

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR MBA (G/FM/LM/T/HRM) DEGREE EXAMINATION, DECEMBER 2024
First Year - First Semester
BUSINESS ADMINISTRATION
MANAGEMENT PRINCIPLES AND PRACTICES
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. _____ emphasizes employee motivation and satisfaction.
(a) Classical management theory (b) Scientific management theory
(c) Human relations theory (d) Systems theory
2. _____ is not a component of SWOT analysis.
(a) Strength (b) Weakness
(c) Opportunities (d) Trends
3. _____ is an example of a technological factor in the external environment.
(a) Government regulations (b) Economic conditions
(c) Competitor actions (d) Advances in automation
4. Elton Mayo's famous Hawthorne Studies highlighted the importance of _____.
(a) Economic incentives (b) Social factors and human relations
(c) Technological advancements (d) Centralization of authority
5. Herbert a) Simon is known for his work in _____.
(a) Operations management (b) Behavioral management
(c) Decision-making and bounded rationality (d) Total Quality Management (TQM)

6. _____ concept is not associated with Drucker.
- | | |
|-----------------------------------|--|
| (a)Management by objectives (MBO) | (b)Theory of constraints (TOC) |
| (c)Knowledge management | (d)Just-in-time (JIT) inventory system |
7. Planning premises are _____.
- | | |
|---|---|
| (a)Fixed guidelines for decision-making | (b)Assumptions about the future environment |
| (c)Historical data for performance evaluation | (d)Targets set for achieving objectives |
8. MBO (Management by Objectives) emphasizes _____.
- | | |
|--------------------------------|--|
| (a)Hierarchical control | (b)Employee motivation and participation |
| (c)Centralized decision-making | (d)Minimizing risks |
9. In the planning process, SWOT analysis is conducted during _____ stage.
- | | |
|-------------------|---------------|
| (a)Goal-setting | (b)Analysis |
| (c)Implementation | (d)Evaluation |
10. _____ is an example of a decision-making method.
- | | |
|------------------|---------------------------|
| (a)Budgeting | (b)Project management |
| (c)Setting rules | (d)Identifying objectives |

11. _____ decision-making condition involves incomplete or ambiguous information.
- (a) Certainty (b) Risk
(c) Uncertainty (d) Ambiguity
12. _____ type of decision making involves a systematic, step-by-step approach to ensure optimal outcomes.
- (a) Intuitive (b) Rational
(c) Heuristic (d) Emotional
13. Organizing as a function of management primarily involves _____.
- (a) Planning future activities (b) Arranging and structuring work to accomplish organizational goals
(c) Monitoring employee performance (d) Developing new products
14. Global organizing involves _____.
- (a) Focusing only on the local market (b) Implementing identical strategies worldwide
(c) Adapting management practices to different cultural contexts (d) Avoiding international collaboration
15. _____ is a key factor for effective organizing.
- (a) Strict hierarchy (b) Clear definition of roles and responsibilities
(c) Minimum communication (d) Rigid organizational structure

16. One of the advantages of informal organizations is _____.

- | | |
|---------------------------------|--|
| (a)Strict adherence to rules | (b)Flexibility in communication |
| (c)Hierarchical decision-making | (d)Formalized roles and responsibilities |

17. Delegation of authority involves _____.

- | | |
|--|---|
| (a)Retaining all decision-making power | (b)Assigning tasks without giving authority |
| (c)Transferring authority and responsibility to subordinates | (d)Centralizing control in top management |

18. A common method of performance appraisal is _____.

- | | |
|------------------------|-----------------------------|
| (a)SWOT analysis | (b)360-degree feedback |
| (c)Market segmentation | (d)Financial ratio analysis |

19. _____ is a characteristic of the maintenance stage in a career.

- | | |
|----------------------------------|--|
| (a)Exploring different job roles | (b)Achieving stability and continuing professional development |
| (c)Planning for retirement | (d)Rapid upward mobility |

20. According to McClelland, individuals with a high need for affiliation _____.

- | | |
|---|--|
| (a)Seek power and influence | (b)Desire friendly and close interpersonal relationships |
| (c)Aim for high performance and achievement | (d)Prefer solitary work |

21. Ouchi's Theory Z emphasizes _____.

- | | |
|--|--------------------------------|
| (a)Short-term employment | (b)Individual performance |
| (c)Long-term employment and collective decision-making | (d)Strict hierarchical control |

22. Charismatic leaders are known for _____.

- | | |
|---------------------------------|--|
| (a)Their technical skills | (b)Their ability to inspire and energize followers |
| (c)Their focus on routine tasks | (d)Their preference for detailed planning |

23. Directing involves _____.

- | | |
|--|-------------------------------|
| (a)Setting organizational policies | (b)Implementing strategies |
| (c)Leading, motivating, and communicating with employees | (d)Conducting market research |

24. The grapevine in an organization refers to _____.

- | | |
|---------------------------------------|--|
| (a)Official channels of communication | (b)Informal and unofficial communication network |
| (c)The hierarchy of management | (d)The financial reporting system |

25. In controlling, communication is used to _____.

- | | |
|----------------------------------|---|
| (a)Set organizational objectives | (b)Monitor performance and provide feedback |
| (c)Design the company logo | (d)Develop marketing strategies |

26. _____ is a challenge in achieving effective coordination
- (a)Clear objectives
(c)Departmental silos
- (b)Effective communication
(d)Teamwork
27. A coordination mechanism that involves setting clear roles and responsibilities is _____.
- (a)Direct supervision
(c)Mutual adjustment
- (b)Standardization of work processes
(d)Formalization
28. One of the outcomes of ethical management is _____..
- (a)Reduced customer satisfaction
(c)Increased trust and credibility
- (b)Decreased employee engagement
(d)Higher levels of conflict
29. An ethics committee's primary focus is _____.
- (a)Financial performance
(c)Market expansion
- (b)Ethical oversight and guidance
(d)Technological development
30. An example of a behavioral control device is _____.
- (a)Profit and loss statement
(c)Inventory turnover ratio
- (b)Employee performance appraisal
(d)Cash flow statement

