

N-0326

Sub. Code

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M.B.A. DEGREE EXAMINATION, MAY 2023

ONLINE PROGRAMME EXAMINATIONS

First Year – First Semester

MANAGEMENT PRINCIPLES AND PRACTICES

(CBCS – 2020 onwards)

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

Time : 2 Hours

Maximum : 75 Marks

Part A

(33 × 1 = 33)

Answer **all** questions.

1. The _____ is also known as Functional Approach, Empirical Approach and Management Process Approach.
(a) Systems approach (b) Classical approach
(c) Modern approach (d) None of the above

2. In addition to the five managerial functions of planning, organizing, directing and controlling, there are ten managerial roles coordinating as well. These roles were developed by,
(a) Henry Fayol (b) Elton Mayo
(c) Henry Mintzberg (d) Ouchi

3. Frederic Winslow Taylor started his career as a machinist in _____.
- (a) 1875 (b) 1880
(c) 1885 (d) 1887
4. Hawthorne experiment was conducted in _____.
- (a) Baker's chocolate (b) JP Morgan chase
(c) Dupont (d) Western electric company
5. The _____ of an organization is the very reason for its existence.
- (a) Vision (b) Mission
(c) Goals (d) Strategy
6. Organization plans are usually divided into _____ types.
- (a) Four (b) Five
(c) Six (d) Seven
7. A _____ is a specific policy statement about the conduct of certain affairs.
- (a) Synergic plan (b) Rule
(c) Policy (d) Procedure
8. A _____ is a single-use plan which is part of a general programme. It is defined as any scheme or a part of a scheme for investing resources, which may be analysed and evaluated as an independent unit.
- (a) Budget (b) Strategic plan
(c) Project (d) None of the above

9. "An organization is, a system of consciously coordinated activities or efforts of two or more persons." This famous definition was given by,
- (a) Zamnuto (b) Bedeian
(c) Max weber (d) Chester Bernard
10. The _____ theory is a situational theory which changes its approach according to the requirements of the situation.
- (a) Classical (b) Contingency
(c) Neo-classical (d) Systems
11. The functional design of departmentation is also known as a U-form organization and it groups positions into departments according to their main functional areas. Her 'U' stands for,
- (a) Unity (b) Upper level
(c) Unique (d) Uninterrupted
12. According to the formal authority theory, authority originates at the _____ of an organization.
- (a) Bottom (b) Managerial level
(c) Top (d) Middle level
13. _____ is a process of choosing the right candidate from a pool of applicants.
- (a) Recruitment (b) Selection
(c) Induction (d) Transfer

14. Subjective criteria for Subjective Performance Measures include:
- (a) Ratings by supervisors
 - (b) Knowledge about overall goals
 - (c) Contribution to socio-cultural values of the environment
 - (d) All the above
15. The first three levels of needs at the bottom of the Maslow's need hierarchy are known as _____ needs.
- (a) Basic
 - (b) Essential
 - (c) Deficiency
 - (d) High order
16. Which among the following is NOT an assumption of Theory Y?
- (a) Work is natural to most people and they enjoy the physical and mental effort involved in working, similar to rest or play
 - (b) Commitment to goals and objectives of the organization is also a natural state of behaviour for most individuals
 - (c) They will exercise self direction and self control in pursuit and achievement of organizational goals
 - (d) Most people dislike work and avoid it whenever possible
17. The managerial grid is built on two axes, one representing the _____ and the other the 'task'.
- (a) People
 - (b) Cost
 - (c) Organization performance
 - (d) Productivity

18. _____ leadership is more about 'managing' by helping organizations achieve their objectives more efficiently and by linking job performance to valued rewards.
- (a) Transformational (b) Tactical
(c) Transactional (d) Autocratic
19. Transactional analysis (TA) is regarded as one of the most promising breakthroughs in psychiatry in many years. It was originally constructed by,
- (a) Sigmund Freud (b) Eric Berne
(c) Thomas A. Harris (d) Gantt
20. Which life position relates to the acceptance of others but not of self?
- (a) I'm OK, you're OK
(b) I'm not OK, you're OK
(c) I'm OK, you're not OK
(d) I'm not OK, you're not OK
21. _____ norms exist as written rules and procedures for all employees to adhere to.
- (a) Functional (b) Dysfunctional
(c) Formal (d) Informal
22. _____ refers to a situation where the output of one department becomes the input of the other. This type of interdependence usually exists in the process industry.
- (a) Pooled Interdependence
(b) Sequential interdependence
(c) Reciprocal Interdependence
(d) Performance interdependence

23. Most companies begin the process of establishing organizational ethics programs by developing:
- (a) Ethics training programs
 - (b) Codes of conduct
 - (c) Ethics enforcement mechanisms
 - (d) Hidden agenda
24. _____ believe that there are nine ethical climates within an organization.
- (a) Victor and Cullen
 - (b) Carroll
 - (c) Welles
 - (d) Bylinsky
25. _____ controls are also known as pre-controls and are basically preventive in nature.
- (a) Feedback (b) Concurrent
 - (c) Feedforward (d) Managerial
26. A _____ centre measures financial performance by noting whether the assigned tasks are done within the planned expense amount.
- (a) Revenue (b) Profit
 - (c) Investment (d) Cost
27. Robert C. Camp first coined the term benchmarking in _____.
- (a) 1975 (b) 1980
 - (c) 1982 (d) 1984
28. Six Sigma is a quality metric that counts the number of defects per _____ opportunities (DPMO) at six levels. Here, M stands for.
- (a) Maximum (b) Million
 - (c) Minimum (d) Modified

29. In a DMAIC cycle, 'I' stands for
(a) Intelligent (b) Innovate
(c) Improve (d) Initiate
30. _____ is a type of leadership, in which the subordinates are consulted and their feedback is taken into the decision-making process.
(a) Democratic (b) Autocratic
(c) Tactical (d) Free reign
31. Which among the following is an inherited characteristic that may or may not be changed by external forces and may or may not be important determinants of performance?
(a) Perception (b) Attitude
(c) Intelligence (d) Personality
32. _____ is a systematic, organized and written statement of 'who does what, when, where, how and why,' and is a tangible outcome of job analysis.
(a) Job analysis (b) Job description
(c) Job performance (d) Job specification
33. "This is the principle, which states that an employee should receive orders from one superior only". That principle is,
(a) Scalar chain (b) Unity of direction
(c) Order (d) Unit of command

Part B

(7 × 6 = 42)

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

34. (a) Explain the recent trends in management concepts.

Or

- (b) Discuss the main theories of management.

35. (a) What is planning? Explain the steps involved in planning.

Or

(b) Define decision-making and explain the process of decision-making that affects the efficiency of the business decisions.

36. (a) What do you mean by organising? Mention some of the principles of organising.

Or

(b) Define Span of Control. What are the factors influencing the span of control?

37. (a) Explain in detail about the selection and recruitment of staffing.

Or

(b) Define the term motivation. Explain any two motivational theories.

38. (a) Describe the different styles of leadership.

Or

(b) Discuss the process of Communication. Mention how Communication can be made more effective.

39. (a) Mention the techniques of effective co-ordination in the organisation.

Or

(b) Define Ethics. Describe the ethical approaches.

40. (a) Briefly explain the special control techniques in the organisation.

Or

(b) Discuss the concept of Total Quality Management.

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M.B.A. DEGREE EXAMINATION, MAY 2023

ONLINE PROGRAMME EXAMINATIONS

First Year – First Semester

ORGANISATIONAL BEHAVIOUR

(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. Edward Tolman is related to
 - (a) Behaviorist Framework
 - (b) Cognitive approach
 - (c) Social Cognitive Framework
 - (d) None of these

2. “Leadership motivates the people to work and not the power of money”, this concept is related to
 - (a) Autocratic model (b) Custodial model
 - (c) Supportive Model (d) Collegial Model

3. From the following, identify the characteristic of individuals with Type B personality:
- (a) They are generally restless so they eat rapidly and keep walking or are generally on the move
 - (b) They have the tendency to perform several tasks at one given time
 - (c) They are generally impatient in their expressions; do not like to waste their time in waiting for others
 - (d) They have a balanced outlook in life
4. The _____ of personality as a reflection of behaviour has been based primarily on the Freudian concept of unconscious nature of personality.
- (a) Psychoanalytical theory
 - (b) Trait theory
 - (c) Self-concept theory
 - (d) Social learning theory
5. Self-awareness is a key stone of emotional intelligence, it means recognizing a feeling as it happens. Now many aspects are there for self-awareness?
- (a) Two
 - (b) Three
 - (c) Four
 - (d) Six
6. _____ type of attention is obtained by introducing motives such as rewards or punishments.
- (a) Spontaneous Non-volitional Attention
 - (b) Habitual Attention
 - (c) Implicit volitional Attention
 - (d) Non-Volitional Enforced Attention

7. In field theory, Kurt Lewin suggested a formula, $B = F(P, E)$. Here, 'E' represents
- (a) Energy
 - (b) Employee
 - (c) Evolution
 - (d) Environment
8. There are two categories in which the causes of human behaviour can be classified. These are: (1) inherited characteristics and (2) learned characteristics. Identify the learned characteristic from the following:
- (a) Attitude
 - (b) Intelligence
 - (c) Sex
 - (d) Age
9. People who may or may not be aligned to common command or task groups may affiliate to attain a specific objective with which each is concerned.
- (a) Reference group
 - (b) Interest groups
 - (c) Friendship group
 - (d) Membership group
10. There are a number of reasons for groups to be cohesive. Select the reasons from below:
- (a) The goals of the group and the members are compatible and therefore individuals are attracted towards groups
 - (b) The group has a charismatic leader who is well respected and admired by his followers
 - (c) Both (a) and (b)
 - (d) None of the above

11. _____ is also known as charismatic power and is based upon the attraction exerted by one individual over another.
- (a) Legitimate power
 - (b) Reward power
 - (c) Coercive power
 - (d) Referent power
12. _____ theory of organizational power is built on the premise that “organizational behaviour is a power game in which various players, called Influencers, seek to control the organization’s decisions and actions.”
- (a) Kipnis (b) Whetten
 - (c) Elton Mayo (d) Mintzberg
13. Among the following, which is the individual factor creating political behavior?
- (a) Role
 - (b) Internal locus of control
 - (c) Trust
 - (d) Impression management
14. In the year _____, Moorhead and Griffin have identified certain measures to help managers limit the dysfunctional impact of unhealthy politics.
- (a) 1995 (b) 1996
 - (c) 1998 (d) 2000

15. Stress refers to the body's physiological, emotional, and psychological responses to an individual's well-being. In response to this; the reaction which activates and motivates people to achieve their goals, change their environment, and face life's challenges is called _____
- (a) Eustress (b) Distress
(c) PTSD (d) Phobia
16. A/an _____ conflict occurs in the form of a fundamental disagreement over ends or goals and the means for accomplishment.
- (a) Relationship (b) Emotional
(c) Substantive (d) Procedural
17. _____ has classified the factors affecting organizational effectiveness into following variables: Causal, Intervening and End-result.
- (a) Fred Luthans (b) Likert
(c) Victor vroom (d) Weber
18. Organizational excellence is designed for permanent change by focusing on managing the five key pillars. Which among the following is NOT a key pillar?
- (a) Process management
(b) Change management
(c) Resource management
(d) Stress management
19. The process of quantifying culture in an organization is called _____
- (a) Organizational climate
(b) Organizational dynamics
(c) Organizational effectiveness
(d) Change management

20. One of the first researchers to focus explicitly on analyzing the culture of a limited group of firms was William G. Ouchi in,
- (a) 1975 (b) 1981
(c) 1984 (d) 1985
21. A simple communication model that reflects communication as a dynamic interactive process has been proposed by
- (a) William Ouchi (b) Tom Peters
(c) David Berlov (d) Robert Waterman
22. A communication network is simply a diagram showing communication patterns or relationships that are possible within a group or among individuals. There are five different types of communication networks. Which of the following is decentralized network?
- (a) The 'chain' (b) The 'wheel'
(c) The 'Y' (d) The 'circle'
23. _____ is a change in the very mission of the organization. A single mission may have to be changed to multiple missions.
- (a) Structural change
(b) Strategic change
(c) People oriented change
(d) Process change

24. Which among the following is an internal cause of change?
- (a) Government policies
 - (b) Trade unionism
 - (c) Economic changes
 - (d) Legal requirements
25. Hofstede (1980) conducted a study on the employees of a multinational company spread across different countries. As a result of this study, _____ dimensions of culture were identified.
- (a) Four
 - (b) Five
 - (c) Six
 - (d) Eight
26. According to Adler and Bartholomew, some of the skills and approaches required of global managers are:
- (i) Global perspective
 - (ii) Cultural responsiveness
 - (iii) Cultural adaptability
- (a) (i) only
 - (b) (i) and (ii) only
 - (c) (i) and (iii) only
 - (d) all (i), (ii) and (iii)
27. The term 'Organization Development' (OD) was coined by _____.
- (a) Wendell L. French
 - (b) Cecil H. Bell, Jr
 - (c) Richard Beckhard
 - (d) Eric Berne

28. The purpose of sensitivity training sessions or T-groups is to change the behaviour of people through _____ group interactions. -
- (a) Unstructured (b) Structured
(c) Semi-structured (d) Forced
29. In addition to the four managerial functions of planning, organizing, directing and controlling, there are _____ managerial roles that are commonly defined.
- (a) Five (b) Seven
(c) Ten (d) Twelve
30. _____ type of personality wishes to exercise a control over others simply by manipulating others and do this primarily with the objective of achieving some personal goals. The individuals having this type of personality have high self-confidence and high self-esteem.
- (a) Authoritarianism
(b) Machiavellianism
(c) Bureaucratic
(d) Democratic
31. Which among the following is a consequence of Job dissatisfaction?
- (a) Retention of talents
(b) High morale
(c) Better work-life balance
(d) Absenteeism

32. Identify the structural and situational base of power from the following:
- (a) Legitimate power
 - (b) Reward power
 - (c) Resources as power
 - (d) Coercive power
33. Transactional Analysis was pioneered by
- (a) Wendell L. French
 - (b) Thomas Harris
 - (c) Richard Beckhard
 - (d) Eric Berne

Part B

(7 × 6 = 42)

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

34. (a) Describe the basic approaches of Organisational Behaviour.

Or

- (b) Explain the theories of personality in detail.

35. (a) What is Emotional Intelligence and why is it important in an organization?

Or

- (b) Briefly explain the different types of motivation.

36. (a) Write in brief about group norms and its types.

Or

- (b) Define Power. Explain the types of power.

37. (a) Describe the various techniques to manage politics in an organisation.

Or

(b) Discuss the causes and consequences of Organisational conflict.

38. (a) Explain the various approaches of organisational dynamics.

Or

(b) Explain the nature and significance of organizational culture.

39. (a) Discuss the process of Communication. Mention how Communication can be made more effective.

Or

(b) Describe the process of proactive and reaction of change in organisation.

40. (a) Discuss the impact of cultural and global diversity on Organisational Behaviour.

Or

(b) Briefly explain the different organisational development technique.

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M.B.A. DEGREE EXAMINATION, MAY 2023.

ONLINE PROGRAMMES EXAMINATION

First Year - First Semester

Common for MBA (G)/FM/LM/T/HRM

MANAGERIAL ECONOMICS

(CBCS – 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

Part A

(33× 1 = 33)

Answer **all** questions.

