_\_\_
- (a) Selection                      (b) Decision-making
  - (c) Organizing                      (d) Budgeting
32. \_\_\_\_\_ is type of external recruitment
- (a) Transfer
  - (b) Employment agencies
  - (c) Promotion
  - (d) Reemployment
33. Assessment centres are helpful to organization to assess \_\_\_\_\_ and other skills
- (a) Psychological
  - (b) Speaking
  - (c) Appearance
  - (d) None of the above

**Part B**

(7 × 6 = 42)

Answer **all** questions, by choosing either (a) or (b).

34. (a) Write the 'SIX-S' in detail.

Or

- (b) Identify the growth opportunities in Sinews.

35. (a) Write the improvement strategies of synergy and value chain-based growth.

Or

(b) Explain the Mckinsey 7s framework in detail.

36. (a) Discuss the Porters generic competitive strategies in detail.

Or

(b) What are the strategies for staffing? Explain any one with suitable instance.

37. (a) What are the key factors of employee development plans?

Or

(b) Compare vertical and horizontal growth.

38. (a) Discuss the Greiner's model of crises induced growth.

Or

(b) Write the importance of high growth road map.

39. (a) Discuss the benefits of product and brand domain.

Or

(b) Enumerate the check list for securing profitability.

40. (a) Explain the significance of kaizen and radical innovation.

Or

(b) How organizational growth can be monitored? Explain the metrics involved?