31. An integrated control system is beneficial because it _____.
- (a) Reduces the need for supervision (b) Enhances coordination and consistency across the organization
- (c) Limits the flexibility of the organization (d) Focuses only on short-term objectives
32. The use of quality control charts is an example of _____ control
- (a) Budgetary (b) Statistical
- (c) Financial (d) Behavioral
33. _____ is a balanced scorecard..
- (a) A financial statement prepared by accountants (b) A tool for measuring organizational performance from multiple perspectives
- (c) A budgeting technique (d) A legal document

PART - B

(7 X 6 = 42)

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

34. (a) Explain the nature, scope and functions of management.
- [OR]
- (b) Discuss the relevance of management theories to different types of organizations.
35. (a) Explain the concept of Managing by Objectives (MBO) and its strategies and policies.
- [OR]
- (b) Describe the Rational Decision making Procedures and methods
36. (a) Discuss the Organizing Functions of Management..
- [OR]
- (b) Distinguish between Centralization and Decentralization.
37. (a) Explain the General principles of Staffing and its techniques.
- [OR]
- (b) Describe the various types of Motivation Theories briefly.
38. (a) Differentiate between Leader and Manager.
- [OR]
- (b) Explain the Communications Process and types.
39. (a) Illustrate the Techniques of Effective Co-ordination in the organisation.
- [OR]
- (b) Enumerate the role of Organizational culture in Ethics.
40. (a) Describe the Integrated Control and Special Control Techniques.
- [OR]
- (b) Discuss the role of Six Sigma in enhancing organizational efficiency

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR (G/HRM/T/LM/FM/) DEGREE EXAMINATION, DECEMBER 2024
First Year - First Semester
BUSINESS ADMINISTRATION
ORGANISATIONAL BEHAVIOUR
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. From the following, _____ is the prime focus of Organisational Behaviour (OB).
(a) Studying individual behavior only (b) Understanding the impact of structures on behavior
(c) Analyzing group dynamics (d) None of the above
2. Organisational Behaviour evolved over time by _____.
(a) Becoming less relevant in modern workplaces (b) Staying stagnant with no changes
(c) Moving towards a more holistic approach (d) Adopting new technology to study behavior
3. Organisational Behaviour draw insights from _____ discipline.
(a) History (b) Physics
(c) Psychology (d) Literature
4. The individual's unique psychological makeup is referred to as their _____.
(a) Personality (b) Emotion
(c) Attitude (d) Perception
5. Which of the following is NOT a component of attitude as per the tri-component model?
(a) Affective (b) Cognitive
(c) Emotional (d) Intuitive

6. Emotional Intelligence (EI) is defined as _____ in the workplace.
- (a)The ability to control and manipulate others' emotions (b)Having supernatural emotional powers
- (c)The capability to understand, manage, and express one's own emotions (d)The tendency to ignore emotions in the workplace
7. Attitude Consistency refers to _____ in organizational behavior.
- (a)The tendency for attitudes to change frequently (b)The irrelevance of attitudes towards productivity
- (c)The alignment between attitudes and behaviors (d)The disregard for attitudes in the workplace
8. Among the following statements, _____ is true regarding the implications of emotional intelligence on managers.
- (a)Managers with higher emotional intelligence are better equipped to handle workplace challenges (b)Emotional intelligence has no impact on interpersonal relationships
- (c)Emotional intelligence is a hindrance to effective leadership (d)Emotional intelligence is only relevant in personal settings, not professional
9. Among the following, _____ is not a source of ability..
- (a)Intelligence (b)Skills
- (c)Personality (d)Experience
10. Maslow's hierarchy of needs theory suggests that individuals are motivated by _____.
- (a)Physiological and safety needs first (b)Esteem and self-actualization needs first
- (c)Social and belonging needs first (d)Cognitive and aesthetic needs first

11. _____ is not a characteristic of group behaviour.

(a)Interdependence

(b)Shared goals

(c)Individualism

(d)Communication

12. _____ is a common stage in group development.

(a)Forming

(b)Storming

(c)Norming

(d)All of the above

13. Among the following, _____ is a factor that can contribute to intergroup conflict.

(a)Cooperation for resources

(b)Alignment in values

(c)Positive stereotyping

(d)None of the above

14. _____ type of power is based on the perception of others that the individual possesses desirable attributes.

(a)Reward power

(b)Expert power

(c)Referent power

(d)Coercive power

15. Power can be used to _____.

(a)Influence others

(b)Control resources

(c)Achieve goals

(d)All of the above

16. _____ is not a factor that creates political behaviour in an organisation.

- (a) Scarcity of resources
- (c) Organisational culture

- (b) Clarity of rules and procedures
- (d) Individual ambitions and interests

17. Personality influence political behaviour in organisations by _____.

- (a) Individuals with a high need for power are less likely to engage in political behaviour.

- (b) Individuals with high levels of Machiavellianism are more likely to engage in political behaviour.

- (c) Introverted individuals are more likely to engage in political behaviour.
- (d) Individuals with high levels of agreeableness are more likely to engage in political behaviour.

18. _____ can be an impact of excessive organisational politics

- (a) Enhanced innovation and creativity
- (c) Increased employee turnover

- (b) Improved employee morale
- (d) Greater alignment with organisational goals

19. _____ strategy is not effective for resolving destructive conflict.

- (a) Mediation by a neutral third party
- (c) Allowing conflicts to escalate

- (b) Establishing clear conflict resolution policies
- (d) Training employees in conflict management skills

20. _____ is a positive outcome of effectively managed organisational conflict..

- (a) Decreased innovation
- (c) Higher levels of stress

- (b) Improved problem-solving
- (d) Lower employee satisfaction

21. Organisational Efficiency can be described as _____.

- (a) Achieving goals with minimal resource expenditure.
- (b) Meeting customer expectations consistently.
- (c) Continuously improving employee satisfaction.
- (d) Adapting to changes in the external environment.