1. _____ is known to be the “Father of economics”
(a) Alfred Marshall (b) Adam Smith
(c) T.J. Webster (d) Mansfield
2. In a circular flow model, the real variables are
(a) Money that flows from the factor market to the households.
(b) Only the goods and services that are produced
(c) Only the resources that are used.
(d) Both the goods and services produced and the resources that are used.
3. Opportunity cost is also known as _____
(a) Alternative cost (b) Sunk cost
(c) Outlay cost (d) Total cost

4. _____ refers to a situation in Which there is more than one outcome of a business decision and the Probability of no outcome is known or can it be reliably estimated.
- (a) Risk
 - (b) Uncertainty
 - (c) Production possibilities frontier (PPF)
 - (d) Utility
5. The market equilibrium for a commodity is determined by:
- (a) Market demand
 - (b) Market Supply
 - (c) Balancing of the forces of demand and supply
 - (d) None of the above
6. Which law states that “as the quantity Consumed of a commodity goes on increasing, the utility derived from each successive unit Consumed goes on decreasing, consumption of all other commodities remaining constant”?
- (a) Law of diminishing marginal Utility
 - (b) Law of equi-marginal utility
 - (c) Law of demand
 - (d) Law of Supply

7. Which of the following is an exception to the law of demand?
- (a) Superior good (b) Normal good
(c) Giffen good (d) All of the above
8. The increase in demand on account of increase in real income is known as _____
- (a) Income effect
(b) Substitution effect
(c) Diminishing marginal utility
(d) None of the above
9. The _____ price is the price at which quantity demanded of a commodity over a period of time equals its quantity supplied over that period.
- (a) Marginal (b) Equilibrium
(c) Base (d) Minimum
10. Giffen paradox was introduced by Marshall as an exception to the law of _____
- (a) Supply (b) Marginal utility
(c) Demand (d) Equilibrium
11. In economic sense, a fixed input is one whose supply is _____ in the short-run.
- (a) Inelastic (b) Elastic
(c) Constant (d) Increasing

12. The _____ production function is more widely used, apart from Cobb-Douglas production function.
- (a) Variable elasticity of substitution' (VES)
 - (b) Constant elasticity substitution (CES)
 - (c) Leontief type
 - (d) Linear type
13. _____ refers to the number of firms in an industry and the degree of competition among the firms.
- (a) Market mechanism
 - (b) Market metrics
 - (c) Market structure
 - (d) Market principle
14. _____ is defined as a market structure in which there are a few sellers selling homogeneous or differentiated products.
- (a) Monopoly
 - (b) Oligopoly
 - (c) Perfect competition
 - (d) Free market
15. The nature of the decision-making problems faced by the oligopoly firms is exemplified in game theory by _____
- (a) Giffen paradox
 - (b) Ethical dilemma
 - (c) Prisoner's dilemma
 - (d) Pay-off matrix

16. In game theory, if a strategic action taken by a firm may yield some gains to the firm and counteraction by the rival firm neutralises the gain, it is_____
- (a) Positive pay-off (b) Negative pay-off
(c) Probability game (d) A zero-sum game
17. There are certain other costs that neither take the form of cash outlays nor do they appear in the accounting system. Such costs are known as _____
- (a) Explicit Costs (b) Implicit costs
(c) Opportunity costs (d) Full costs
18. When total cost increases at increasing rate with constant increase in output (Q), the total cost data produces a _____ cost function.
- (a) Quadratic (b) Linear
(c) Cubic (d) Sinusoidal
19. “Profit may be defined the difference between firm’s total revenue and its total cost.” — This definition for profit was given by,
- (a) Prof. J.B. Clark (b) F.H. Knight
(c) Prof. Hawley (d) Ulmer
20. The dynamic theory of profit by Prof. J. B. Clark was propounded in the year _____
- (a) 1890 (b) 1900
(c) 1905 (d) 1910
21. “mark-up pricing” is another name for
- (a) Cost plus pricing (b) Multiple product pricing
(c) Transfer pricing (d) Peak load pricing

22. There are _____ stages in the life cycle of a product.
- (a) Three
 - (b) Four
 - (c) Five
 - (d) Seven
23. GDP stands for
- (a) Gross domestic price
 - (b) Gross development process
 - (c) Gross domestic product
 - (d) Green domestic product
24. Among the five factors of economic growth, which is considered as passive factor?
- (a) Human resources and its quality
 - (b) Natural resources of the country
 - (c) Technological development
 - (d) Political and Social environment
25. National Income is
- (a) Stock concept
 - (b) Flow concept
 - (c) Cross section analysis
 - (d) None of the above
26. GNP exceeds NNP by:
- (a) Amount of total taxes
 - (b) Government expenditure
 - (c) Transfer payments
 - (d) Difference between Gross investment and Net Investment

27. Structure-Conduct-Performance (SCP) framework paradigm was initially suggested by _____
- (a) E. Mason (b) Mansfield
(c) Hall and Hitch (d) F.H. Knight
28. _____ mergers where between companies operating in different industries for synergy, product extension and market extension benefits.
- (a) Horizontal (b) Vertical
(c) Conglomerate (d) product extension
29. In a general sense, the term equilibrium means the _____
- (a) State of upward movement
(b) State of parallel movement
(c) State of rest
(d) State of downward movement
30. The term 'isoquant' has been derived from the Greek word iso meaning 'equal' and Latin word quantus meaning _____
- (a) Quality (b) Quantity
(c) Function (d) Curve
31. The concept and form of the kinked-demand curve was first developed and used by _____ in his theory of monopolistic competition.
- (a) Hall and Hitch (b) Chamberlin
(c) T.J. Webster (d) Mansfield

32. Monetary measures which are generally used to control inflation does NOT include,
- (a) Bank rate policy
 - (b) Variable reserve ratio
 - (c) Open market operation
 - (d) Indexation
33. A simple model of the economy consists of households and _____
- (a) Government
 - (b) Business firms
 - (c) Banks
 - (d) Services

Part B

(7 × 6 = 42)

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

34. (a) Discuss the important roles and responsibilities of a managerial economist.

Or

- (b) Explain the concept of opportunity cost with an example.

35. (a) Briefly explain the Law of diminishing Marginal Utility.

Or

- (b) Discuss the factors determining the price elasticity of demand.

36. (a) What do you understand by the term “demand forecasting”? How demand of a particular commodity can be forecasted?

Or

(b) What is production function? Discuss the law of production in short-run.

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

Or

(b) Differentiate Price and Non-Price Competition.

38. (a) Define cost function. What are different types of cost function?

Or

(b) What is pricing? What are the different methods of pricing?

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

Or

(b) Explain the different methods for controlling inflation.

40. (a) What is national income? What are the approaches in calculating national income?

Or

(b) Briefly explain the economics regulations of business in India.

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M.B.A DEGREE EXAMINATION, MAY 2023

ONLINE PROGRAMMES EXAMINATIONS

First Year — First Semester

(Common for MBA (G)/FM/LM/T/HRM)

QUANTITATIVE TECHNIQUES

(CBCS — 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

Part A

(33 × 1 = 33)

Answer **all** the questions

1. _____ models involve the allocation of resources to activities in such a manner that some measure of effectiveness is optimized.
 - (a) Sequencing
 - (b) Allocation Models
 - (c) Queuing Theory
 - (d) Decision Theory

2. In _____ models, everything is defined and the results are certain,
 - (a) Deterministic Models
 - (b) Probabilistic Models
 - (c) Both (a) and (b)
 - (d) None of the above

3. Which of the following is correct?
- (a) Median = 3 Mode – 2 Mean
 - (b) Mean = 3 Median – 2 Mean
 - (c) Mode = 3 Mean – 2 Median
 - (d) Mode = 3 Median – 2 Mean
4. If mode is 10, the highest value of the observation is increased by 5. What will be the new mode?
- (a) 20
 - (b) 15
 - (c) 10
 - (d) 5
5. In graphical representation the bounded region is known as _____ region.
- (a) Solution
 - (b) Basic solution
 - (c) Feasible solution
 - (d) Optimal
6. Consider the linear equation
- $$2x_1 + 3x_2 - 4x_3 + 5x_4 = 10$$
- How many basic and non–basic variables are defined by this equation?
- (a) One variable is basic, three variables are non-basic
 - (b) Two variables are basic, two variables are non–basic
 - (c) Three variables are basic, one variable is non-basic
 - (d) All four variables are basic

7. Which statement characterizes standard form of a linear programming problem?
- (a) Constraints are given by inequalities of any type
 - (b) Constraints are given by a set of linear equations
 - (c) Constraints are given only by inequalities of \geq type
 - (d) Constraints are given only by inequalities of \leq type
8. In LPP the condition to be satisfied is
- (a) Constraints have to be linear
 - (b) Objective function has to be linear
 - (c) None of the above
 - (d) Both (a) and (b)
9. Any column or row of a simplex table is called a
- (a) Vector
 - (b) Key column
 - (c) Key Row
 - (d) None of the above
10. In simplex method, if there is tie between a decision variable and a slack (or surplus) variable, _____ should be selected
- (a) Slack variable
 - (b) Surplus variable
 - (c) Decision variable
 - (d) None of the above
11. The purpose of a dummy source or dummy destination in a transportation problem is to
- (a) Prevent the solution from becoming degenerate.
 - (b) Obtain a balance between total supply and total demand.
 - (c) make certain that the total cost does not exceed some specified figure.
 - (d) provide a means of representing a dummy problem.

18. The operations Research technique, specially used to determine the optimum strategy is
- (a) Decision Theory
 - (b) Simulation
 - (c) Game Theory
 - (d) None of the above
19. Which of the following functions of Production Planning and Control is related to the timetable of activities?
- (a) Scheduling
 - (b) Dispatching
 - (c) Expediting
 - (d) Routing
20. The correct sequence of operations in the Production Planning and Control process is _____.
- (a) Routing — Scheduling — Follow up — Dispatching
 - (b) Scheduling — Follow up — Dispatching — Routing
 - (c) Routing — Scheduling — Dispatching — Follow up
 - (d) Dispatching — Routing — Scheduling — Follow up

21. Which technique is used to imitate an operation prior to actual performance?
- (a) Simulation
 - (b) Integrated Production Models
 - (c) Inventory Control
 - (d) Game Theory
22. Which of the following are the disadvantages of using Modelling and Simulation?
- (a) Simulation requires manpower and it is a time-consuming process.
 - (b) Simulation results are difficult to translate. It requires experts to understand.
 - (c) Simulation process is expensive.
 - (d) All of the above.
23. Customer behaviour in which the customer moves from one the queue to another in a multiple channel situation is
- (a) Balking
 - (b) Reneging
 - (c) Jockeying
 - (d) Alternating
24. Which of the following characteristics apply to the queuing system?
- (a) Customer population
 - (b) Arrival process
 - (c) Both (a) and (b)
 - (d) Neither (a) nor (b)

25. Which of the following criterion is not used for decision-making under uncertainty?
- (a) Maximin (b) Maximax
(c) Minimax (d) Minimize expected loss
26. The minimum expected opportunity loss (EOL) is
- (a) Equal to EVPI (b) Minimum regret
(c) Equal to EMV (d) Both (a) and (b)
27. The qualitative approach to decision analysis is a
- (a) Experience (b) Judgement
(c) Intuition (d) All of the above
28. The difference between the expected profit under conditions of risk and the expected profit with perfect information is called
- (a) The expected value of perfect information
(b) Expected marginal loss
(c) All of the above
(d) None of the above
29. When we throw a coin then what is the probability of getting head?
- (a) $1/2$ (b) 3
(c) 4 (d) 1

30. If $P(E) = 0.07$, then what is the probability of 'not E'?
- (a) 0.93 (b) 0.95
(c) 0.89 (d) 0.90
31. It is suitable to use Binomial Distribution only for _____.
- (a) Large values of 'n'
(b) Fractional values of 'n'
(c) Small values of 'n'
(d) Any value of 'n'
32. Binomial Distribution is a _____.
- (a) Continuous distribution
(b) Discrete distribution
(c) Irregular distribution
(d) Not a Probability distribution
33. The shape of the Normal Curve is
- (a) Bell Shaped (b) Flat
(c) Circular (d) Spiked

Part B

(7 × 6 = 42)

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

34. (a) Discuss the concept of mathematical models in quantitative analysis.

Or

- (b) Explain briefly the applications of statistics in business decision making.

35. (a) Write a note on graphical representation of linear and non-linear functions.

Or

- (b) A firm manufactures 2 types of products A & B and sells them at a profit for Rs.2 on type A & Rs.3 on type B. Each product is processed on 2 machines G & H. Type a requires 1 minute of processing time on G and 2 minutes on H. Type B requires one minute on G & 1 minute on H. The machine G is available for not more than 6 hrs. 40 mins., while machine H is available for 10 hrs. during any working day. Formulate the problem as LPP.

36. (a) Maximise 'Z' = 5 X₁ + 3 X₂ [Subject to constraints]

$$X_1 + X_2 \leq 2$$

$$5X_1 + 2X_2 \leq 10$$

$$3X_1 + 8X_2 \leq 12$$

Where, $X_1, X_2 \geq 0$ [Non-negativity constraints]

Or

(b) Solve the following assignment problem and find the minimum cost.

Jobs		I	II	III	IV
Workers	A	10	12	19	11
	B	5	10	7	8
	C	12	14	13	11
	D	8	15	11	9

37. (a) Discuss the utilization of probability theories in business.

Or

(b) A coin that is fair in nature is tossed n number of times. The probability of the occurrence of a head six times is the same as the probability that a head comes 8 times and then find the value of n.

38. (a) Explain the characteristics of quantitative methods for decision making.

Or

- (b) There are five jobs, each of which must go through the two machines A and B in the order AB. Processing times (in hours) are given in the table below

Job	1	2	3	4	5
Machine A	5	1	9	3	10
Machine B	2	6	7	8	4

39. (a) Explain the advantages and disadvantages of simulation.

Or

- (b) Discuss the applications of MMI queuing model.

40. (a) Describe the steps involved in decision making process.

Or

- (b) Explain the concept of minimizing maximal regret and its applications.

N-0330

Sub. Code

**205415/205515/
205615/205715/
205815**

M.B.A. DEGREE EXAMINATION, MAY 2023.

ONLINE PROGRAMME EXAMINATIONS

First Year – First Semester

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

FINANCIAL AND MANAGEMENT ACCOUNTING

(CBCS – 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

Part A

(33 × 1 = 33)

Answer **all** questions.

1. The account that records expenses, gains and losses _____.
 - (a) Personal account
 - (b) Real account
 - (c) Nominal account
 - (d) None of the above

2. Which accounting principle differentiates between owners and management _____.
 - (a) Going concern
 - (b) Dual aspect
 - (c) Separate entity
 - (d) Conservatism

3. Non-financial quantitative information is not recorded in accounts due to _____.
- (a) Dual concept
 - (b) Accrual concept
 - (c) Money measurement concept
 - (d) Entity concept
4. Accounting concepts are based on _____.
- (a) Certain assumptions
 - (b) Certain facts and figures
 - (c) Certain accounting records
 - (d) Government guidelines
5. What is the trial balance used for _____
- (a) It is a financial statement
 - (b) It records balances of a balance sheet
 - (c) It doesn't contribute to the accounting cycle
 - (d) It records balances of accounts
6. When is trial balance prepared _____
- (a) At the end of an accounting period
 - (b) At the end of a year
 - (c) Frequently during the year
 - (d) At the end of a month
7. Each transaction is first entered in the
- (a) Ledger
 - (b) Journal
 - (c) Trial balance
 - (d) Balance sheet

8. Revenue expenditure is recorded in the _____.
- (a) Trading account
 - (b) Profit and loss account
 - (c) Balance sheet
 - (d) None of the above
9. Profit and loss account is also known as _____.
- (a) Statement of earnings
 - (b) Statement of income
 - (c) Statement of operations
 - (d) None of the above
10. Net loss in a profit and loss account should be _____ in the balance sheet.
- (a) Added to liabilities
 - (b) Deducted from liabilities
 - (c) Added to capital
 - (d) Deducted from capital
11. Deferred payment arrangement aim at financing _____
- (a) Working capital needs
 - (b) Redemption of debts
 - (c) Purchase of GDRS
 - (d) Import of plant and machinery
12. Which one of the following items is not a tool used for financial analysis?
- (a) Comparative Statements
 - (b) Ratio Analysis
 - (c) Common Size Statements
 - (d) Statement of Dividend Distribution

13. This item is not used as a tool for Analysis of Financial Statements:
- (a) Cash Flow Statement
 - (b) Fund Flow Statement
 - (c) Ratio Analysis
 - (d) No. of Employees Statement
14. Which of the following is device of comparative statements?
- (a) Comparison expressed in terms of absolute data
 - (b) Comparison expressed in terms of percentages
 - (c) Comparison expressed in terms of ratios
 - (d) All of the Above
15. Which analysis depicts the relationship between two figures?
- (a) Ratio Analysis
 - (b) Trend Analysis
 - (c) Cumulative figures and averages
 - (d) Dividend Analysis
16. Current assets include only those assets which are expected to be realized with
- (a) 3 months
 - (b) 6 months
 - (c) 1 year
 - (d) 2 years
17. Quick Assets do not include
- (a) Cash in hand
 - (b) Prepaid Expenses
 - (c) Marketable Securities
 - (d) Trade Receivables

18. Funds flow statement is also known as _____.
- (a) Statement of sources and uses of funds
 - (b) Statement of sources and application of funds
 - (c) Statement of funds flow
 - (d) All of the above
19. The term 'flow of funds' means _____.
- (a) Change in working capital
 - (b) Change in funds
 - (c) Both (a) and (b) are incorrect
 - (d) Both (a) and (b) are correct
20. The statement of cash flow clarifies cash flows according to _____.
- (a) Operating and Non-operating Flows
 - (b) Inflow and Outflow
 - (c) Investing and Non-operating Flows
 - (d) Operating, Investing, and Financing Activities
21. Cash flow example from a financing activity is _____.
- (a) Payment of Dividends
 - (b) Receipt of Dividend on Investment
 - (c) Cash Received from Customers
 - (d) Purchase of Fixed Asset
22. Indirect material used in production is classified as _____.
- (a) Office overhead
 - (b) Selling overhead
 - (c) Distribution overhead
 - (d) Factory overhead

23. Total of all direct costs is termed as _____.
- (a) Prime cost
 - (b) Works cost
 - (c) Cost of sales
 - (d) Cost of production
24. Basic objective of cost accounting is _____.
- (a) Tax compliance.
 - (b) Financial audit.
 - (c) Cost ascertainment.
 - (d) Profit analysis
25. Cost classification can be done in _____.
- (a) Two ways
 - (b) Three ways
 - (c) Four ways
 - (d) Several ways
26. Which of the following techniques of costing differentiates between fixed and variable costs?
- (a) Marginal costing
 - (b) Standard costing
 - (c) Absorption costing
 - (d) None of the above
27. Fixed cost is also referred to as _____ in the marginal costing technique.
- (a) Total cost
 - (b) Product cost
 - (c) Period cost
 - (d) None of the above

28. Which one of the following is not a financial budget?
- (a) Cash budget
 - (b) Capital budget
 - (c) Budgeted funds flow statement
 - (d) Sales budget
29. Budgetary control helps in implementation of _____.
- (a) Standard costing
 - (b) Marginal costing
 - (c) Ratio analysis
 - (d) Technical analysis
30. Which of the following would be the best example of a capital budgeting decision?
- (a) Purchasing new machinery to replace an existing one
 - (b) Transferring money to your creditor's account
 - (c) Payment of electricity bill for your factory
 - (d) None of the above
31. Which of the following is the term that describes the amount of time taken for a capital budgeting project to recover its initial investment?
- (a) Investment period
 - (b) Redemption period
 - (c) Payback period
 - (d) Maturity period

32. The provision for bad debts is created by _____
to the profit and loss account.
- (a) Deducting
 - (b) Adding
 - (c) Debiting
 - (d) Crediting
33. Capital Expenditure is a part of _____.
- (a) Balance sheet
 - (b) Trading account
 - (c) Profit and loss account
 - (d) Trial balance

Part B

(7 × 6 = 42)

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

34. (a) What are the functions of financial and managerial accounting?

Or

- (b) Journalise the following transactions, post them in the Ledger and balance the accounts as on 31st December, 2019.

Dec.

- 1 Rajini started business with a capital of Rs. 50,000
- 2 He purchased furniture for Rs. 5,000
- 3 He bought goods on credit from Vinod for Rs. 8,000
- 4 He sold goods to Suresh for Rs. 5,000
- 5 He received cash from Suresh Rs. 3,000

35. (a) Rectify the following errors:
- (i) Purchase book is overcast by Rs. 500 (for the month of January)
 - (ii) Sales book has been under cast by Rs. 300
 - (iii) Purchase returns book has been overcast by Rs. 50
 - (iv) Sales book has been under cast by Rs. 75

Or

- (b) From the following particulars taken from Ramesh's books prepare trading and profit & loss a/c for the year ended 31st December 2005 and the balance sheet as on that date.

	Rs.		Rs.
Land and buildings	47,000	Plant	35,000
Cash	2,300	Patents	12,000
Debtors	3,800	Furniture	4,700
Sales	94,500	Travelling	8,500
Bills receivables	1,200	Salesman's commission	1,300
Purchases	16,800	Carriage inwards	400
Wages	23,900	Packing	600
Creditors	5,200	Advertising	1,800
Salaries	16,500	Bank	5,600
Sales return	400	Loans	42,400
Loss by fire	500	Trucks	18,500
Discount received	200	Capital	65,000
Opening stock	6,500		

Provide for 15% depreciation on plant. Write off patents by one third. An amount of Rs. 850 was due to workers. An over payment of Rs. 200 was made to the salesman towards commission. The insurance company agreed to meet the losses on fire totally.

Closing stock was value at Rs. 3,700.

36. (a) Describe the various techniques of financial statement analysis.

Or

(b) Discuss the limitation of management statement analysis.

37. (a) Calculate Absolute Liquid Ratio:

Cash in hand = 25,000, cash at bank = 50,000,
marketable securities = 1,50,000, Current liabilities = 2,50,000.

Or

(b) Illustrate the preparation of fund flow statement.

38. (a) From the following balance sheets as on 31st December, you are required to prepare a cash flow statement:

Liabilities	2019 (Rs.)	2020 (Rs.)	Assets	2019 (Rs.)	2020 (Rs.)
Share capital	1,00,000	1,50,000	Fixed assets	1,00,000	1,50,000
Profit and loss a/c	50,000	80,000	Good will	50,000	40,000
General reserve	30,000	40,000	Inventories	50,000	80,000
16% Bonds	50,000	60,000	Debtors	50,000	80,000
Sundry creditors	30,000	40,000	Bills		
Expenses O/S	10,000	15,000	Receivable	10,000	20,000
			Bank	10,000	15,000
	<u>2,70,000</u>	<u>3,85,000</u>		<u>2,70,000</u>	<u>3,85,000</u>

Or

(b) Briefly explain the methods of costing.

39. (a) From the following particulars, calculate the economic order quantity.

Annual requirement : 1,600 units

Cost of material per unit : Rs. 40

Cost of placing and receiving one order : Rs. 50

Annual carrying cost of inventory : 10% of inventory value.

Or

- (b) Distinguish between marginal costing and absorption costing.

40. (a) Illustrate the budgeting control system.

Or

- (b) Project X involves an initial outlay of Rs. 32,400. Its working life is expected to be three years. The cash streams generated by the same are expected to be as follows.

Year Cash flow

1 Rs.16,000

2 Rs.14,000

3 Rs.12,000

What is the IRR?

N-0331

Sub. Code

**205421/205521
/205621/
205721/205821**

**M.B.A. DEGREE EXAMINATION,
MAY 2023**

ONLINE PROGRAMME EXAMINATIONS

First Year - Second Semester

Common for MBA (G)/FM/LM/T/HRM

RESEARCH METHODS

(CBCS – 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

Part A

(33 × 1 = 33)

Answer **all** questions.

1. The research method that describes the characteristics of population or phenomenon studied.
 - (a) Exploratory research
 - (b) Quantitative research
 - (c) Qualitative research
 - (d) Descriptive research
2. The study of “Why the stressful life leads to health issues”? Can be classified as
 - (a) Exploratory research
 - (b) Explanatory research
 - (c) Qualitative research
 - (d) Descriptive research

3. A method of the examination of evidence in coming to an understanding of the past, associated with
 - (a) Historical research
 - (b) Analytical research
 - (c) Experimental research
 - (d) Generic research
4. Research is related with
 - (a) Discovery of new data
 - (b) Review of previous studies
 - (c) Analysis of data
 - (d) All the Above
5. In research process, which is the next step after formulating the research problem?
 - (a) Preparing sample design
 - (b) Literature survey
 - (c) Preparing research design
 - (d) Develop hypothesis
6. Literature collected is reviewed and preferably arranged
 - (a) Alphabetically
 - (b) Randomly
 - (c) Chronologically
 - (d) No ordered
7. If the null hypothesis is false then which of the following is accepted?
 - (a) Null Hypothesis
 - (b) Positive Hypothesis
 - (c) Negative Hypothesis
 - (d) Alternative Hypothesis

8. Type I error occurs when?
- (a) We reject H_0 if it is True
 - (b) We reject H_0 if it is False
 - (c) We accept H_0 if it is True
 - (d) We accept H_0 if it is False
9. Which one of the following is a Blue print of a research work?
- (a) Sampling design (b) Research design
 - (c) Research model (d) Hypothesis
10. Which affects the choice of research methods?
- (a) Time and money
 - (b) Aims of the researcher
 - (c) Whether the research is ethical or not
 - (d) All the above
11. Which of these is probability method?
- (a) Quota sampling
 - (b) Simple random sampling
 - (c) Convenience sampling
 - (d) Judgment sampling
12. Sample is considered an element of
- (a) Data (b) Population
 - (c) Set (d) Distribution
13. _____ refers to the number of items selected from the universe to constitute a sample
- (a) Population (b) Sampling
 - (c) Sample size (d) Reviews

14. Normally non-sampling errors arises in the stage of
- (a) Testing of hypothesis
 - (b) Sampling design
 - (c) Collection and preparation of data
 - (d) Research design
15. Which one of the following is collection of secondary data?
- (a) Reports and publications
 - (b) Personal interview
 - (c) Questionnaire
 - (d) Observation method
16. Rorschach test is the technique of which test
- (a) Word association technique
 - (b) Story completion technique
 - (c) Pictorial technique
 - (d) Verbal projection test
17. This is generally a set of questions to collect a data filled by the research worker or the enumerator
- (a) Questionnaire
 - (b) Interview schedule
 - (c) Mailed questionnaire
 - (d) None of the above

18. The questionnaire that offers no scope for any respondent's own view is called:
- (a) Close ended (b) Open ended
(c) Unstructured (d) Schedule
19. Categorical variable scale is also called
- (a) Ratio (b) Interval
(c) Ordinal (d) Nominal
20. In which of the scales of measurement classification, order, equality of units are ensured?
- (a) Ratio (b) Interval
(c) Ordinal (d) Nominal
21. Which of the following is a data visualization method?
- (a) Pentagon
(b) Line
(c) Bar chart and pie chart
(d) Circle and triangle
22. SPSS software is developed by
- (a) IBM (b) Microsoft
(c) Oracle (d) SAP
23. What is the mean of a chi-square distribution with 6 degrees of freedom?
- (a) 3 (b) 6
(c) 9 (d) 12
24. t- test is a
- (a) Parametric test
(b) Non parametric test
(c) Sample test
(d) Pilot study

25. Mann whitney test is a
- (a) Parametric test
 - (b) Non parametric test
 - (c) Sample test
 - (d) Pilot study
26. Which of the following tests must be two-sided?
- (a) Kruskal-Wallis test
 - (b) Wilcoxon Signed rank test
 - (c) Runs test
 - (d) Sign test
27. A list of illustrations, included figures and tables, is placed on;
- (a) Abstract vision
 - (b) Title page
 - (c) Table of contents
 - (d) Bottom line
28. Which of these is not a parameter in a report?
- (a) Extent of information
 - (b) Quality of information
 - (c) Age of writer
 - (d) Ability to acquire information
29. Reports that provide data or findings, analyses, and conclusions are
- (a) Informational reports
 - (b) Progress reports
 - (c) Summaries
 - (d) Analytical report

30. The graphical way to present data related to different levels of a certain variable is
- (a) Pictogram
 - (b) Pie chart
 - (c) Frequency polygon
 - (d) Histogram
31. Abilities, attitudes, interests can be measured by
- (a) Observation method
 - (b) Self analysis
 - (c) Rating scales
 - (d) Objective tests
32. Which one of the following research procedures will figure under post positivistic approach?
- (a) Normative survey
 - (b) Experimental survey
 - (c) Ethnographic study
 - (d) Ex post facto study
33. Which of the following is a measure of consistency?
- (a) Validity
 - (b) Reliability
 - (c) Creditability
 - (d) Objectivity

Part B

(7 × 6 = 42)

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

34. (a) Describe the steps involved in conducting a social science research.
- Or
- (b) Explain the differences between Descriptive research and prescriptive research.

35. (a) What is a research gap? How and when would you identify the research gap?

Or

(b) What is a research design? Explain the factors affecting the research design.

36. (a) Emphasize the significance of research in social sciences.

Or

(b) Discuss the need for studying the past literature, and the role of literature in research.

37. (a) What is sampling? Discuss the essentials of a good sampling.

Or

(b) What is a sample size? Describe the factors affecting the sample size.

38. (a) Explain the various types of data and the techniques of data collection.

Or

(b) Discuss the essentials of a good questionnaire.

39. (a) Describe the procedure and uses of multi-variant analysis.

Or

(b) Explain - T test, F test, Z test.

40. (a) Discuss the procedure for interpretation of test results.

Or

(b) Describe the principles of a good report writing.

N-0332

Sub. Code

**205422/205522/205622/
205722/205822**

**COMMON FOR MBA (G/FM/LM/T/HRM) DEGREE
EXAMINATION, MAY 2023.**

ONLINE PROGRAMME EXAMINATIONS

First Year - Second Semester

BUSINESS ENVIRONMENT

(CBCS – 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

Part A

(33 × 1 = 33)

Answer **all** questions.

Multiple Choice Questions:

1. External factors affecting a business environment also be referred to _____ factors.
 - (a) Controllable
 - (b) Uncontrollable factors
 - (c) Relevant
 - (d) Global
2. Micro environment is also called as _____
 - (a) General environment
 - (b) Operating environment
 - (c) Economic environment
 - (d) Political environment
3. As per Malthu's theory growth of population is increase
 - (a) Geometrically
 - (b) Arithmetically
 - (c) Progressively
 - (d) Drastically

4. Policy regarding population is termed/called as
- (a) Indian population policy
 - (b) National population policy
 - (c) Demographic population policy
 - (d) Population policy
5. The aim of the private sector is to maximize _____
- (a) Loss (b) Profit
 - (c) Import (d) Export
6. Who is responsible for presenting the Union Budget before the Parliament?
- (a) Prime Minister (b) RBI Governor
 - (c) Finance Minister (d) None of the above
7. The operating risk in the host country does not include the risk of
- (a) Change in government policies
 - (b) Exchange control
 - (c) Price controls
 - (d) Sanctions.
8. Government's Policy towards industries is called as _____
- (a) Economic policy (b) Industrial policy
 - (c) Monetary policy (d) Work policy
9. India is still facing a sluggish growth in its primary sectors specially farming. It resulted in inflation caused due to _____ constraints.
- (a) Capital/Infrastructure
 - (b) Hyperinflation
 - (c) Demand Pull
 - (d) Supply Side

10. National income is also known as _____
- (a) GNP (b) GDP
(c) NDP (d) FERA
11. One of the purposes of the industrial policy is to increase the number of _____ India.
- (a) Industries (b) Securities
(c) Bonds (d) Entrepreneurs
12. Stocks of all the blue-chip companies are listed and traded in _____
- (a) Over the Counter Exchange of India
(b) Sensex
(c) SEBI
(d) Bombay Stock Exchange
13. _____ is about expansion and contraction of money and the central bank is the implementing body of the monetary policy.
- (a) Non-monetary liabilities
(b) Monetary policy
(c) Direct policy
(d) Higher policy
14. The _____ which is also known as discount rate, is the rate at which the central bank discounts advances to the commercial banks.
- (a) Bank rate
(b) REPO
(c) Selective Credit Control
(d) Cash Reserve Ratio

15. _____ empowers the Government to fix, review revise and enforce minimum wages of workers employed in all scheduled employment.
- (a) Payment of Bonus is 1965
 - (b) Payment of Wages Act 1936
 - (c) Minimum wages Act 1948
 - (d) Equal Remuneration Act 1976
16. Labour legislation is also known as _____ law or labour law, in the body of laws.
- (a) Employment (b) Workers
 - (c) Traders (d) Union
17. Kellogg's failed miserably in Indian in its first attempt because it failed to assess India's _____ environment.
- (a) Technological (b) Socio-cultural
 - (c) Economical (d) Legal
18. Automobile majors like Mercedes Benz, BMW, Volkswagen, Rolls Royce etc. All are a part of _____
- (a) Strategic Group
 - (b) Critical Success factors
 - (c) Business analyzing factors
 - (d) Dynamic factors
19. A person who appeals for information is _____
- (a) Plaintiff (b) Defendant
 - (c) Accused (d) Appellant
20. The Indian judiciary is known for its _____ and _____ powers.
- (a) Independence/extensive
 - (b) Writ jurisdiction/down legislation
 - (c) Patent/rights
 - (d) Indemnity/extortionary

21. _____ Act was created to protect interests of the common man.
(a) Collective Bidding (b) MRTP
(c) IMD (d) Intellectual Property Rights
22. _____ include new formulations, new combinations of active ingredients or new salts or esters of approved compound.
(a) Incrementally Modified Drugs (IMDs)
(b) Monopolies and Restrictive Trade Practice (MRTP)
(c) Central Information Commission (CIC)
(d) State Chief Information Commissioner (SIC)
23. Patents are such a big issue in the _____ as it is in the pharma sector.
(a) Public sector (b) Legal sector
(c) FEMA sector (d) FMCG sector
24. _____ refers to the efforts to effectively assimilate technology.
(a) Vertical Integration
(b) Innovation
(c) Rationalization
(d) Standardization
25. Opening up of multi-million, BPO industry is a part of _____ production practice.
(a) Apsara (b) Rationalised
(c) Continuous (d) Multi-task
26. _____ cooperates with the International Monetary Fund, the World Bank and other multilateral institutions to achieve greater coherence in global economic policy making.
(a) TRIPS (b) General Council
(c) GATT (d) WTO

27. India has changed a lot after the LPG policy was introduced in 1991. This shows that Notes business environment is _____
- (a) Versatile (b) Dynamic
(c) Unique (d) Similar
28. The assets are sold to someone who may use those assets for the same Notes purpose or for any other purpose is known as _____
- (a) Joint Venture (b) Total Denationalisation
(c) Liquidation (d) Workers Co-operation
29. _____ has the full authority to take any decisions relating to international trade.
- (a) IMF (b) Ministerial Conference
(c) MIGA (d) MRTP
30. The _____ acts on behalf of the Ministerial Conference on all WTO affairs.
- (a) GATT (b) TRIPS
(c) General Council (d) SAARC
31. The objective of WTO is to _____ international trade.
- (a) Partialise (b) Favorable
(c) Successful (d) Harmonise
32. Population is a component of the _____ environment.
- (a) Demographic (b) Social
(c) Natural (d) Technology
33. _____ technology saves time.
- (a) Capital intensive technology
(b) Labour intensive technology
(c) Both
(d) None of the above

Part B

(7 × 6 = 42)

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

34. (a) Discuss about Michael Porter's five forces of competition.