22. _____ is a key component of organisational excellence.

- (a) High employee turnover
- (b) High levels of customer satisfaction
- (c) Reduced innovation
- (d) Inflexibility in processes

23. _____ factor does not typically affect organisational climate.

- (a) Leadership style
- (b) Organisational structure
- (c) External market conditions
- (d) Communication patterns

24. Organisational Culture can be changed effectively _____.

- (a) By enforcing strict rules and regulations
- (b) By fostering leadership commitment and role modeling
- (c) By avoiding conflicts and promoting harmony
- (d) By disregarding the existing cultural norms

25. _____ is a potential consequence of a misaligned organisational culture and strategy

- (a) Improved strategic outcomes
- (b) Enhanced employee satisfaction
- (c) Poor implementation of strategic initiatives
- (d) Increased market share

26. _____ are the essentials of effective interpersonal communication.
- (a) Listening, clarity, and empathy (b) Assertiveness, dominance, and criticism
(c) Speaking loudly, using jargon, and avoiding eye contact (d) Ignoring feedback, making assumptions, and multitasking
27. _____ can hinder effective interpersonal communication
- (a) Active listening (b) Emotional intelligence
(c) Prejudices and biases (d) Open-ended questions
28. Reactive change is _____.
- (a) Change initiated by anticipating future needs and opportunities. (b) Change that occurs as a response to unexpected events and pressures.
(c) Change that happens without any external influence. (d) Change that is planned and systematic.
29. _____ model is commonly used to describe the change process in organisations.
- (a) Maslow's Hierarchy of Needs (b) Lewin's Change Management Model
(c) Herzberg's Two-Factor Theory (d) McGregor's Theory X and Theory Y
30. The key response of organisational behaviour to global and cultural diversity is _____.
- (a) Ignoring cultural differences (b) Adapting management practices to accommodate cultural differences
(c) Enforcing a single cultural norm across all branches (d) Reducing diversity in hiring practices

31. _____ is not a challenge faced by organisations at an international level.

- | | |
|--|--|
| (a) Navigating different regulatory environments | (b) Managing time zone differences |
| (c) Ensuring identical cultural practices across all locations | (d) Addressing varied customer preferences |

32. An OD intervention is _____.

- | | |
|---|--|
| (a) A random change implemented without a plan | (b) A structured activity designed to improve organisational functioning |
| (c) A temporary halt in organisational activities | (d) An increase in the number of employees |

33. _____ is one characteristic of a learning organisation.

- | | |
|---------------------------|---|
| (a) Rigid hierarchies | (b) Continuous improvement and adaptability |
| (c) Lack of communication | (d) Avoidance of feedback mechanisms |

PART - B

(7 X 6 = 42)

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

34. (a) Explain the recent trends in Organisational Behaviour in short.

[OR]

(b) Explain the nature and dimensions of attitude briefly.

35. (a) Elucidate emotional intelligence as a managerial tool in short.

[OR]

(b) Discuss about the factors of motivation in individual behaviour in short

36. (a) Compare and contrast between formal and informal groups in an organisation briefly..

[OR]

(b) Explain the characteristics of Organisational power in short.

37. (a) Illustrate briefly about the factors creating political behaviour in an organisation.

[OR]

(b) Explain briefly about Conflict Process.

38. (a) Explain in short about Organisational Dynamics.

[OR]

(b) Discuss about any one theory on Organisational Culture briefly.

39. (a) List out the essentials of Interpersonal Communication briefly.

[OR]

(b) Describe the causes of organisational change in short.

40. (a) “Cultural Diversity caters to Organisational Behaviour Response” – Justify briefly.

[OR]

(b) Explain the features of Organisational Development in short.

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COMMON FOR M.B.A. (G/HRM/T/LM/FM/) DEGREE EXAMINATION, DECEMBER 2024
First Year - First Semester
BUSINESS ADMINISTRATION
MANAGERIAL ECONOMICS
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks
(33 X 1 = 33)

PART - A

Answer **all** the questions.

1. What does the Circular Flow Model illustrate in economics?
(a)The interaction between households and firms in product markets
(b)The flow of money in the stock market
(c)Historical economic cycles
(d)Government intervention in the economy
2. What is the primary role of economic theory in relation to managerial economics?
(a)Economic theory is irrelevant to managerial decision- making
(b)Economic theory provides a framework for understanding consumer behavior
(c)Economic theory serve as a foundation, and managerial economics applies and adapts these theories to real- world business decision.
(d)Managerial economics is a subset of economic theory
3. What does managerial economics primarily focus on in decision-making?
(a)Social impacts
(b)Economic principles
(c)Political considerations
(d)Technological advancements
4. Opportunity cost is best defined as:
(a)The cost of production
(b)The explicit costs of a decision
(c)The value of the next best alternative forgone
(d)The total cost of an opportunity
5. How does equi-marginalism contribute to decision-making in business?
(a)It focuses on maximizing total utility.
(b)It allocates resources to maximize marginal utility per dollar spent.
(c)It disregards marginal analysis.
(d)It minimizes both total and marginal utility.