Or

- (b) Discuss the major changes that have taken place in India's political scenario over the years. Has the situation improved or worsened? Give reasons.

35. (a) Discuss how the government regulates business.

Or

- (b) "The role of industrial policy is more important in a planned economy like India." Discuss.

36. (a) "The increasing population is eating up the fruits of development and economic growth". Discuss.

Or

- (b) Critically analyze the role of SEBI in regulating proceedings of stock exchanges.

37. (a) Discuss how the RBI regulates the supply of money in the country.

Or

- (b) Discuss the factors affecting external labour market specifically in labour market supply and demand.

38. (a) Do a SWOT analysis for the Indian Tourism industry.

Or

- (b) "Application of technology requires a set of specific capabilities." Substantiate.

39. (a) Critically analyse the Foreign Exchange Regulation Act.

Or

(b) "Patents are just as good as valuable assets for any firm". Discuss.

40. (a) Critically analyze the growth of the Indian economy pre-LPG policy and post LPG policy.

Or

(b) Discuss the association of WTO and India. How has India benefited by this association?

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Sub. Code

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M.B.A. DEGREE EXAMINATION, MAY 2023

ONLINE PROGRAMME EXAMINATIONS

First Year — Second Semester

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

BUSINESS LAWS

(CBCS – 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

Part A

(33 × 1 = 33)

Answer **all** questions.

Choose the correct answer.

1. Indian contract Act Came into effect on
 - (a) 1st September 1872
 - (b) 1st October 1872
 - (c) 1st April 1872
 - (d) 1st December 1872
2. An agreement to carry out an illegal act is an example of
 - (a) Valid contract
 - (b) Void contract
 - (c) Voidable contract
 - (d) Lease agreement
3. The party who makes the offer.
 - (a) Offeree
 - (b) offeror
 - (c) Acceptor
 - (d) Proposer

4. On person's compliance with the terms of an offer made by another.
- (a) Acceptance (b) offer
(c) Revocation (d) cancel
5. What are the requirements of consideration.
- (a) Promise
(b) Promise and Performance
(c) Promise, Performance and for bearence
(d) Performance
6. This is not an agreement but resembles an agreement
- (a) Contract (b) Void contract
(c) Quasi-contract (d) Real agreement
7. Main Aim of contract of indemnity.
- (a) Profit (b) Loss
(c) Gain (d) Protection of loss
8. The person delivering the goods is called.
- (a) Bailee (b) Bailor
(c) Indemnity (d) Contractor
9. Sales of goods Act.
- (a) 1920 (b) 1928
(c) 1930 (d) 1940
10. Rights of an unpaid seller against.
- (a) Goods (b) Buyer
(c) Goods and buyer (d) Whole saler.

11. The carriers Act
(a) 1989 (b) 1925
(c) 1972 (d) 1865
12. The Railways Act relating to carriage of goods.
(a) 1890 (b) 1925
(c) 1972 (d) 1865
13. Negotiable instruments Act
(a) 1981 (b) 1881
(c) 1875 (d) 1945
14. Negotiable instrument are.
(a) Cheque only
(b) Money order only
(c) Promissory note only
(d) Cheque, money order and promissory work.
15. Insurance is based on the principle of
(a) Co-operation (b) Democracy
(c) Equality (d) Welfare
16. Property insurance provides additional coverage for loss on damage by fire is called.
(a) Marine insurance (b) Fire insurance
(c) Life insurance (d) Travel insurance
17. Indian partnership act
(a) 1942 (b) 1932
(c) 1927 (d) 1947

18. Those who by agreement with other partners have no voice in management of partnership business are called.
- (a) Active partner (b) Sleeping partner
(c) Silent partner (d) Sub partner
19. Those who put their capital and do not take part in conduct of partnership business is called.
- (a) Active partner (b) Sleeping partner
(c) Silent partner (d) sub partner
20. LLP means
- (a) Limited liability partnership
(b) Limited liability promotion
(c) Later liability partership
(d) Lateral liability promotion
21. LLP act 2008 effective from
- (a) 1st March 2009
(b) 1st April 2009
(c) 1st December 2009
(d) 1st April 2008
22. The memorandum of Association of a company is its
- (a) Secondary document
(b) Principal document
(c) Document
(d) Association

28. EGM means.
- (a) Extraordinary general meeting
 - (b) Employee general meeting
 - (c) Empowered general meeting
 - (d) Employer general meeting
29. It Act 2000 come into force
- (a) 12th October 2000
 - (b) 17th October 2000
 - (c) 31st October 2000
 - (d) 1st October 2000
30. Firm (or) Individual to conduct business over an electronic network.
- (a) E-commerce (b) Electrical commerce
 - (c) D-commerce (d) G-commerce
31. Process to bring about an end to the life of company.
- (a) Winding up (b) Dissolution
 - (c) Close (d) Strike
32. The Right to information Act section deals with the rules on designations of public information officer.
- (a) Sec 1 (b) Sec 2
 - (c) Sec 4 (d) Sec 5
33. Which section A RTI act deals with legislation on the request for obtaining information.
- (a) Sec 2 (b) Sec 5
 - (c) Sec 6 (d) Sec 7

Part B

(7 × 6 = 42)

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

34. (a) Write in short the essential elements of contract.

Or

- (b) Discuss some legal rules regarding a valid acceptance.

35. (a) Write a short note on the various components of consideration.

Or

- (b) Write in short note about discharge of surety from liability.

36. (a) Mention the difference between conduction and warranty related sale of goods Act 1930.

Or

- (b) Explain about carriers Act 1865.

37. (a) Write in brief about the characteristics of negotiable instruments.

Or

- (b) Explain the role of LIC.

38. (a) Write short note on Law of Partnership.

Or

- (b) Write short note on LLP.

39. (a) Explain about prospectus.

Or

(b) Write a short note on preliminary stage of formation of a company.

40. (a) Explain about digital signature.

Or

(b) Discuss the methods of winding up.

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**COMMON FOR M.B.A. (G/FM/LM/T/HRM) DEGREE
EXAMINATION, MAY 2023**

ONLINE PROGRAMME EXAMINATIONS

First Year – Second Semester

MANAGEMENT INFORMATION SYSTEM

(CBCS – 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

Part A

(33 × 1 = 33)

Answer **all** questions.

1. Among the forces suggested by Mintzberg, which one refers to visible skill base and knowledge of the people who make the organization?
(a) Direction (b) Innovation
(c) Proficiency (d) Competition
2. _____ form refers to something that is unmodified or original.
(a) Contaminated (b) Pristine
(c) Coarse (d) Amalgamated
3. What are the three major new information system trends that revolutionized the business operations?
(a) Growing mobile digital platform
(b) Growth of online software as a service
(c) Development of cloud computing
(d) (a) (b) and (c)

4. Who is said to be control master of an organization?
- (a) Clerk (b) Manager
(c) Supervisor (d) Worker
5. It refers to the name given to the project
- (a) Project title
(b) Project report
(c) Problem statement
(d) Preliminary Idea
6. The scope and role of MIS chapter from standalone system such as DSS and EIS, DSS stands for
- (a) Decision support system
(b) Deputy support system
(c) Delhi support system
(d) Doorstep support system
7. Vendor for iRenaissance is
- (a) Oracle (b) People soft
(c) QAD (d) Ross systems
8. _____ models are used to provide answers to what-if situations occurring frequently in an organization.
- (a) Sensitivity Analysis
(b) Optimization analysis
(c) Statistical
(d) Forecasting

9. A semi-structured decision falls some where between _____ and unstructured decisions
- (a) Semi structured (b) Structured
(c) Unstructured (d) Half structured
10. On the basis of the level of _____ of outcomes, decision making can be classified in to three categories decision making under certainty, decision making under risk and decision making under uncertainty.
- (a) Knowledge (b) Power
(c) Authority (d) Decision
11. Saving transaction level data in a format for retrieval at a later date.
- (a) Sorting (b) Recording
(c) Analysing (d) Reproducing
12. Generating information more than once.
- (a) Sorting (b) Recording
(c) Reproducing (d) Visualizing
13. Firms use IT to charge their core business processes, manage their customers and suppliers and manage themselves these firms are known as
- (a) Firms (b) Digital firms
(c) Technology firms (d) Customer firm
14. The Goal of information system is to make _____ available to its users
- (a) Information (b) Data
(c) Details (d) System

15. The type of data transmission that uses analog signals to transmit data is called
- (a) Digital transmission
 - (b) Analog transmission
 - (c) Non digital transmission
 - (d) Non analog transmission
16. Radio Frequency (RF) or the radio wave ranges from 10 KHz to _____.
- (a) 500 MHz (b) 1 GHz
 - (c) 2.5 GHz (d) 5 GHz
17. EDI stands for _____
- (a) Electronic data interconnection
 - (b) Electronic data interchange
 - (c) Electronic date information
 - (d) Effective data interchange
18. _____ is a technique which allows data to be encoded in the form of a series of parallel and adjacent bars and spaces which represent and string of characters.
- (a) RFID (b) QR code
 - (c) Bar code (d) NFC tags
19. For installing Windows 2000 advanced server, minimum RAM capacity recommended is _____
- (a) 64 MB (b) 128 MB
 - (c) 256 MB (d) 512 MB

20. A special-purpose computer designed for handling and switching office telephone calls at a company site is known as _____
- (a) Workflow server (b) Mail servers
(c) File servers (d) Private branch exchange
21. _____ is a non-profit society that has been formed to help businesses and customers to utilize the Internet for buying and selling.
- (a) CommerceNet (b) CRISIL
(c) IBM (d) SAIC
22. B2C stands for
- (a) Business to company
(b) Budget to company
(c) Business to consumer
(d) Benefits to consumer
23. Till 1960s, which was the only method of data processing?
- (a) Online processing (b) Batch processing
(c) OCR (d) Distributed data processing
24. OCR stands for
- (a) Optical code reader
(b) Optical character regenerator
(c) Optical character reader
(d) Open connection reader
25. _____ information is holistic, unstructured and draws heavily from the external environment.
- (a) Strategic (b) Tactical
(c) Operational (d) None of the above

26. In which architecture all system information are constantly replicated to all sites in the network?
- (a) Entralised IS (b) Distributed IS
(c) Decentralized IS (d) Consolidated IS
27. _____ are people who hack into the phone systems of organizations so that they can then make calls at the expense of the organization.
- (a) Phreaks (b) Denial of service
(c) Ethical hackers (d) Crackers
28. Which among the following is NOT a component of identity management for security in internet?
- (a) Username
(b) Biometric control
(c) Digital certificates
(d) Nationality
29. _____ testing involves testing the system with respect to user needs, requirements and business processes.
- (a) Unit (b) Acceptance
(c) System (d) Integration
30. A _____ is a peripheral device attached to computers(via a telephone line), which enables communication by converting digital signals into analog signals and vice versa.
- (a) Barcode reader (b) Scanner
(c) CD-ROM (d) Modem

31. Receiving signals from or transmitting in all directions refers to _____
- (a) Unidirectional (b) Omni directional
(c) Bi-directional (d) Monochannel
32. _____ models are becoming popular among students in universities, because these are large organizations in the same environmental area which are low on cost.
- (a) B2C (b) B2B
(c) JIT (d) C2C
33. The fraudulent practice of sending emails purporting to be from reputable companies in order to induce individuals to reveal personal information, such as passwords and credit card numbers refers to _____.
- (a) Malicious code (b) Trojan
(c) Phishing (d) Phreaks

Part B (7 × 6 = 42)

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

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

Or

- (b) Why is information management so important for managers?

35. (a) What are the characteristics and basic requirements of MIS?

Or

- (b) When did the research and development in the field of AI progress?

36. (a) List the benefits of an Executive support system (ESS).

Or

(b) Write a short note on reports are helpful to managers.

37. (a) State the features of Electronic bulletin board systems.

Or

(b) Explain the advantages of communication channels.

38. (a) State the benefits of MIS for Research production.

Or

(b) Explain about ERP system.

39. (a) Explain the features of M-commerce.

Or

(b) Write a short note on Input devices.

40. (a) How to managing information technology?

Or

(b) Explain the societal challenges of information technology.

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**COMMON FOR MBA/(G/FM/LM/T/HRM) DEGREE
EXAMINATION, MAY 2023**

ONLINE PROGRAMME EXAMINATIONS

First Year – Second Semester

HUMAN RESOURCE MANAGEMENT

(CBCS – 2020 Onwards)

Time : 2 Hours

Maximum : 75 Marks

Part A

(33 × 1 = 33)

Answer **all** questions.

1. _____ are the most important resources of an organization.
 - (a) Buildings
 - (b) Machineries
 - (c) People
 - (d) Money

2. _____ means recruiting the required number of employees.
 - (a) Development
 - (b) Maintaining
 - (c) Procuring
 - (d) Training

3. Berridge classified development of HRM in UK into _____ stages.
- (a) Four (b) Six
(c) Seven (d) Eight
4. The model developed by the American Society for Training and Development (ASTD) identifies _____ HR areas.
- (a) 5 (b) 6
(c) 9 (d) 10
5. Job _____ is basically describe the nature of job.
- (a) Specification (b) Design
(c) Restructure (d) Description
6. Policy is a _____ and accepted course of thoughts and actions.
- (a) Proposed (b) Conditioned
(c) Predetermined (d) Designed
7. _____ involves locating and attending adequate human resources.
- (a) Selection (b) Training
(c) Recruitment (d) Development
8. _____ will be helpful for forecasting staffing requirement.
- (a) Ratio analysis (b) Time analysis
(c) Job analysis (d) System analysis

9. _____ tests assess an individual's potentiality to learn about a job through adequate training.
- (a) Attitude (b) Performance
(c) Aptitude (d) Psychological
10. _____ effect is sometimes closely connected with the interview and is very dangerous
- (a) Halo (b) Stereotype
(c) Observational (d) Performance
11. The objective of _____ is to facilitate learning of new skills, enhancing the existing knowledge.
- (a) Orientation (b) Selection
(c) Training (d) Promoting
12. _____ is one of the methods of on-the job training.
- (a) Lecture (b) Coaching
(c) Conference (d) Case study
13. _____ is a group training method involving acceptance and playing of a role in real life drama.
- (a) T-group training (b) Case study
(c) Conference (d) Role-play
14. _____ is one of the methods of executive development.
- (a) Business games
(b) Coaching
(c) Vestibule training
(d) Programmed instruction

15. The basic purpose of wage and salary administration is to establish and maintain an _____ wage and salary structure.
- (a) Varied (b) Equitable
(c) Optimum (d) Maximum
16. _____ is a supplements to wages received by workers at a cost to employees.
- (a) Wage (b) Salary
(c) Incentives (d) Fringe benefits
17. Transparent performance and appraisal system enhances _____
- (a) Employee retention
(b) Demotion
(c) Selection
(d) Development
18. It is estimated that employees spent about _____ part of their the life working.
- (a) 1/2 (b) 1/3
(c) 1/4 (d) 2/3
19. The process of assessing employee performance is _____
- (a) Retention (b) Promotion
(c) Counseling (d) Performance appraisal
20. The evaluation is asked to rate employees on the basis of job related characteristics and knowledge.
- (a) Ranking (b) Graphic rating
(c) Grading (d) Essay method

27. _____ information provides data regarding wages, incentives, allowances, fringe benefits, deductions.
- (a) Training (b) Payroll
(c) Health (d) Manpower
28. The process of identifying and measuring data about human resources is
- (a) HR audit (b) HR development
(c) HR accounting (d) HR management
29. _____ is considered as Father of scientific management.
- (a) F.W. Taylor (b) Henry Fayol
(c) Elton Mayo (d) Drucker
30. Staff function is _____ to line management
- (a) Sincere (b) Service
(c) Systematic (d) Armed forces
31. The HR policy must be reasonably stable but not _____
- (a) Flexible (b) Rigid
(c) Systematic (d) Specific
32. _____ means attracting the employees working elsewhere to join the organization.
- (a) Head hunting
(b) Attrition
(c) Jobbers
(d) Raiding

33. One of the principles of good _____ is to make candidate feel at ease.
- (a) Selection (b) Interviewing
(c) Training (d) Planning

Part B

(7 × 6 = 42)

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

34. (a) Explain the functions of HRM.

Or

- (b) Narrate the competitive challenges of HRM.

35. (a) Write a note on job description and job specification.

Or

- (b) Explain the external and internal sources of recruitment.

36. (a) Explain elaborately on the types of selection tests.

Or

- (b) What is orientation? Explain its importance.

37. (a) Write an essay on Human resource accounting and audit.

Or

- (b) Discuss the various types of incentives.

38. (a) Define employee retention. Explain its various methods.

Or

- (b) What is job evaluation? Explain qualitative and quantitative methods of job evaluation.

39. (a) Explain the causes and consequences of labour attrition.

Or

(b) Briefly explain the grievance redressal stages.

40. (a) Define trade union. Discuss the future of trade unions.

Or

(b) Describe the various personnel records and reports.

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M.B.A. DEGREE EXAMINATION, MAY 2023

ONLINE PROGRAMME EXAMINATIONS

Second Year — Third Semester

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

MARKETING MANAGEMENT

(CBCS – 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

Part A

(33 × 1 = 33)

Answer **all** questions.

1. _____ is the act of obtaining a desired object from someone by offering in return
 - (a) Sales
 - (b) Marketing
 - (c) Exchange
 - (d) Production

2. Social marketing is a method employed to develop activities intended to change or maintain people's behavior for the benefit of individuals and _____ as a whole
 - (a) Society
 - (b) Community
 - (c) Nation
 - (d) State

3. _____ is not in traditional 4P's of marketing.
- (a) Product (b) Promotion
(c) Package (d) Pricing
4. Psychographic segmentation is based on shared _____ characteristics of the consumers.
- (a) Demographic (b) Legal
(c) Economical (d) Psychological
5. _____ environment consists of the environment outside the organization.
- (a) Macro (b) Internal
(c) Micro (d) Trade unions
6. The more sellers of similar product or service the more _____ the environment.
- (a) Economic (b) Competitive
(c) Legal (d) Political
7. A customer remembers only a few messages and they are the ones which are in line with their existing beliefs and attitude.
- (a) Perception (b) Distortion
(c) Attention (d) Retention
8. _____ involves learning from others without direct experience or reward.
- (a) Classical conditioning
(b) Operant conditioning
(c) Cognitive learning
(d) Modeling

9. The researcher selects the most easily available sampling units or respondents from the population and interviews them
- (a) Convenience sampling
 - (b) Judgmental sampling
 - (c) Quota sampling
 - (d) Simple random sampling
10. _____ margin is calculated as the selling price of an item, less than the cost of goods sold.
- (a) Net
 - (b) Gross
 - (c) Profit
 - (d) Sales
11. The company seeks to have a limited launch for the product in the marketplace is _____ marketing.
- (a) Tele
 - (b) Internet
 - (c) test
 - (d) Online
12. The market is growing at a slow rate and the market share of the business is low is _____
- (a) Cash cows
 - (b) Dogs
 - (c) Stars
 - (d) Problem children
13. The stages through which a product travels during its life period is called product
- (a) Mix
 - (b) Positioning
 - (c) Launch
 - (d) Life cycle
14. _____ is a task which is done so that the product is safe and can be easily stored or transported from the producers to end user.
- (a) Branding
 - (b) Packaging
 - (c) Positioning
 - (d) Targeting

15. Initially setting high price for the new product is called _____ price.
- (a) Skimming (b) Penetrative
(c) Discriminatory (d) Bundle
16. When the total revenue is equal to total _____ it is break even point.
- (a) Fixed cost (b) Cost
(c) Variable cost (d) Marginal cost
17. Marketing _____ is an art of managing the flow of raw materials and finished goods from the source of supply to end users.
- (a) Distribution (b) Positioning
(c) Logistics (d) Brand
18. A strategic alliance is an agreement between two or more parties to pursue a set of agreed upon objectives needed while remaining _____ organizations.
- (a) Collaborative (b) Dependent
(c) Merged (d) Independent
19. In a geographical area only one wholesaler, retailer or industrial distributor is used _____
- (a) Intensive distribution
(b) Exclusive distribution
(c) Selective distribution
(d) Purposive distribution
20. These stores target their merchandise to specific target markets
- (a) Specialty (b) Departmental
(c) Malls (d) Convenience

21. Managing a sales force is an _____ task because most sales people work away from the direct supervision of their managers.
- (a) Easy (b) Simple
(c) Trouble free (d) Intricate
22. _____ sales persons prefer recognition as achievers by peers and supervisors and tend to be sales quota oriented.
- (a) Satisfiers (b) Trade-off
(c) Goal oriented (d) Money oriented
23. _____ is incentives to customers on trade that are designed to stimulate purchase.
- (a) Sales promotion (b) Advertisement
(c) Personal selling (d) Publicity
24. Which one is not public relation activity?
- (a) Publicity
(b) Corporate advertising
(c) Charitable donations
(d) Discount sales
25. Advertising are primarily used for _____ products in the target audiences mind.
- (a) Targeting (b) Positioning
(c) Segmenting (d) Pricing
26. Measuring the advertisement effectiveness is _____
- (a) Budgeting (b) Standardizing
(c) Evaluation (d) Copy creating

27. _____ attack involves the aggressor taking on the incumbent head on.
- (a) Bypass (b) Frontal
(c) Encirclement (d) Flanking
28. _____ attracts, maintain and enhances customer relationship.
- (a) CRM (b) TQM
(c) JIT (d) CSR
29. Category killers sell a _____ line merchant
- (a) Single (b) Multiple
(c) Internet (d) Social
30. When a salesperson's salary is not linked to the amount by sales that he generated is _____
- (a) Salary plus incentives
(b) Fixed emoluments
(c) Only incentives
(d) Salary plus commission
31. _____ is the most popular direct marketing technique.
- (a) Publicity
(b) Coupons
(c) Online advertisement
(d) E-mail
32. _____ is merchandise offered for free or at low cost with a brand as an incentive to consumers to purchase the brand.
- (a) Premium (b) Bonus
(c) Free trials (d) Coupons

33. _____ attack is the most indirect marketing strategy adopted by the challenging firm with a view to surpassing the competition by attacking its easier markets.

- (a) Encirclement (b) Frontal
(c) Bypass (d) Flanking

Part B

(7 × 6 = 42)

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

34. (a) Narrate various approaches of marketing.

Or

(b) Give a note on service marketing mix.

35. (a) Explain the external marketing environment.

Or

(b) Discuss the determinants of consumer behavior.

36. (a) Elucidate the changing marketing practices.

Or

(b) Write an essay on product line management.

37. (a) Write short note on product positioning and diversification.

Or

(b) Discuss the relationship between pricing and product life cycle.

38. (a) Comment on strategic alliance for logistic cost reduction.

Or

(b) Elucidate modern trends in retailing.

39. (a) Discuss the criteria under management of sales force.

Or

(b) Discuss the direct marketing channels.

40. (a) Describe the various types of advertisements copy.

Or

(b) Write a note on data warehousing and data mining.

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M.B.A. DEGREE EXAMINATION, MAY 2023

ONLINE PROGRAMME EXAMINATIONS

Second Year — Third Semester

FINANCIAL MANAGEMENT

(Common for M.B.A (G)/F.M/L.M/T/H.R.M)

(CBCS – 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

Part A

(33 × 1 = 33)

Answer **all** questions.

Choose the correct answer.

1. The Primary goal of a financial management is _____
 - (a) To maximize the return
 - (b) To maximize the risk
 - (c) To maximize the wealth of the owners
 - (d) To maximize the profit
2. The traditional view of financial management looks at
 - (a) Arrangement of short-term and long-term funds from financial institutions
 - (b) Mobilization of funds through financial instruments
 - (c) Orientation of Finance function with accounting function
 - (d) All of the above

3. Liquidity and profitability are _____ goals for the finance manager
- (a) Different
 - (b) Separate
 - (c) Competing
 - (d) Finance
4. Using the loopholes of law to reduce tax is known as
- (a) Tax evasion
 - (b) Tax planning
 - (c) Tax avoidance
 - (d) Tax Management
5. _____ Maximization objective considers the risk and time value of money
- (a) Profit
 - (b) Wealth
 - (c) Value
 - (d) Growth
6. Business across several countries with some decentralization of management decision making to subsidiaries is
- (a) Global business
 - (b) Multinational business
 - (c) Transnational business
 - (d) Multi-regional business

7. Debt funds are raised in the form of
- (a) Debentures
 - (b) Term loans
 - (c) Bonds
 - (d) All of the above
8. Ownership securities are represented by
- (a) Securities
 - (b) Equity
 - (c) Debt
 - (d) Debentures
9. Who controls the capital market in India?
- (a) SEBI
 - (b) RBI
 - (c) IRDA
 - (d) NABARD
10. Indicate the odd-one in the following
- (a) Book building
 - (b) Green shoe option
 - (c) Underwriting
 - (d) Road show
11. Cost of capital refers to
- (a) Floating cost
 - (b) Dividend
 - (c) Minimum required rate of return
 - (d) None of these

12. When the firm is overgeared it faces.
- (a) Financial risk
 - (b) Business risk
 - (c) Interest rate risk
 - (d) Market rate risk
13. The measure of business risk is
- (a) Financial leverage
 - (b) Total leverage
 - (c) Combined leverage
 - (d) Operating leverage
14. Which formula is used to measure the degree of operating leverage?
- (a) $EBT/EBIT$
 - (b) $Contribution/EBIT$
 - (c) EPS
 - (d) EBIT
15. A sound capital budget decision is based on _____
- (a) Cash flows
 - (b) Accounting Profit
 - (c) Interest rate on borrowings
 - (d) Last dividend paid

16. Which of the following represents the amount of time that it takes for a capital budgeting project to recover its initial cost?
- (a) Maturity period
 - (b) Payback period
 - (c) Redemption period
 - (d) Investment Period
17. _____ is the most important investment decision because it determines the risk-return characteristics of the port-folio
- (a) Hedging
 - (b) Market timing
 - (c) Performance measurement
 - (d) Asset Allocation
18. The value of the future net incomes discounted by the cost of capital are called
- (a) Average capital cost
 - (b) Discounted capital cost
 - (c) Net capital cost
 - (d) Net present values
19. The excess of current assets over current liabilities is called
- (a) Net current assets
 - (b) Net working capital
 - (c) Working Capital
 - (d) All of the above

20. The need for working capital arises because of time gap between production of goods and their actual realization after sales is termed as
- (a) Operating cycle
 - (b) Cash conversion cycle
 - (c) Business cycle
 - (d) None of the above
21. Reorder levels _____ than safety level
- (a) Higher (b) Lower
 - (c) Medium (d) Fixed
22. A decrease in the firms receivable turnover ratio means that _____
- (a) It is collecting credit sales more quickly than before
 - (b) It is collecting credit sales more slowly than before
 - (c) Sales have gone down
 - (d) Inventories have gone up
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. The investment in short-term marketable securities is not made for one of the following objectives
- (a) To increase return on investment by earning interest on idle funds
 - (b) To improve liquidity ratio
 - (c) To convert into cash as and when cash shortage is faced
 - (d) To earn interest for the holding period of investment

25. MM model of Dividend irrelevance uses arbitrage between
- (a) Dividend and Bonus
 - (b) Dividend and capital issue
 - (c) Profit and investment
 - (d) None of the above
26. Walter's model suggests that a firm can always increase ie, of the share by
- (a) Increasing Dividend
 - (b) Decreasing Dividend
 - (c) Constant Dividend
 - (d) None of the above
27. The dividend decisions are concerned with
- (a) Determination of quantum of profits to be distributed to the owners
 - (b) The frequency of such payments
 - (c) The amounts to be retained by the firm
 - (d) All of the above
28. Dividend payout ratio is
- (a) PAT capital
 - (b) DPS/EPS
 - (c) Preference dividend/EPT
 - (d) Preference dividend/Equity Dividend

29. One of the following is a common sources of finance for a small business firm
- (a) Factoring
 - (b) Bills discounting
 - (c) Commercial paper
 - (d) Bills acceptance
30. Capital structure decisions should always aim at having debt component inorder to
- (a) Gain tax savings
 - (b) Gain control over the company
 - (c) Balance the capital structure
 - (d) Increase the earnings available for equity shareholders
31. The weighted average cost of capital is not similar to
- (a) Overall cost of capital
 - (b) Required rate to return
 - (c) Risk adjusted return
 - (d) Minimum rate of return
32. The minimum levels of various current assets required by the firm to ensure the continuity of operations is known as
- (a) Net working capital
 - (b) Net current Assets
 - (c) Core current assets
 - (d) Permanent current Assets

33. Financial leverage is also known as
- (a) Trading on equity
 - (b) Trading on debt
 - (c) Interest on equity
 - (d) Interest on debt

Part B

(7 × 6 = 42)

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

34. (a) State the significance of Financial management.
- Or
- (b) Explain In detail Tax Avoidance and Tax evasion.
35. (a) What are the relationship between Risk and Return?
- Or
- (b) What are the various sources of long term capital?
36. (a) Explain the concept of book building and discuss the book building process.
- Or
- (b) What are the methods used in calculation of cost of equity.
37. (a) Critically examine the net income and net operating income approaches to capital structure.
- Or
- (b) Distinguish between Net present value method and Internal rate of return method of ranking of Projects.

38. (a) "Decision tree analysis is helpful in managerial decisions". Explain with example.

Or

(b) What factors would you take into account in planning the working capital requirements of a firm?

39. (a) Explain the concept of 'ABC Analysis' as a technique of inventory control.

Or

(b) Discuss the miller and orr model of cash Management.

40. (a) Explain the Modigliani-Miller hypothesis of dividend irrelevance Does this hypothesis suffer from deficiencies?

Or

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

N-0344

Sub. Code

**205433C1/
205533**

**M.B.A. DEGREE EXAMINATION,
MAY 2023**

ONLINE PROGRAMME EXAMINATIONS

Second Year – Third Semester

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

MANAGEMENT OF FUNDS

(CBCS – 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

Part A

(33 × 1 = 33)

Answer **all** the questions.