6. What is the relationship between total utility and marginal utility in consumer behavior?
- (a) They are independent of each other. (b) Marginal utility always exceeds total utility.
(c) Total utility is the sum of marginal utilities. (d) Total utility decreases as marginal utility increases.
7. What are the relationship between price and quantity demanded according to the law of demand?
- (a) As price increases, Quantity demanded increases (b) As price decreases, quantity demanded decreases
(c) Price and quantity demanded are unrelated (d) Quantity demanded is constant regardless of price changes
8. What does a downward- sloping demand curve signify?
- (a) Inelastic demand (b) Elastic demand
(c) Law of demand (d) No relationship between price and quantity
9. What characterizes the Giffen Paradox?
- (a) An increase in price leads to an increase in quantity demanded. (b) An increase in price leads to a decrease in quantity demanded.
(c) Demand remains constant regardless of price changes. (d) It only applies to luxury goods.
10. What are the determinants of supply in economics?
- (a) Consumer preferences (b) Production costs, technology, and government policies
(c) Market demand (d) Advertising strategies

11. In the long run, a firm can vary all inputs, what concept is associated with this idea in the theory of production?
Total cost
(a)Short- run production (b)Marginal utility
(c).Long- run production (d)None of these
12. In empirical estimation of a production function, what is a common method to quantify the relationship between inputs and outputs?
(a)Regression analysis (b)Factorial experiment
(c)Simulation modeling (d)Descriptive statistics
13. What is a characteristic of a perfectly competitive market?
(a)Few sellers with differentiated products (b)Many buyers and sellers with identical products
(c)A single seller dominating the market. (d)Limited entry and exit barriers.
14. In a monopolistic competition market, how do firms differentiate their products?
(a)By offering identical products. (b)Through extensive advertising
(c)By forming a single entity. (d)By setting uniform prices.
15. What is the primary focus of price competition?
(a)Maximizing product features (b)Enhancing brand image
(c)Offering the lowest price (d)Expanding distribution channels

16. How does price competition affect firm behavior?
- (a) Encourage innovation and product differentiation
 - (b) Promotes cost – cutting measures
 - (c) Fosters collaboration with competitors
 - (d) Increase focus on marketing strategies
17. What does the cost function describe in economics?
- (a) The relationship between cost and profit
 - (b) The relationship between cost and output
 - (c) The relationship between cost and demand
 - (d) The relationship between cost and revenue
18. What is the purpose of cost control in business?
- (a) Maximizing costs
 - (b) Minimizing profits
 - (c) Regulating expenses to achieve business objectives
 - (d) Ignoring cost fluctuations
19. What characterizes skimming the cream pricing strategy?
- (a) Gradual reduction of prices over time
 - (b) Setting high initial prices and gradually lowering them
 - (c) Offering the product at a constant, competitive price
 - (d) Ignoring market demand for the product
20. In a regulated market, what role does the government play in pricing?
- (a) It has no influence on pricing decisions.
 - (b) It sets fixed prices for all products.
 - (c) It imposes taxes on profits.
 - (d) It regulates and controls prices to protect consumers.

21. In cost-volume-profit (CVP) analysis, what is the contribution margin?
- (a) Total fixed costs
 - (b) Total variable costs
 - (c) Selling price per unit minus variable cost per unit
 - (d) Total revenue minus total costs
22. What does profit maximization involve in the context of business decisions?
- (a) Maximizing total revenue
 - (b) Maximizing total costs
 - (c) Balancing revenue and costs to maximize net income
 - (d) Ignoring cost considerations
23. Why are macroeconomics factors important for business?
- (a) They only impact government policies
 - (b) They provide insights into industry- specific trends
 - (c) They directly influence a firm's overall performance
 - (d) They are irrelevant for strategic decision making
24. What is the primary indicator of economic growth?
- (a) Inflation rate
 - (b) GDP (Gross Domestic Product)
 - (c) Unemployment rate
 - (d) Consumer price index
25. Which of the following is a key theory explaining the determination of national income?
- (a) Theory of Elasticity
 - (b) Keynesian Income Theory
 - (c) Game Theory
 - (d) Supply – Side Economics

26. How is per capita income calculated?
- (a) Total income divided by total population
 - (b) Total population divided by total income
 - (c) GDP divided by total workforce
 - (d) Total exports divided by total imports
27. What is the primary goal of antitrust regulations?
- (a) To promote monopolies
 - (b) To encourage unfair competition
 - (c) To regulate and prevent anticompetitive behavior
 - (d) To discourage innovation
28. Which factor is central to the performance paradigm?
- (a) Employee satisfaction
 - (b) Social responsibility
 - (c) Financial results and shareholder value
 - (d) Market share growth
29. Why is market equilibrium practically important in economics?
- (a) It ensures equal wealth distribution.
 - (b) It maximizes producer profits.
 - (c) It minimizes consumer satisfaction.
 - (d) It prevents shortages or surpluses.
30. In a regulated market, what role does the government play in pricing?
- (a) It has no influence on pricing decisions.
 - (b) It sets fixed prices for all products.
 - (c) It imposes taxes on profits.
 - (d) It regulates and controls prices to protect consumers.

31. How is risk typically related to the potential return on an investment?
- (a) Low risk is associated with low potential returns. (b) High risk is always associated with high potential returns.
(c) Risk and return are unrelated. (d) There is an inverse relationship between risk and potential returns.
32. How does the Production Possibility Curve (PPC) help in decision-making?
- (a) It provides a measure of consumer satisfaction (b) It shows the optimal point for profit maximization
(c) It illustrates trade-offs between two goods (d) It predicts future market trends
33. How does Time Value of Money affect decision-making?
- (a) It increases the uncertainty of cash flows (b) It emphasizes short-term gains
(c) It recognizes the changing value of money over time (d) It ignores inflationary impacts

PART - B

(7 X 6 = 42)

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

34. (a) Managerial economics is economics applied in decision making". Discuss.
[OR]
(b) How is the cardinal utility approach different from that of ordinal utility approach? Explain.
35. (a) Derive marshallian approach using indifference curve analysis.
[OR]
(b) Explain managerial applications of price elasticity of demand.
36. (a) Explain various methods used in demand forecasting.
[OR]
(b) What is production function? Discuss its managerial uses?
37. (a) Briefly explain the features of perfect competition.
[OR]
(b) Write a short note on types of pricing strategies.
38. (a) Discuss the concept of Economies of scale in detail.
[OR]
(b) Briefly explain types of profit.
39. (a) Explain various pricing methods and objectives of pricing policy.
[OR]
(b) What are the implications of the balance of payment in Managerial decision making?
40. (a) Discuss the usefulness and limitations of GDP per capita as a measure of material wellbeing
[OR]
(b) What are the basic postulates of structure-conduct-performance paradigm?