1. 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

2. Gradual growth of the value of assets of the firm in terms of benefits.
 - (a) Depository
 - (b) Profit maximisation
 - (c) Foreign investor
 - (d) Wealth maximisation

3. Which is not involved decision in the financial management.
- (a) Equity decision
 - (b) Financial decision
 - (c) Investment decision
 - (d) Dividend decision
4. Trade credit is a source of
- (a) Long-term finance
 - (b) Short-term finance
 - (c) Medium-term finance
 - (d) None of the above
5. Capitalisation theories are cost theory and
- (a) Earnings theory (b) Planning theory
 - (c) Capital theory (d) Financial theory
6. The financial system helps determine both _____ and the volume of credit
- (a) The equity (b) The cost
 - (c) The preference (d) The expenses
7. Jensen's Alpha focuses on _____
- (a) Systematic Risk
 - (b) Unsystematic Risk
 - (c) Political Risk
 - (d) Legal Risk

8. Which of the following is a stock mutual fund?
- (a) Ginnie Mae fund
 - (b) Growth Fund
 - (c) Municipal securities fund
 - (d) Treasury securities
9. Find The traditional approach is also known as
- (a) NI approach
 - (b) NOI approach
 - (c) MM approach
 - (d) Intermediate approach
10. The amount by which a close-ended fund's share price in the secondary market is above the fund's NAV is called the
- (a) Market value (b) Premium
 - (c) Discount (d) Par value
11. NAV stands for
- (a) Net Application Value
 - (b) Notional Assets Value
 - (c) Net Assets Value
 - (d) Net Assets
12. In The performance of a scheme is reflected in its
- (a) Net asset value (b) Face Value
 - (c) NPV (d) AMC

13. _____ measures the dispersion in return.
- (a) Beta
 - (b) R-squared
 - (c) Standard deviation
 - (d) Alpha
14. 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
15. The policy concerning quantum of profits to be distributed as dividend is termed as
- (a) Bonus
 - (b) Equity
 - (c) Dividend
 - (d) Ratio
16. The market price of a share is Rs.140 and a company plans to pay a dividend of Rs.9 per share. The growth in dividends is estimated at the rate of 10%. Find out the cost of equity capital.
- (a) 16.4%
 - (b) 19.4%
 - (c) 4.16%
 - (d) 4.94%
17. The Market price of share is Rs.90 and the growth rate of dividend is 12%. The earnings per share are Rs.18. You are required to find out the cost of retained earnings.
- (a) 52%
 - (b) 32%
 - (c) 34%
 - (d) 23%

18. Operating Leverage are two major classification in the organisation such as fixed cost and
- (a) Under capitalisation
 - (b) Equity
 - (c) Cost of fixation
 - (d) Variable cost
19. Leverage is a financial tool in the hand of _____
- (a) Decision
 - (b) Structure
 - (c) Financial analyst
 - (d) Capital
20. Which of the following is studied with the help of operating leverage?
- (a) Analysis of business risk
 - (b) Analysis of financial risk
 - (c) Analysis of production risk
 - (d) Analysis of credit risk
21. High financial leverage indicates:
- (a) Amount of debt is high as compared to stock
 - (b) Risk investment
 - (c) Fixed assets are purchased with debts
 - (d) All of the above

22. 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
23. The term trading on equity is generally used for _____ financial leverage.
- (a) Favourable (b) Non favourable
 - (c) High (d) Low
24. Issue of bonus shares may also be termed as _____ of profits of a company.
- (a) Market price
 - (b) Capitalisation
 - (c) Dividend
 - (d) Policy
25. A lease agreement grants lessee the right to _____
- (a) Own the assets (b) Use the assets
 - (c) Both (d) None of the above
26. Total risk of an individual security can be divided into two parts such as _____and market risk.
- (a) Systematic risk (b) Unique risk
 - (c) Monetary risk (d) None of the above

27. The securities which offer a higher return carry a higher level of _____
- (a) Capitalisation (b) Return
(c) Income (d) Risk
28. 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
29. A sale and lease back arrangement is suitable for a lessee having:
- (a) Liquidity crisis (b) Surplus funds
(c) High profit (d) Low profit
30. A swap deal is basically governed by
- (a) Forward margin
(b) Buying and selling rate
(c) The currency involved
(d) Speculation
31. IOP stance for _____
- (a) Initial public offer
(b) Information public offer
(c) Initial public office
(d) Initial public organisation

32. VCI stance for _____
- (a) Venture capital institutions
 - (b) Venture capital information
 - (c) Venue capital institutions
 - (d) Venture capital informative
33. The evaluation of venture capital investments are cost method and
- (a) Financial
 - (b) Equity
 - (c) Market venture method
 - (d) Dividend

Part B

(7 × 6 = 42)

Answer **all** the questions

34. (a) Elaborately pointed out the different instruments of long-term finance.

Or

- (b) Enlightening the problems and prospects of factoring services in India.

35. (a) Explain the instruments of short-term finance.

Or

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

36. (a) Ramya Enterprise can make either of two investments at the beginning of 2001. Assuming the rate of return of 10% p.a. Evaluate the investment proposal by using the following methods: (i) Average Return on Average Investment (ii) Profitability Index (iii) Payback period method (iv) Discount cash flow method (NPV).

	Proposal X	Proposal Y
Cost of the Investment	Rs. 25,000	Rs. 30,000
Life	5 Years	6 Years
Scrap Value	Nil	Nil

Net Income (After Depreciation and Tax)

Year	2001	2002	2003	2004	2005	2006
Rs.	600	1,000	2,500	3,000	3,500	–
Rs.	3,800	4,500	5,000	4,500	5,500	6,000

It is estimated that each of the alternative projects will require an additional working capital of Rs.2,000 which will be received back in full after the expiry of each project life. Depreciation is provided under the straight-line method. The present value of Rs.1 to be received at the end of each year at 10% p.a given below:

Year	1	2	3	4	5
PV Factor	0.909	0.826	0.751	0.683	0.621

Year	6	7	8	9	10
PV Factor	0.564	0.513	0.467	0.424	0.386

Or

- (b) Explain the different sources of funds.

37. (a) Elaborately discuss the different stages involved in the New Issue Market.

Or

(b) Explicate the factors which influence the financial structure.

38. (a) How does time value of money influences the decisions of valuation of firms?

Or

(b) Expound the methods of valuing different types of securities.

39. (a) Write an analytical note on:

(i) Equity Shares

(ii) Debentures

(iii) Ploughing back of profits.

Or

(b) From the following data, calculate operating, financial and combined leverage.

Interest Rs. 10,000

Sales 15,000 units at Rs.10 per unit

Variable cost at Rs.4 per unit

Fixed cost Rs.20,000

40. (a) Comment on the recommendations of Chandrasekaran Committee, 2000, pertaining to regulations of SEBI.

Or

(b) You can assume like an investor and clarify the multilateral financing institutions and benefits.

N-0345

Sub. Code

**205434C2/
205534**

M.B.A. DEGREE EXAMINATION, MAY 2023

ONLINE PROGRAMME EXAMINATIONS

Second Year – Third Semester

**INVESTMENT ANALYSIS AND PORTFOLIO
MANAGEMENT**

(Common for M.B.A.(G)/F.M.)

(CBCS – 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

Part A

(33 × 1 = 33)

Answer **all** questions.

1. Investment is the _____
 - (a) Net additions made to the nation's capital stocks
 - (b) Persons commitment to buy a flat or house
 - (c) Employment of funds on assets to earn returns
 - (d) Employment of funds on goods and services that are used in production process

2. The most popular type of investment company is a _____.
 - (a) Unit investment trust
 - (b) Mutual fund
 - (c) Closed-end investment company
 - (d) Real estate investment trust

3. Speculator is a person —————
- (a) Who evaluates the performance of the company
 - (b) Who uses his own funds only
 - (c) Who is willing to take high risk for high returns
 - (d) Who considers heresays and market behaviours
4. Which one of the following is not a money market securities?
- (a) Treasury bills
 - (b) National savings certificate
 - (c) Certificate of deposit
 - (d) Commercial paper
5. Commercial papers are —————
- (a) Unsecured promissory notes
 - (b) Secured promissory notes
 - (c) Sold at a premium
 - (d) Issued for a period of 1 to 2 year
6. An example of a derivative security is —————.
- (a) A Common share of general motors
 - (b) A call option on mobil stock.
 - (c) A commodity futures contract
 - (d) (b) and (c)
7. The underwriter has to take up —————
- (a) The fixed portions of the issue capital
 - (b) The agreed portion of the unsubscribed part
 - (c) The agreed portion or can refuse if
 - (d) The unfixed portions of the issue capital

8. 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
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. Investment decision making traditionally consists of two steps _____.
- (a) Investment banking and security analysis
 - (b) Buying and selling
 - (c) Risk and expected return
 - (d) Security analysis and portfolio management
11. The object of portfolio is to reduce _____ by diversification
- (a) Return
 - (b) Risk
 - (c) Uncertainty
 - (d) Percentage
12. Most investors are risk-averse which means _____.
- (a) They will assume more risk only if they are compensated by higher expected return.
 - (b) They will always invest in the investment with the lowest possible risk.
 - (c) They will always invest in the investment with the highest possible risk.
 - (d) They avoid the stock market due to the high degree of risk.

13. The largest single institutional owner of common stocks is _____.
- (a) Mutual funds (b) Insurance companies
(c) Pension funds (d) Commercial banks
14. Choosing stocks by searching for predictable patterns in stock prices is called _____.
- (a) Fundamental Analysis
(b) Technical Analysis
(c) Index Management
(d) Random Walk Investment
15. The last step in fundamental analysis is
- (a) Economic analysis
(b) Industry analysis
(c) Company analysis
(d) Technical Analysis
16. If an investor states that Intel is overvalued at 65 times, he is referring to _____.
- (a) Earnings per share
(b) Dividend yield
(c) Book value
(d) p/e ratio
17. Efficient portfolios can be defined as those portfolios which for a given level of risk provides
- (a) Maximum return
(b) Average return
(c) Minimum return
(d) None of the above

18. Capital market line is:
- (a) Capital allocation line of a market portfolio
 - (b) Capital allocation line of a risk free asset
 - (c) Both (a) and (b)
 - (d) None of the above
19. A portfolio comprises two securities and the expected return on them is 12% and 16% respectively. Determine return of portfolio if first security constitutes 40% of total portfolio.
- (a) 12.4%
 - (b) 13.4%
 - (c) 14.4%
 - (d) 15.4%
20. The value of a bond and debenture is
- (a) Present value of interest payments it gets
 - (b) Present value of contractual payments it gets till maturity
 - (c) Present value of redemption amount
 - (d) None of the above
21. The fundamental analysis approach has been associated with _____
- (a) Uncertainties
 - (b) Certainties
 - (c) Ratios
 - (d) Balance sheet
22. Which analysis provides a simplified picture of price behaviour of a shares
- (a) Fundamental
 - (b) Technical
 - (c) Ratio
 - (d) Fund flow
23. According to CAPM, the correct measure of risk is termed as.
- (a) Business risk
 - (b) Financial risk
 - (c) Beta coefficient
 - (d) Systematic risk

24. Elliott wave explains long-term pattern of price behavior of share prices in the major patterns in
- (a) Five successive waves
 - (b) Three successive waves
 - (c) Two successive wave
 - (d) Four successive waves
25. If there is an increase in interest rates than the fixed interest rate of the corporate bond will
- (a) Return to the corporation
 - (b) Decrease in value
 - (c) Remain unchanged
 - (d) Increase in value
26. Which of the following theory analyzes how wealth can be optimally invested in portfolio's which are made up of assets whose expected returns and risks are different.
- (a) G.D. Gordon's approach
 - (b) Modigliani miller approach
 - (c) Markowitz Model
 - (d) Traditional Theory
27. _____ step involves determining periodically how the portfolio has performed over the review period.
- (a) Portfolio performance evaluation
 - (b) Portfolio revision
 - (c) Portfolio construction
 - (d) Performing security analysis
28. _____ is the most important investment decision because it determines the risk return characteristics of the portfolio.
- (a) Hedging
 - (b) Market timing
 - (c) Performance measurement
 - (d) Asset allocation

29. _____ include “expensive stocks” that offer big rewards but have big risk.
- (a) The patient portfolio
 - (b) Conservative portfolio
 - (c) Aggressive portfolio
 - (d) Efficient portfolio
30. _____ is the excess of the bond over its conversion value.
- (a) Market Conversion
 - (b) Conversion Premium
 - (c) Conversion Discount
 - (d) Conversion Ratio
31. Line charts are formed by connecting _____ of each time frame.
- (a) Average price (b) Highest of the day
 - (c) Closing price (d) Lowest of the day
32. Treynor Ratio is calculated using _____.
- (a) Standard deviation
 - (b) Beta
 - (c) Alpha
 - (d) Both Alpha and Beta
33. Which of the following statements about the market portfolio is false?
- (a) The market portfolio contains both systematic and unsystematic risk
 - (b) The market portfolio lies on the capital market line
 - (c) The market portfolio lies on the security market line
 - (d) The market portfolio includes all risky assets in the world

Part B

(7 × 6 = 42)

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

34. (a) Explain the difference between personal and institutional investments.

Or

- (b) Explain the following concepts (i) Speculation (ii) Gambling (iii) Hedging

35. (a) Discuss briefly about fixed income securities.

Or

- (b) Describe the methods to measure investment analysis.

36. (a) Explain the process of valuation analysis.

Or

- (b) Discuss the components of fundamental analysis.

37. (a) Explain the tools used for technical analysis.

Or

- (b) Illustrate the steps involved in moving average analysis.

38. (a) Discuss briefly about the risk return indifference curve.

Or

- (b) Explain the Sharpe's single and two factorial models.

39. (a) Discuss the capital market line and security market line.

Or

- (b) Discuss the types of efficient market hypotheses.

40. (a) Describe Treynor and Jensen portfolio performance measurement.

Or

- (b) Illustrate the process of portfolio auditing.

N-0346

Sub. Code

**205435C3/
205535**

M.B.A. DEGREE EXAMINATION, MAY 2023

ONLINE PROGRAMME EXAMINATIONS

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

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 (MCQ)

1. Equity-based financial instruments represent ownership of an _____.
 - (a) Assets
 - (b) Liability
 - (c) Debit
 - (d) Debt

2. What is the primary goal of financial management?
 - (a) To minimise the risk
 - (b) To maximise the owner's wealth
 - (c) To maximise the return
 - (d) To raise profit

3. The capital budget is associated with.
 - (a) Long terms and short terms assets
 - (b) Fixed assets
 - (c) Long terms assets
 - (d) Short-term assets

4. The Chairman of the Securities and Exchange Board of India is appointed by the _____.
- (a) Ministry of Finance
 - (b) Reserve Bank of India (RBI)
 - (c) Stock Exchanges
 - (d) None of the above
5. The total number of board members in the Securities and Exchange Board of India is _____.
- (a) 5
 - (b) 7
 - (c) 10
 - (d) 9
6. Which of the following is not a public sector unit?
- (a) Reserve Bank of India (RBI)
 - (b) Securities and Exchange Board of India (SEBI)
 - (c) State Bank of India (SBI)
 - (d) Industrial Development Bank of India (IDBI)
7. A Non-Banking Financial Company (NBFC) is a company registered under the Companies Act, _____.
- (a) 1956
 - (b) 1957
 - (c) 1958
 - (d) 1959
8. Credit Analysis and Research Ltd (CARE) commenced its operations in the _____ year.
- (a) 1993
 - (b) 1994
 - (c) 1995
 - (d) 1996
9. UTI, LIC etc are example of
- (a) Banking Institution
 - (b) Investment Institution
 - (c) NBFII
 - (d) Development Bank

10. 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
11. 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
12. 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
13. 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
14. 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

15. Investments would score high only if there is a protection to
- (a) Real estate (b) Preferred stock
(c) Government bonds (d) Common stock
16. 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
17. An investor invests in assets known as a
- (a) Securities (b) Block of Assets
(c) Portfolio (d) None of the above
18. The SEBI is the regulatory authority established under _____ of SEBI Act 1992
- (a) Sec 3 (b) Sec 4
(c) Sec 5 (d) Sec 6
19. 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
20. The Government of Bombay passed the first State Cooperative Societies Act in_____.
- (a) 1925 (b) 1926
(c) 1927 (d) 1928

21. The _____ provides a framework for the supervision and regulation of all banks.
- (a) Banking Regulation Act
 - (b) Co-operative society Act
 - (c) SEBI Act
 - (d) RRB
22. 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
23. The _____ is the apex organization in the Indian money market.
- (a) SBI
 - (b) RBI
 - (c) ICICI
 - (d) IDBI
24. The term _____ is defined as a central location for keeping securities on deposit.
- (a) Depository
 - (b) Instrument
 - (c) Institutions
 - (d) None of the above
25. _____ was the first credit rating agency in India.
- (a) CRISIL
 - (b) ICRA
 - (c) Fitch India
 - (d) CARE
26. The number of regional offices of the Securities and Exchange Board of India is _____.
- (a) One
 - (b) Three
 - (c) Four
 - (d) Two

27. The Securities and Exchange Board of India Act was passed on _____.
- (a) 30th January 1982 (b) 30th January 1987
(c) 30th January 1992 (d) 30th January 1990
28. The Securities and Exchange Board of India Ombudsman was introduced in the year _____.
- (a) 2001 (b) 2003
(c) 2000 (d) 2002
29. How many companies are included in the BSE Sensex?
- (a) 25 (b) 30
(c) 50 (d) 111
30. Which among the following does not belong to the stock exchange?
- (a) KPO (b) IPO
(c) NSE (d) NAV
31. Which among the following is not an objective of SEBI?
- (a) To regulate the securities market
(b) To protect the interests of investors
(c) To promote individual businesses
(d) To promote the development of the market
32. Which of the following are responsible for the fluctuations in the Sensex?
- (a) Monetary policy
(b) Political instability
(c) Rain
(d) None of the above

38. (a) Describe the portfolio management service.

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 role of RBI in gilt security market.

40. (a) What is OTCEI? And explain the functions of OTCEI.

Or

(b) What is the role of investor association and investment consultancies in Indian scenario?

N-0360

Sub. Code

**205442C1/
205541**

M.B.A. DEGREE EXAMINATION, MAY 2023.

ONLINE PROGRAMME EXAMINATIONS

Second Year – Fourth Semester

(Common for MBA(G)/FM)

FOREIGN EXCHANGE MANAGEMENT

(CBCS – 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

Part A

(33 × 1 = 33)

Answer **all** questions.

1. _____ means avoidance of a foreign exchange risk.
 - (a) Arbitrage
 - (b) Hedging
 - (c) Trading
 - (d) Speculating

2. Foreign exchange transactions involve monetary transactions
 - (a) Among residents of the same country
 - (b) Between the residents of two countries
 - (c) Between residents of two or more countries
 - (d) Among residents of at least three countries

3. In the long run, a rise in a country's price level (relative to the foreign price level) causes its currency to _____, while a rise in the country's relative productivity causes its currency to _____.
- (a) Appreciate; Appreciate
 - (b) Appreciate; Depreciate
 - (c) Depreciate; Appreciate
 - (d) Depreciate; Depreciate
4. When exchange rate falls in terms of domestic currency
- (a) Domestic currency depreciates
 - (b) Foreign currency appreciates
 - (c) Domestic currency appreciates
 - (d) No effect on the domestic currency
5. Purchasing Power Parity theory is related with _____.
- (a) Interest rate
 - (b) Wage rate
 - (c) Bank rate
 - (d) Exchange rate
6. Flexible exchange rate system is also known as
- (a) Pegging exchange rate system
 - (b) Floating exchange rate system
 - (c) Dirt floating
 - (d) Both (b) and (c)

7. The forward market is especially well-suited to offer hedging protection against _____.
- (a) Translation risk exposure
 - (b) Transaction risk exposure
 - (c) Political risk exposure
 - (d) Taxation
8. Which one of the following is implied by interest rate parity?
- (a) Interest rates are at par in all the countries
 - (b) A condition that the expected returns on deposits in any two countries are equal when measured in the same currency.
 - (c) Movements in spot rates and forward rates in the foreign exchange market are same.
 - (d) Potential holders of foreign currency deposits do not view these deposits as a desirable asset
9. _____ 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) Futures contract
 - (b) SWAPS
 - (c) Options Contract
 - (d) Forward Contract
10. _____ contracts are bilateral contracts.
- (a) Forward
 - (b) Futures
 - (c) Options
 - (d) Swaps

11. The advantage of forward contracts over futures contracts is that they
- (a) are standardized.
 - (b) have lower default risk.
 - (c) are more flexible
 - (d) both (a) and (b) are true.
12. An option that can only be exercised at maturity is called an
- (a) Stock option
 - (b) European option
 - (c) American option
 - (d) Swap
13. Options on futures contracts are referred to as
- (a) Stock options
 - (b) Futures options
 - (c) American options
 - (d) Individual options
14. The external methods of hedging transaction exposure does not include
- (a) Forward contract hedge
 - (b) Money market hedge
 - (c) Cross hedging
 - (d) Futures hedging

15. Agreement to exchange one currency for another at a specified exchange rate and date is
- (a) Swap points
 - (b) Currency put option
 - (c) Currency call option
 - (d) Currency swap
16. A government resorts to _____ to reduce inflation.
- (a) Increase in government expenditure
 - (b) Reduction in repo rate
 - (c) Cuts in government spending
 - (d) None of the above
17. _____ is a significant change in the economic structure or growth rate that produce a major change in expected return of the investment
- (a) Exchange risk
 - (b) Economic risk
 - (c) Transfer risk
 - (d) Political risk
18. The acronym CIRCUS stands for
- (a) Current Interest Rate Swap.
 - (b) Circular Currency Swap
 - (c) Combined Income Range Currency Swap
 - (d) Combined interest Rate and Currency Swap

19. The seller of an option has the
- (a) Right to buy or sell the underlying asset.
 - (b) The obligation to buy or sell the underlying asset
 - (c) Right to exchange one payment stream for another
 - (d) Ability to reduce transaction risk.
20. Hedging in the futures market
- (a) Eliminates the opportunity for gains
 - (b) Eliminates the opportunity for losses
 - (c) Increases the earnings potential of the portfolio
 - (d) Does both (a) and (b) of the above
21. The price specified on an option that the holder can buy or sell the underlying asset is called the
- (a) Premium
 - (b) Call
 - (c) Strike price
 - (d) Put
22. Hedging with options is best-recommended for _____.
- (a) Hedging receivables
 - (b) Hedging contingency exposures.
 - (c) Hedging foreign currency loans.
 - (d) Hedging payables
23. Translation loss is _____.
- (a) a loss to the parent company
 - (b) an actual loss.
 - (c) a notional loss
 - (d) a loss to the subsidiary company

24. If too much money is chasing too few goods, the resulting inflation is known as _____.
- (a) Stagflation
 - (b) Cost-push inflation
 - (c) Demand-pull inflation
 - (d) None of the above
25. _____ is a current account maintained by one domestic bank on behalf of another domestic bank in foreign bank in foreign currency.
- (a) Vostro account
 - (b) Mirror account
 - (c) Nostro account
 - (d) LORO account
26. The market forces influence the exchange rate are not fully operational under
- (a) Fixed exchange rate system
 - (b) Floating exchange rate system
 - (c) Speculative market
 - (d) Current regulation of IMF
27. Indirect rate in foreign exchange means
- (a) The rate quoted with the units of foreign currency kept fixed
 - (b) The rate quoted with the units of home currency kept fixed
 - (c) The rate quoted in terms of a third currency
 - (d) None of the above

28. The rate applied when a foreign bills is purchased
- (a) TT buying rate
 - (b) TT selling rate
 - (c) Bill buying rate
 - (d) Bill selling rate
29. Convertibility of rupee refers to its convertibility into a _____ as desired by its holder
- (a) Foreign currency
 - (b) Local currency
 - (c) Bank notes
 - (d) Demand draft
30. All are methods of Internally managing foreign exchange risk except, _____.
- (a) Exposure Netting
 - (b) Forward Contract
 - (c) Leading and lagging
 - (d) Denomination in local Currency
31. Transaction exposure can be hedged
- (a) By internal methods only
 - (b) By external methods only
 - (c) Either by internal methods or by external methods or a combination of both
 - (d) Either by internal methods or by external methods, but not by both

32. The amount paid for an option is the
(a) Strike price (b) Commission
(c) Premium (d) Discount
33. Economic exposure does not deal with
(a) Changes in real exchange rates
(b) Expected exchange rate changes
(c) Future cash flow of the firm
(d) None of the above

Part B

(7 × 6 = 42)

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

34. (a) Give a brief note on the determinants of foreign exchange rate.

Or

- (b) Discuss about how to convert Spot Rate to Forward Rate.

35. (a) Write a detailed note on the limitations of asset market model.

Or

- (b) Explain the concepts of real effective exchange rate.

36. (a) Enumerate the steps involved in the cancellation of forward contracts.

Or

- (b) Discuss the merits and demerits of call option in detail.

37. (a) Discuss on the effective handling of Transaction Risk.

Or

(b) Explain about foreign currency swaps and its significance.

38. (a) Give a detailed note on the factors that leads to exchange risk.

Or

(b) Write in detail about the economic exposure risk and how to handle the risk.

39. (a) Differentiate NOSTR with VOSTRO accounts.

Or

(b) Enumerate the different methods of currency control measure in detail.

40. (a) Explain the importance of Increasing Foreign Exchange Reserves.

Or

(b) Discuss why fiscal policy is effective in fixed exchange rate.

N-0361

Sub. Code

**205443C2/
205542**

M.B.A. DEGREE EXAMINATION, MAY 2023

ONLINE PROGRAMME EXAMINATIONS

Second Year – Fourth Semester

MULTINATIONAL FINANCIAL MANAGEMENT

(CBCS – 2020 onwards)

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

Time : 2 Hours

Maximum : 75 Marks

Part A

(33 × 1 = 33)

Answer **all** questions.

1. _____ is not a characteristic of speculation.
 - (a) Exchange rate fluctuation
 - (b) Hedging
 - (c) Profit motive
 - (d) All the above

2. _____ is the source of supply of foreign exchange.
 - (a) FDI
 - (b) FII
 - (c) Exports
 - (d) All the above

3. What determines the foreign exchange rates in India?
 - (a) Market forces of demand and supply
 - (b) Repo and reverse repo rate
 - (c) FDI
 - (d) All the above

4. The main objective of international financial management is to arrange sufficient funds for meeting the _____ goals of an organization.
- (a) Short term (b) Medium term
(c) Long term (d) All of the above
5. CCIL stands for _____
- (a) The clearing consignment of India
(b) The clearing committee of India
(c) The clearing corporation of India
(d) None of the above
6. If portable device made in India are imported into the United States, the Indian manufacturer is paid with _____.
- (a) Rupees (b) Dollars
(c) Euros (d) Bitcoin
7. Which of the following is known as paper gold?
- (a) Special drawing right
(b) Bitcoin
(c) Bill of exchange
(d) US dollar
8. _____ offers the exporter the greatest level of safety.
- (a) Letter of credit (b) Wire transfer
(c) UPI (d) Cash in advance
9. In which year the Indian Government removed the barrier for investment?
- (a) 1945 (b) 1947
(c) 1991 (d) 2002

10. The statutory authority that administers the exchange control in India is
- (a) RBI
 - (b) DGFT
 - (c) SEBI
 - (d) None of the above
11. Why is evaluating Capital Budgeting decisions based on cash flows?
- (a) Cash is more important for an organisation than profits
 - (b) Cash flows are much easier to calculate compared to profits
 - (c) Both (a) and (b) are correct
 - (d) Both (a) and (b) are incorrect
12. Which of the following would be the result of including flotation costs in the analysis of a project?
- (a) It will increase the rate of return for the project
 - (b) It will increase the Net Present Value (NPV) of the project
 - (c) It will have zero effect on the current value of the project
 - (d) It will increase the initial outflow of cash for the project
13. Which of the following would be the best example of a capital budgeting decision?
- (a) Transferring money to your creditor's account
 - (b) Purchasing new machinery to replace an existing one
 - (c) Payment of electricity bill for your factory
 - (d) None of the above
14. During the period of inflation tax rates should:
- (a) Decrease
 - (b) Increase
 - (c) Fluctuate
 - (d) Remain constant

15. If one of the segments of an enterprise claims tax holiday, the purpose of transfer pricing is to ensure that the profit such segment is not
- (a) Understated (b) Overstated
(c) (a) or (b) (d) Neither (a) nor (b)
16. Assessee can file objections against the draft order with the DRP within _____ of the receipt of the draft order.
- (a) 30 days (b) 60 days
(c) 120 days (d) None of the above
17. Working capital is also known as _____ capital.
- (a) Projecting (b) Borrowed
(c) Operating (d) None of the above
18. Investment in current assets should be _____.
- (a) High (b) Low
(c) Adequate (d) None of the above
19. _____ cycle analyses the accounts receivable, inventory, and accounts payable cycles in terms of a number of days?
- (a) Operating (b) Business
(c) Trade cycle (d) None of the above
20. Receivables arise – _____.
1. If the goods are sold on credit
2. If the goods are sold on cash
3. If the services are rendered on credit
4. If the services are rendered on cash
- Select correct answer from the options given below:
- (a) (1) only (b) (1) and (2)
(c) (1) and (3) (d) All (1) to (4)

21. What is retiring a bill under rebate means?
- (a) Dishonoring of a bill
 - (b) Making a payment of the bill after the due date
 - (c) Making a payment of the bill before the due date
 - (d) All of the above
22. Which bill is drawn and accepted in the same country?
- (a) Trade Bill
 - (b) Foreign Bill
 - (c) Accommodation Bill
 - (d) Inland Bill
23. Which of the following is a development that can occur as a result of deficit financing?
- (a) The rise in inflation within the Indian economy
 - (b) The improvement in money supply in the Indian economy
 - (c) The increase in government debt
 - (d) All of the above
24. Which of the following is the correct meaning for the revenue budget?
- (a) It is the difference between revenue expenditure and revenue receipts
 - (b) It is the total revenue deficit including grants in aid for developing assets for states
 - (c) It is the difference between total expenditure and total receipts
 - (d) It is the total revenue deficit excluding grants in aid to create assets for states

25. In weighted average cost of capital, an organisation can affect its cost of capital through _____.
- (a) The policy of investment
 - (b) The policy of capital structure
 - (c) The policy of dividends
 - (d) All of the above
26. Which of the following is an uncontrollable factor that affects the cost of capital for a firm?
- (a) Capital structure policy
 - (b) Debt service charges
 - (c) Investment policy
 - (d) None of the above
27. The type of bond whose present value is lesser than that of its face value is classified as
- (a) Interest bond (b) Discount bond
 - (c) Coupon bond (d) Premium bond
28. The bank which opens the letter of credit in favour of beneficiary is known as _____.
- (a) Issuing bank (b) Advising bank
 - (c) Confirming bank (d) Lead bank
29. The term Euro Currency market refers to
- (a) The international foreign exchange market
 - (b) The countries which have adopted Euro as their currency
 - (c) The market in which Euro is exchanged for other currencies
 - (d) The market where the borrowing and lending of currencies take place outside the country of issue

30. _____ refers to central bank purchases or sales of Government securities in order to expand or contract money in banking system and influence interest rate.
- (a) Open market operations
 - (b) Closed market operations
 - (c) National market operations
 - (d) International market operations
31. If a decision maker is risk averse, then the best strategy to select is the one that yields the
- (a) Highest expected utility
 - (b) Lowest coefficient of variation
 - (c) Highest expected utility
 - (d) Lowest standard deviation
32. The decrease in the value of domestic currency in relation to foreign currency due to fluctuations in the foreign exchange rate is
- (a) Depreciation (b) Devaluation
 - (c) Appreciation (d) None of the above
33. _____ can be the sources of debt financing.
- (a) Bank loans (b) Corporate bonds
 - (c) Mortgages (d) All the above

Part B

(7 × 6 = 42)

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

34. (a) “Multinational financial management is very important in the current context”. Substantiate.

Or

- (b) Detail the metrics that can be used to calculate risk return trade off in mutual funds.

35. (a) What are financial markets? How do financial markets help business?

Or

(b) "FDI is an important monetary source for India's economic development". In this context detail the routes through which India gets FDI.

36. (a) What is political risk? How can it be made safe to run a business?

Or

(b) What is meant by capital budgeting? Explain the process of capital budgeting.

37. (a) Discuss how inflation affects the exchange rates between two countries.

Or

(b) What is meant by working capital? Detail the different working capital management ratios.

38. (a) What is transfer pricing? Why is it important?

Or

(b) Detail the methods of preparing cash budget.

39. (a) Draw the differences between leading and lagging indicators.

Or

(b) Explain the elements of credit policy.

40. (a) Discuss how exchange rate affects business.

Or

(b) What is a debt instrument? Detail some of the common debt security instruments.