N-1634

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR (G/HRM/T/LM/FM/) DEGREE EXAMINATION, DECEMBER 2024

First Year - First Semester
BUSINESS ADMINISTRATION
QUANTITATIVE TECHNIQUES
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. A symbol which retains the same value throughout a problem is called a _____.

(a) constant

(b) variable

(c) Discrete variable

(d) continuous variable.

2. _____ is another name for mathematical models.

(a) Iconic

(b) Analog

(c) Symbolic

(d) Descriptive.

3. $\frac{dy}{dx} (\log x) =$ _____.

(a) x

(b) 0

(c) x^2

(d) $1/x$

4. _____ data is collected by the investigator.

(a) Primary

(b) Secondary

(c) Published

(d) Unpublished.

5. $\int e^x dx =$ _____.

(a) 1

(b) 0

(c) x

(d) e^x

6. A _____ degree polynomial function is a constant function,

(a)-1

(b)0

(c)1

(d)2.

7. A polynomial function of degree 2 is a _____ function.

(a)Linear

(b)cubic

(c)quadratic

(d)Polynomial.

8. In LPP the objective function is _____.

(a)Maximum

(b)Minimum

(c)either Maximum or minimum

(d)both maximum and minimum.

9. $-\text{Max}(-z) =$ _____

(a) $\text{Max}(z)$

(b) $\text{Min}(z)$

(c) $-\text{Min}(z)$

(d) $-\text{Min}(-z)$.

10. Graphical solution involving _____ variables.

(a)1

(b)2

(c)0

(d)more than 2.

11. Correlation r lies between _____.

(a) 1 & 0

(b) -1 & 0

(c) 0 & -1

(d) -1 & 1.

12. correlation can be _____.

(a) positive

(b) negative

(c) Either positive or negative.

(d) must be zero.

13. _____ is the statistical tool used to describe the degree to which one variable is related to another.

(a) correlation

(b) independent variable

(c) dependent variable

(d) None of these.

14. _____ rule is preferred the solution obtained this way is very close to the optimal solution.

(a) North west corner

(b) Least cost

(c) Vogels Approximation

(d) MODI.

15. Summation of demand is equal to the summation of supply is _____.

(a) Balanced

(b) Unbalanced

(c) Optimal

(d) Degenerate.

16. _____ refers to the complete set of outcomes for the situation.
- (a)Event (b)sample space
(c)Sample point (d)total value.
17. _____ Probability is the type of probability when 2 events occur simultaneously.
- (a)Joint (b)conditional
(c)Marginal (d)objective.
18. How many 4 letter words can be made using the letters of the word JAIPUR?
- (a)120 (b)240
(c)360 (d)160.
19. $P(A \cup B \cup C) =$ _____.
- (a) $P(A) \cdot P(B) \cdot P(C)$ (b) $P(A) - P(B) - P(C)$
(c) $P(A) + P(B) + P(C)$ (d) $P(A/B)$.
20. When 2 or more events occur together their joint occurrence is called a _____.
- (a)sample space (b)Compound event
(c)event (d)probability.

21. LPP stands or _____.

- (a)Linear Programming Problem
- (c)Linear Procedure Problem

- (b)Non-Linear Programming Problem
- (d)Linear Planning Problem.

22. _____ model is called as stochastic model.

- (a)Deterministic
- (c)non-deterministic

- (b)Probabilistic
- (d)Specific.

23. Simulation is _____ type of model.

- (a)General
- (c)Deterministic

- (b)Specific
- (d)Stochastic.

24. _____ is the time between starting of first job and completing the last job.

- (a)Idel time
- (c)total elapsed time

- (b)Processing time
- (d)None of these.

25. In Monte Carlo technique only the models under _____

- (a)Uncertainty
- (c)calculation

- (b)Analysis
- (d)regularity.

26. _____ Describes the way in which the customer arrives the system.

(a)service mechanism

(b)input process

(c)output process

(d)mean service rate.

27. First in First out denoted by _____

(a)FIFO

(b)FCFS

(c)LIFO

(d)SIRO.

28. _____ is called customer leaves the queue because the queue is too long.

(a)Reneging

(b)Balking

(c)Priorities

(d)Jockeying.

29. Traffic intensity is called _____.

(a) μ/λ

(b) λ

(c) μ

(d) λ/μ .

30. What is a Decision Tree?

(a)A graphical representation of decisions and their possible consequences.

(b)A statistical model used for regression analysis.

(c)A machine learning algorithm for classification and regression.

(d)A data structure used for efficient search and retrieval

31. The concept of utility is used to

- (a) Measure the utility of money
- (b) Take into account aversion of risk
- (c) Both (a) and (b)
- (d) None of these

32. Essential characteristics of a decision model are

- (a) States of nature
- (b) decision alternatives
- (c) payoff
- (d) all of these.

33. While using Hurwitz criterion, the coefficient of realism

- (a) Represents the degree of optimism
- (b) Represents the degree of pessimism
- (c) is the probability of a state of nature
- (d) none of these

PART - B

(7 X 6 = 42)

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

34. (a) Explain some problems in modelling.

[OR]

(b) Explain the collection of data.

35. (a) Discuss Absorption and Marginal costing.

[OR]

(b) Explain the formulation of a Linear Programming Problem.

36. (a) Solve the following LPP by graphical method.

$$\begin{array}{ll} \text{Min } Z = 20x_1 + 10x_2 \\ \text{Sub to} \\ x_1 + 2x_2 \leq 40 \\ 3x_1 + x_2 \geq 30 \\ 4x_1 + 3x_2 \geq 60, \\ x_1, x_2 \geq 0. \end{array}$$

[OR]

(b) Find Initial Basic Feasible solution by Vogels Approximation method.

Source	D	E	F	G	Available
A	11	13	17	14	250
B	16	18	14	10	300
C	21	24	13	10	400
Demand	200	225	275	250	950

37. (a) Explain the types of probability.