N-0362

Sub. Code

**205444C3/
205543**

M.B.A. DEGREE EXAMINATION, MAY 2023

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. A project has a clearly defined _____ and we must do our best to stick to it.
 - (a) Time frame
 - (b) Objectives
 - (c) Plan
 - (d) All the above

2. Only through effective _____ that firms can efficiently and rapidly respond to business opportunities.
 - (a) Project management
 - (b) Time management
 - (c) Decision making
 - (d) Utilization of resources

3. _____ identifies the primary problem the project will solve and whether the project will deliver a solution to that problem.
- (a) Feasibility study
 - (b) Motion study
 - (c) Time study
 - (d) All the above
4. Once the project is approved to move forward based on business case, statement of work, or project initiation document, it moves into the _____ phase.
- (a) Planning phase
 - (b) Introduction phase
 - (c) Execution phase
 - (d) Documentation phase
5. As part of a project, it should have a definite start and end, however they are constrained by
- (a) Cost
 - (b) Labour
 - (c) Time
 - (d) All the above
6. The lifecycle provides the basic foundation of the actions that has to be performed in the project, irrespective of the _____ involved.
- (a) Specific work
 - (b) Time
 - (c) Money
 - (d) Size
7. _____ is the big part of project life cycle phase, as issues will always arise and require quick adjustments as the project progresses.
- (a) Planning
 - (b) Monitoring and Controlling
 - (c) Co-ordination
 - (d) Assignment

8. Project management consultants are not only responsible for implementing project management plans for the successful execution of projects, but they are also accountable for delivering projects
- (a) On time
 - (b) Within the budget
 - (c) Resources allocated
 - (d) All the above
9. The primary duty of a project manager consultant generally is to devise
- (a) Feasible project plan
 - (b) Secure the resources within the budget
 - (c) Oversee its execution
 - (d) All the above
10. The main reason for issuing new shares by the company is to
- (a) Raise money
 - (b) Start new business
 - (c) Have a greater number of share holders
 - (d) Share risk
11. Debenture holders are the _____ of the issuing company.
- (a) Creditors
 - (b) Share holders
 - (c) Owners
 - (d) Well-wishers

12. A participant of the lease who takes possession of the property and provides it as a leasing subject to the lessee
- (a) Agent
 - (b) Promiser
 - (c) Lessor
 - (d) Holder in due course
13. Venture capital provides early-stage companies with the capital needed to
- (a) Bootstrap operations
 - (b) Make high-return payoff
 - (c) Invest in new companies
 - (d) All the above
14. A Global Depository Receipt, also known as international depository receipt, is a certificate issued by
- (a) Depository bank
 - (b) Reserve Bank of India
 - (c) World Bank
 - (d) Commercial Banks
15. Financial Planning includes
- (a) Procurement of funds
 - (b) Investment of funds
 - (c) Expecting returns
 - (d) All the above
16. Working capital is also a measure of a company's
- (a) Operational efficiency
 - (b) Short term financial health
 - (c) Answer (a) and (b)
 - (d) Potential to invest

17. When a working capital calculation is negative, it indicates that?
- (a) Current assets are not enough
 - (b) More short-term debt
 - (c) Low liquidity
 - (d) All the above
18. _____ is regarded as the cheapest form of finance in comparison to equity.
- (a) Debt
 - (b) Mortgage
 - (c) Answer (a) and (b)
 - (d) Trade credit
19. Cash flow to a company can be
- (a) Income from sales
 - (b) Investments
 - (c) Bank loans
 - (d) All the above
20. A statistical technique that combines several pre-determined characteristics to form a single score to assess a borrower's credit worthiness
- (a) Credit scoring
 - (b) Credit rating
 - (c) Financial analysis
 - (d) None of the above

21. In structuring credit, _____ plays a really important role in mitigating credit risk.
- (a) Collateral security
 - (b) Loan value
 - (c) Goodwill of the borrower
 - (d) All the above
22. Under economic analysis, the aspects that are taken into account is
- (a) Raw material requirements
 - (b) Level of capacity utilization
 - (c) Expected sales
 - (d) All the above
23. Project appraisal involves assessing the fixed capital and working capital requirements of the business to ascertain the
- (a) Financial viability
 - (b) Scale of operation
 - (c) Requirement of fixed capital
 - (d) Requirement of working capital
24. Before commencing the production of the product, the business must conduct a market analysis to understand the
- (a) Potential demand
 - (b) Competitors
 - (c) Growth prospects
 - (d) All the above

25. Technical feasibility determines the
- (a) Make or buy decision
 - (b) Economies of scope
 - (c) Cost of production
 - (d) All the above
26. Evaluating the competence of the management or the talent of the promoter serves as a strategic advantage for
- (a) The success of the project
 - (b) Feasibility of the project
 - (c) Answer (a) and (b)
 - (d) Profitability of the project
27. The method that calculates the period to recover the net initial investment in the project in form of cash flows
- (a) Payback period
 - (b) Net present value
 - (c) Accounting rate of return
 - (d) Internal rate of return
28. Break-even analysis is useful in determining the
- (a) Level of production
 - (b) Operating cost
 - (c) Operating profit
 - (d) All the above
29. The contribution margin is the excess between the selling price of the product and the
- (a) Total variable cost
 - (b) Average cost
 - (c) Fixed cost
 - (d) Contribution

30. Changes in political stability have implications for
- (a) Investment
 - (b) Consumption
 - (c) Economic growth
 - (d) All the above
31. Sick conditions of companies' impact
- (a) Employment
 - (b) Financial resources
 - (c) National interest
 - (d) All the above
32. The quantity of a commodity that is supplied in the market depends on
- (a) Price
 - (b) Income
 - (c) Answer (a) and (b)
 - (d) Demand
33. Government has taken various steps for generating employment in the country like
- (a) Encouraging projects
 - (b) Involving substantial investment
 - (c) Increasing public expenditure
 - (d) All the above

Part – B

(7 × 6 = 42)

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

34. (a) “Dividing the efforts into five project management phases can help to structure and simplify into a series of logical and manageable steps”. Discuss.

Or

- (b) Detail the role of consultants in project management.

35. (a) Explain the various sources of finance for a project under equity.

Or

- (b) What is meant by leasing? Detail the major features of lease.

36. (a) “GDR transactions tend to have lower costs than some other mechanisms that investors use to trade in foreign securities”. Substantiate.

Or

- (b) Discuss how innovative financial instruments support economic growth.

37. (a) What is meant by working capital? State the reasons for having working capital.

Or

- (b) Detail the steps involved in the sending process.

38. (a) Explain how credit appraisal works and the documents required.

Or

- (b) “Human or interpersonal management skills present a manager’s knowledge and ability to work with people” justify.

39. (a) Detail the different types of project appraisals.

Or

(b) “Financing for a capital project from private organizations and individuals have an interest in the project to be constructed”. Do you agree? Give your answer with suitable examples.

40. (a) Explain the break-even analysis.

Or

(b) “To maintain stable business operations, companies should plan for the inconsistencies that come with political factors”. Is it possible? if so, how?

N-0363

Sub. Code

205544

M.B.A. DEGREE EXAMINATION, MAY 2023

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. Debt market nature of returns —————
 - (a) Fixed and regular
 - (b) Price to a change
 - (c) Cost to a change
 - (d) Relevant debt literature

2. Debt markets in India is one of the —————
 - (a) Largest in Asia
 - (b) Smallest of Asia
 - (c) Strongest in Asia
 - (d) None of these

3. Securities market is a link between
- (a) Company and employees
 - (b) Shareholders and debentures holders
 - (c) Investment and savings
 - (d) Investors and liquidity
4. Convexity is —————
- (a) Risk–management tool
 - (b) Evaluate management tool
 - (c) Research analysis tool
 - (d) Research methodology tool
5. Parties who have bought a futures contract and thereby agreed to (take delivery of) the bonds are said to have taken a position.
- (a) sell; short (b) buy; short
 - (c) sell; long (d) buy; long
6. In the options market securities are traded
- (a) For conditional future delivery
 - (b) Immediately by the investors
 - (c) Previously in stock market
 - (d) For exchange of their securities
7. The number of approved share markets in India is:
- (a) 19 (b) 20
 - (c) 23 (d) 24

8. Any change in flow of funds and the demand of them, is clearly reflected in _____
- (a) Call money market
 - (b) Money market
 - (c) Repo market
 - (d) Commercial bill market
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. If you purchase Rs.1,00,000 interest-rate futures contract for 105, and the price of the Treasury Securities on the expiration date is 108
- (a) your profit is Rs.3000
 - (b) your loss is Rs.3000
 - (c) your profit is Rs.8000
 - (d) your loss is Rs.8000
12. Functions of financial services exclude _____
- (a) Mobilization of savings
 - (b) Allocation of fund
 - (c) Specialized services
 - (d) Collection of tax

13. Risk is defined as volatility of actual returns from _____
- (a) Profit (b) Savings
(c) Investment (d) Deposit
14. Risk and return have _____ relation
- (a) Indirect (b) Direct
(c) Neutral (d) Negative
15. _____ is the risk arising due to use of debt financing in the capital structure
- (a) Financial risk
(b) Market risk
(c) Reputation risk
(d) Operational risk
16. When the financial institution is hedging interest-rate risk on its overall portfolio, then the hedge is a
- (a) Macro hedge (b) Micro hedge
(c) Cross hedge (d) Futures hedge
17. The amount of money involved in swap transaction is classified as:
- (a) Nation principal
(b) Swap principal
(c) Transaction principal
(d) Time value of swap

18. The amount of outstanding interest rate swaps is _____ than that of outstanding currency swaps.
- (a) Smaller
 - (b) Neither larger nor smaller
 - (c) Larger
 - (d) Two times larger
19. Futures differ from forwards because they are
- (a) Used to hedge portfolios
 - (b) Used to hedge individual securities
 - (c) Used in both financial and foreign exchange markets
 - (d) A standardized contract
20. The amount paid for an option is the
- (a) Strike price
 - (b) Premium
 - (c) Discount
 - (d) Commission
21. The object of portfolio is to reduce _____ by diversification.
- (a) Return
 - (b) Risk
 - (c) Uncertainty
 - (d) Percentage

22. Return of investment is determined by:
- (a) Net profit
 - (b) Capital employed
 - (c) Net worth employed
 - (d) Net profit and capital
23. Modern portfolio theory ————— the relationship between risk and return
- (a) Maximizes
 - (b) Minimizes
 - (c) Quantifies
 - (d) Does not assume
24. ————— analysis is a study based on market emotions and share price movement.
- (a) Fundamental
 - (b) Technical
 - (c) Moral
 - (d) None of the above
25. Market price breaking through the moving average from below is a ————— indicator
- (a) Bullish
 - (b) Flat
 - (c) Bearish
 - (d) Equity market

26. A put option gives the owner
- (a) The right to sell the underlying security
 - (b) The obligation to sell the underlying security
 - (c) The right to buy the underlying security
 - (d) The obligation to buy the underlying security
27. Bond pricing theorems was introduced by:
- (a) Harry Markowitz
 - (b) Kritzman
 - (c) Amling
 - (d) Burton G.Malkiel
28. Options on individual stocks are referred to as
- (a) Stock options
 - (b) Futures options
 - (c) American options
 - (d) Individual options
29. _____ is a type of investment vehicle consisting of a portfolio of stocks, bonds or other securities.
- (a) Government securities
 - (b) Mutual funds
 - (c) Derivatives
 - (d) Shares

30. If you buy a put option on treasury futures at 115 and at expiration the market price is 110,
- (a) The call will be exercised
 - (b) The put will be exercised
 - (c) The call will not be exercised
 - (d) The put will not be exercised
31. The chairman of securities and Exchange Board of India is appointed by the _____
- (a) Ministry of finance
 - (b) Reserve bank of India
 - (c) Stock exchange
 - (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. Cost of capital for government securities is also known as _____
- (a) Risk-free rate of interest
 - (b) Maximum rate of interest
 - (c) Rate of interest on fixed deposit
 - (d) Shares of private limited companies

Part B

(7 × 6 = 42)

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

34. (a) Explain the meaning and importance of debt instrument in debt market.

Or

- (b) Describe the debt market features in India.

35. (a) Describe the functions of risk and return structure.

Or

- (b) Discuss the Horizon analysis of debt portfolio management.

36. (a) Explain the different types of Swaps.

Or

- (b) State and explain the factors of governing equity market growth.

37. (a) Distinguish between the Zero growth models and Multiple growth models.

Or

- (b) Evaluate the Earning based models.

38. (a) State and Explain the types of options market.

Or

- (b) Describe the profits and loss of some option strategies.

39. (a) Explain the factors affecting the value of call option and put option.

Or

- (b) Briefly describe the benefits of the index based future market.

40. (a) Discuss about the Measurement and evaluation.

Or

- (b) State and Explain the operations of Government securities market.

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M.B.A.(FM) DEGREE EXAMINATION, MAY 2023

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.

Choose the correct answer.

1. Team members should be ———to the ideas of others.
(a) Group work (b) Open
(c) Combine work (d) None of the above
2. Sharing of Information and ideas can build a strong
———
(a) Team (b) Team work
(c) Combine work (d) None of the above
3. Poor Communication can be a beginning of ———
(a) Conflict (b) Work
(c) Team (d) None of these

4. Communication is a ———
- (a) One-way process
 - (b) Two-way process
 - (c) Three-way process
 - (d) Four -way process
5. Growth management refers to strategies used by government agencies at all levels to help guide
- (a) The type, intensity, location, and timing of new development.
 - (b) The type, location, timing
 - (c) None of these
 - (d) The type, timing needed, rational views
6. The main purpose of a TOWS is to
- (a) Reduce threats, take advantage of opportunities, exploit strengths, and remove weaknesses.
 - (b) Reduce weakness, take advantage of opportunities, exploit strengths, and remove threats.
 - (c) Increase Strength,take advantage of opportunities and remove threats.
 - (d) None of these
7. Kaizen is a ———
- (a) Continuous improvement
 - (b) Non-Continuous improvement
 - (c) Fast Improvement
 - (d) Slow Improvement

8. ——— deals with appointing of people and placing them in job.
- (a) HRM (b) Recruitment
(c) Staffing (d) Placement
9. Which is not the domain in securing growth?
- (a) Product and Brand domain
(b) Assets and Capacity domain
(c) Share and Knowledge domain
(d) Network and Relationship domain
10. Blue ocean strategy in the sequence of
- (a) Buyer utility, price, cost, and adoption.
(b) Buyer utility, price, loss, and adoption.
(c) Buyer response, price, loss, and adoption.
(d) All the Above
11. Mckinsey 7s model was developed in
- (a) 1990s (b) 1980s
(c) 1970s (d) 1960s
12. The person who receives the message is called
- (a) Sender (b) Receiver
(c) Encoding (d) Decoding
13. What is another name for horizontal growth?
- (a) Lateral integration
(b) bilateral integrate
(c) Non lateral integration
(d) None of the above

14. Which one is the radical Innovation?
- (a) Netflix (b) Amazon web services
(c) Google (d) All the Above
15. Write the full form of M4G_____
- (a) Mentor for growth
(b) Mission for growth
(c) Missile for growth
(d) Member for growth
16. Letters, Circulars, memos, Bulletin, Manuals, reports are examples of _____
- (a) Oral communication
(b) Written communication
(c) Gestural communication
(d) Sideward communication
17. The problems in communication channels is known as _____
- (a) Organizational barriers
(b) Mechanical barriers
(c) Personal barriers
(d) Semantic barriers
18. Decision making helps in the smooth function of the
- (a) Business (b) Staffing
(c) Organization (d) Planning

19. Michael Porter developed his Generic Strategies in the year _____
- (a) 1985 (b) 1986
(c) 1984 (d) 1981
20. Which one is related to building up the growth sinews _____
- (a) Firmware, software
(b) Fine ware, software
(c) Hardware
(d) Both (b) and (c)
21. How an executive interprets facts and events in accordance with beliefs and assumptions is Best described by his _____
- (a) Managerial Philosophy
(b) Executive profile
(c) Administrative acumen
(d) Leadership style
22. A growth strategy is an _____ for overcoming current and future challenges to realize its goals for expansion.
- (a) Organization's plan
(b) Geographic plan
(c) Dimensional plan
(d) None of the above
23. What is a good development plan for an employee?
- (a) Improve their skills
(b) Refine their knowledge
(c) Gain confidence in their roles.
(d) All of the above

24. Vertical growth is considered to be a _____ strategy for a startup.
- (a) Traditional (b) Non-traditional
(c) Prospective (d) None of the Above
25. From employees' point of view, increased benefits are noticed by _____
- (a) Needs (b) Unions
(c) Grievances (d) Common practices
26. A good organization requires that _____
- (a) Everybody should feel responsibility
(b) Everybody should be authorized to get any work done for expeditious disposal.
(c) Responsibility should be clearly defined
(d) Communication system should be dull so that secrets do not leak out.
27. One of the essential conditions of perfect competition is
- (a) Product differentiation
(b) Many sellers and few buyers
(c) Many sellers and few sellers
(d) Only one price for identical goods at any one time.
28. First free trade zone in India was established in
- (a) Bombay (b) Calcutta
(c) Madras (d) Trivandrum
29. Appraisal is _____
- (a) Judging (b) Finding
(c) Hiring (d) Matching

30. Balanced growth means ———
- (a) Equal percentage growth in output
 - (b) Equal increase in resources allocated
 - (c) Different parts of the economy grow in a harmonious manner
 - (d) Different fields grow in a natural rate
31. The main disadvantage of line organization is _____
- (a) Communication delay
 - (b) Rigid structure
 - (c) Top level executions over work
 - (d) All the above
32. Economic development of a country depends more on
- (a) Natural resources
 - (b) Capital formation
 - (c) Availability of markets
 - (d) Entrepreneurs
33. Promoting people from within an organization
- (a) Is more economical than hiring from outside
 - (b) Provides a system for rewarding deserving employees
 - (c) Is faster than hiring from outside
 - (d) All of the above

Part B (7 × 6 = 42)

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

34. (a) Describe the key elements of Ansoff's model.
- Or
- (b) Explain the concepts of fine-ware, soft-ware and hard-ware.

35. (a) Discuss the challenges in managing sustenance and growth in business.

Or

(b) Compare Acquired and Discontinuous growth.

36. (a) Bring out the pros and cons of differentiation strategies.

Or

(b) Write the efficient process of decision making.

37. (a) Write the importance of change management tools in place.

Or

(b) Explain warding off organization from signs of slowing and losing in detail.

38. (a) State the various directing growth resource mix in detail.

Or

(b) Comment on “Managing the momentum of growth: Steady and Speed”.

39. (a) Discuss the benefits of market and competition domain.

Or

(b) Write a brief note on turning risk into opportunities.

40. (a) Write the importance of efficiency improvement in sustaining growth.

Or

(b) State the various rapid growth strategies and provide needed illustrations for each strategies in detail.