[OR]

(b) Discuss the characteristics of normal distribution.

38. (a) Explain the limitation of operations research

[OR]

(b) Describe the method of processing in n jobs through 2 machines.

39. (a) Explain Disadvantages of simulation.

[OR]

(b) A television mechanic finds that the time spent on his jobs has an exponential distribution with mean 30 minutes, if he repairs sets in the order in which they come in. If the arrival of sets is approximately Poisson with an average rate of 10 per eight-hour day then, what is the mechanic's expected idle time each day? How many jobs are ahead of the average set just brought in?

40. (a) Explain savage Decision rule.

[OR]

(b) Explain Forward pass and backward pass.

N-1635

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A.(G/HRM/T/LM/FM) DEGREE EXAMINATION, DECEMBER 2024
First Year - First Semester
BUSINESS ADMINISTRATION
FINANCIAL AND MANAGEMENT ACCOUNTING
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. The main objective of financial accounting is to _____
(a) Assist management in decision-making (b) Report financial information to external parties for investment and credit decisions
(c) Control costs within the organization (d) Determination of product or service costs
2. _____ accounting involves the preparation of budgets and forecasts.
(a) Financial Accounting (b) Management Accounting
(c) Cost Accounting (d) Tax Accounting
3. _____ accounting concept suggests that the entity should be viewed as separate from its owners, and its financial transactions should be recorded separately from the personal transactions of its owners.
(a) Going concern (b) Entity
(c) Accrual (d) Materiality
4. _____ is used to record transactions in chronological order.
(a) Ledger (b) Subsidiary Books
(c) Journal (d) Trial Balance
5. _____ type of error is recorded in the wrong account
(a) Error of Principle (b) Error of Omission
(c) Error of Commission (d) Error of Original Entry

6. _____ is an example of a factory overhead cost.
- (a) Sales Commissions (b) Factory supervisor salaries
(c) Advertising expenses (d) Depreciation of delivery vehicles
7. _____ is the primary purpose of conversion methods in incomplete records accounting.
- (a) To convert cash transactions into accrual basis transactions (b) To convert cash transactions into credit transactions
(c) To convert incomplete records into complete financial statements (d) To convert manual records into digital records
8. The purpose of sinking fund is _____
- (a) To finance short-term liabilities (b) To finance long-term liabilities
(c) To accumulate funds to replace assets at the end of their useful lives (d) To finance daily operating expenses
9. _____ provides information about a company's financial position at a specific point in time.
- (a) Statement of Cash Flows (b) Balance Sheet
(c) Statement of Changes in Equity (d) Statement of fund flows
10. The primary purpose of comparative financial statement analysis is _____
- (a) To compare financial statements of different companies (b) To analyze the financial performance of a company over different periods
(c) To prepare financial statements for regulatory authorities (d) To calculate taxes for a company

11. How frequently are management statements typically prepared?
- (a) Annually (b) Quarterly
(c) Monthly (d) On an ad-hoc basis as needed
12. What is the primary goal of analysis and interpretation in financial statement analysis within management accounting?
- (a) To prepare financial statements (b) To comply with regulatory requirements
(c) To evaluate the financial health and performance of a company (d) To calculate taxes
13. Depreciation is calculated under diminishing balance method, based on _____ .
- (a) Original value (b) Book value
(c) Scrap value (d) None of the above
14. _____ is not a limitation of financial statement analysis.
- (a) To measure the financial strength (b) Affected by window- dressing
(c) Do not reflect changes in the price level (d) Lack of qualitative analysis
15. Overall Profitability ratios are based on
- (a) Investments (b) Sales
(c) Both a & B (d) None of the above

16. Liquid Ratio is equal to liquid assets divided by _____
(a)Current Liabilities (b)Total Liabilities.
(c)Contingent Liabilities. (d)Non-Current Liabilities.
17. Which statement is prepared in the process of funds flow analysis?
(a)Schedule of changes in working capital (b)Funds Flow Statement
(c)Both a and b (d)None of the above
18. What can be called the components of a fund flow statement from the following options
(a)Sources of funds (b)Application of funds
(c)Both (A) and (B) (d)Neither (A) nor (B)
19. _____ shows the details of cash generation and utilization of an entity during a given period of time.
(a)Profit and loss account (b)Balance sheet
(c)Cash flow statement (d)Notes of accounts
20. When net profit is Rs. 44,000 and profit on sale of a fixed asset is Rs. 4,000. What is the fund from operations?
(a)Rs. 40,000 (b)Rs. 44,000
(c)Rs. 48,000 (d)Cannot be computed

21. The method used to assess real cost of providing services to an individual customer is _____
- (a) Cost based accounting (b) Activity based accounting
(c) Turnaround based accounting (d) Price based accounting
22. Cost of abnormal wastage is _____
- (a) Charged to the product cost (b) Charged to the profit & loss account
(c) charged partly to the product and partly profit & loss account (d) not charged at all
23. Generally, for the purpose of cost sheet preparation, costs are classified on the basis of:
- (a) Functions (b) Variability
(c) Relevance (d) Nature
24. Which one out of the following is not an inventory valuation method?
- (a) FIFO (b) LIFO
(c) Weighted Average (d) EOQ
25. Overhead cost is the total of _____
- (a) All indirect costs (b) All direct costs
(c) Indirect and direct costs (d) All specific costs

26. Operating costing is a _____
(a) Method of costing (b) Technique of costing
(c) Norm of costing (d) Procedure of costing
27. In goods transport service the cost unit is _____
(a) Cost per ton (b) Cost per hour
(c) Cost per ton kilo meters (d) Cost per vehicle
28. ABC analysis is a
(a) System of the financial planning (b) Technique of profit planning
(c) Technique of inventory control (d) Technique of sales planning
29. The profit/volume ratio in marginal costing can be improved by _____
(a) Lowering fixed cost (b) Increasing the selling price
(c) Increasing variable cost (d) None of the above
30. The costing method where fixed factory overheads are added to inventory is called _____.
(a) Activity-based costing (b) Absorption costing
(c) Marginal costing (d) All of the above

31. Plant utilization budget and Manufacturing overhead budgets are types of
 (a) Production Budget (b) Sales Budget
 (c) Cost Budget (d) None of the above
32. Which budget is the first step of budgetary system and all other budgets depends on it?
 (a) Cash budget (b) Production Budget
 (c) Sales Budget (d) Master Budget
33. The cash budget uses information from several other budgets. Which of the following budgets is NOT used to prepare the cash budget?
 (a) Sales budget (b) Overheads budget
 (c) Raw material budget (d) Production budget

PART - B

(7 X 6 = 42)

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

34. (a) Define Cost Accounting. Write short note on nature and scope of management accounting

[OR]

- (b) What are the accounting concepts and conventions? How are they evolved?

35. (a) From the under mentioned balances, prepare a trial balance as on 31.3.2007

Particulars	Rs.	Particulars	Rs.
Cash in hand	4,800	Furniture	60,000
Purchases	4,80,000	Bills receivable	80,000
Opening stock	1,40,000	Salaries	80,000
Sundry creditors	96,000	Capital	4,00,000
Machinery	2,40,000	Bills payable	88,000
Wages	64,000	Sundry debtors	2,00,000
Sales	8,04,000	Rent	40,000

[OR]

- (b) If the purchase price of an equipment is P60,000 and its salvage value after 8 years is P6,000, calculate the annual depreciation and the book value of the equipment each year. Use the sinking fund depreciation method, assuming that the interest rate is 10%

36. (a) Calculate trend percentages from the following figures of ABC Ltd., taking 2000 as base and interpret them.

Year	Sales	Stock	Profit before tax
2000	1,500	700	300
2001	2,140	780	450
2002	2,365	820	480
2003	3,020	930	530
2004	3,500	1160	660
2005	4000	1200	700

[OR]

- (b) From the following Balance Sheet, prepare Comparative Balance Sheet of Sun Ltd.:

Particulars	Note No.	31st March, 2019 (₹, ')	31st March, 2018 (₹, ')
I. EQUITY AND LIABILITIES			
1. Shareholder's Funds			
(a) Share Capital		3,50,000	3,00,000
2. Non-Current Liabilities			
Long-term Borrowings		1,00,000	2,00,000
3. Current Liabilities :			
Trade Payables		1,50,000	1,00,000
Total		6,00,000	6,00,000
II. ASSETS			
1. Non-Current Assets			
Fixed Assets (Tangible)		4,00,000	3,00,000
2. Current Assets			
Trade Receivables		2,00,000	3,00,000
Total		6,00,000	6,00,000

37. (a) Write about the uses and limitations of ratios.

[OR]

- (b) Differentiate between Cash flow statement and Fund flow statement.

38. (a) Prepare Fund Flow statement from the following Balance sheet and other details.

Liabilities	Rs.	Rs	Assets	Rs.	Rs.
Equity share capital	3,00,000	4,00,000	Good will	1,15,000	90,000
Redeemable pref.	1,50,000	1,00,000	Land & Buildings	2,00,000	1,70,000
General Reserve	40,000	70,000	Plant	80,000	2,00,000
Profit & Loss A/c	30,000	48,000	Debtors	1,60,000	2,00,000
Proposed Divid.	42,000	50,000	Stock	77,000	1,09,000
Creditors	55,000	83,000	B/R	20,000	30,000
Bills payable	20,000	16,000	Cash in hand	15,000	10,000
Prov. for Taxation	40,000	50,000	Cash at Bank	10,000	8,000
	6,77,000	8,17,000		6,77,000	8,17,000

Additional Information:

- a) Depreciation of Rs. 10,000 and Rs. 20,000 have been charged.
b) A dividend of Rs. 20,000 has been paid.
c) Income-tax of Rs. 35,000 has been paid.

[OR]

- (b) From the following prepare statement of cost account.

Materials consumed Rs. 45,500; Direct wages Rs. 23,000; Factory overheads Rs. 9,200;

Administration overheads Rs. 3,000. Selling distribution overheads Rs. 2000 and sales Rs. 90,000.

39. (a) The following information relating to a type of Raw material is available:

Annual demand	2000 units
Unit price	Rs.20.00
Ordering cost per order	Rs. 20.00
Storage cost	2% p.a
Interest rate	8% p.a
Lead time	Half-month

Calculate economic order quantity and total annual inventory cost on the raw material.

[OR]

- (b) A manufacturer produces 1500 units of products annually. The marginal cost of each product is Rs. 960 and the product is sold for Rs. 1200. Fixed cost incurred by the company is Rs. 48, 000 annually. Calculate P/V Ratio and what would be the break - even point in terms of output and in terms of sales value?

40.(a) Prepare a cash Budget of R.M.C. LTD. for April, May and June 2019:

Months	Sales(Rs.)	Purchases(Rs.)	Wages(Rs.)	Expenses(Rs.)
Jan.(Actual)	80,000	45,000	20,000	5,000
Feb.(Actual)	80,000	40,000	18,000	6,000
March (Actual)	75,000	42,000	22,000	6,000
April (Budget)	90,000	50,000	24,000	7,000
May(Budget)	85,000	45,000	20,000	6,000
June(Budget)	80,000	35,000	18,000	5,000

Additional Information:

- (i) 10% of the purchases and 20% of sales are for cash.
- (ii) The average collection period of the company is $\frac{1}{2}$ month and the credit purchases are paid regularly after one month.
- (iii) Wages are paid half monthly and the rent of Rs. 500 included in expenses is paid monthly and other expenses are paid after one month lag.
- (iv) Cash balance on April 1,2019 may be assumed to be Rs.15,000

[OR]

- (b) Differentiate between Marginal costing and absorption costing.

N-1636

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A. (G/HRM/T/LM/FM) DEGREE EXAMINATION, DECEMBER 2024
First Year - Second Semester
BUSINESS ADMINISTRATION
RESEARCH METHODS
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Research is
 - (a) Searching again and again
 - (b) Finding solution to any problem
 - (c) Working in a scientific way to search for truth of any problem
 - (d) None of the above
2. Which of the following type of research mainly focusing the relationships between variables without controlling or manipulating any of them?
 - (a) Longitudinal survey
 - (b) Pooled surveys
 - (c) Correlational survey
 - (d) Cross-sectional survey
3. is a strategy for addressing research issues in partnership with local people.
 - (a) Action research
 - (b) Pure research
 - (c) Applied research
 - (d) Evaluation Research
4. _____ research is most suitable for predicting future trends and outcomes based on historical data
 - (a) Exploratory research
 - (b) Descriptive research
 - (c) Causal research
 - (d) Predictive research
5. What is the term used to describe the process of reviewing existing literature to identify gaps or unanswered questions in the research area?
 - (a) Hypothesis testing
 - (b) Literature review
 - (c) Data analysis
 - (d) Research design

6. _____ is the primary purpose of research objectives in a research study
- (a) To summarize the findings of the study (b) To provide a theoretical framework for the research
(c) To guide the researcher in achieving the goals of the study (d) To analyze the data collected from the study
7. Which of the following stage is known as ‘blueprint’ of a research?.
- (a) Research design (b) Development of Working Hypothesis
(c) Formulating the Research Problem (d) Execution of the Project
8. What is the term used to describe a research hypothesis that predicts no relationship between variables?
- (a) Null hypothesis (b) Alternative hypothesis
(c) Directional hypothesis (d) Non-directional hypothesis
9. Who defined “Social research is a scientific undertaking which by means of logical methods, aim to discover new facts or old facts and to analyze their sequences, interrelationships, causal explanations and natural laws which govern them”?
- (a) Kerlinger (b) P.V. Young
(c) Black and Champion (d) Grinnell
10. What is a confounding variable?.
- (a) A variable that is held constant in an experiment (b) A variable that influences both the independent and dependent variables
(c) A variable that is measured in qualitative research (d) A variable that has no effect on the research outcome

11. A complete list of all the sampling units is called:

- (a)Sampling design
- (c)Population frame

- (b)Sampling frame
- (d)Cluster

12. Random sampling is also called _____.

- (a)Availability sampling
- (c)Probability sampling

- (b)Probation sampling
- (d)Prospect sampling

13. What is the consequence of increasing the sample size in a research study?

- (a)It reduces sampling error
- (c)It decreases representativeness of the sample

- (b)It increases sampling bias
- (d)It has no effect on the sampling error

14. Which of the following is not a non-random sampling method?

- (a)Cluster sampling
- (c)Convenience sampling

- (b)Quota sampling
- (d)Accidental sampling

15. _____ are those which are collected fresh and are original in character.

- (a)primary data
- (c)qualitative data

- (b)secondary data
- (d)quantitative data

16. What is the term used to describe the process of systematically recording behaviors or events as they occur in a natural setting?
- (a)Survey (b)Experiment
(c)Observation (d)Interview
17. The _____ type of questionnaire calls for a free response in the respondent's own words
- (a)closed (b)open
(c)structured (d)unstructured
18. Which of the following is NOT a consideration when using the schedule method of data collection?.
- (a)Participant availability (b)Research objectives
(c)Time constraints (d)Researcher's personal preferences
19. What is the term used to describe a scaling technique where respondents indicate their level of agreement or disagreement with a series of statements using a numerical scale?
- (a)Likert scale (b)Guttman scale
(c)Semantic differential scale (d)Thurstone scale
20. _____ is the extent to which a measuring instrument provides adequate coverage of the topic under study
- (a)Criterion related validity (b)content validity
(c)construct validity (d)Practicality

21. What graphical representation is commonly used in univariate analysis to visualize the distribution of a single continuous variable?.
- (a)Scatter plot
(c)Histogram
- (b)Box plot
(d)Pie chart
22. _____ is not always necessary but it may improve the quality of analysis sometimes.
- (a)Classification
(c)Editing
- (b)Coding
(d)data adjusting
23. When would you use a two-way ANOVA?
- (a)To compare means of two independent samples.
(c)To examine the effect of two categorical predictor variables on a continuous outcome variable.
- (b)To analyze the relationship between two categorical variables.
(d)To assess the homogeneity of variances across different groups.
24. _____ t-test is used when comparing the means of two independent groups.
- (a)One-sample t-test
(c)Paired samples t-test
- (b)Independent samples t-test
(d)One-way ANOVA
25. Which non-parametric test is used to compare two related groups or conditions?
- (a)Wilcoxon signed-rank test
(c)Mann-Whitney U test
- (b)Kruskal-Wallis test
(d)Friedman test

26. Kruskal-Wallis test is equivalent to _____ method in parametric test
- (a)t-test (b)Chi-square
(c)One-way ANOVA (d)Factor analysis
27. is a succinct statement of the findings of the project.
- (a)proposal (b)abstract
(c)project (d)report
28. What should be the tone of a formal report?.
- (a)Casual and conversational (b)Subjective and emotional
(c)Objective and professional (d)Humorous and light-hearted
29. What is the purpose of an appendix in a report?
- (a)To include personal opinions (b)To present key findings
(c)To confuse the reader (d)To provide supplementary material
30. It enable the researcher to relate logically known facts to intelligent guesses about unknown conditions.
- (a)research design (b)pre-test
(c)hypothesis (d)pilot study

31. What is the major attribute of Correlation Analysis?

- | | |
|---------------------------------|--------------------------------|
| (a) Association among variables | (b) Difference among variables |
| (c) Regression among variables | (d) Variations among variables |

32. How is random sampling helpful?

- | | |
|-------------------------------|---|
| (a) Reasonably accurate | (b) An economical method of data collection |
| (c) Free from personal biases | (d) All of the above |

33. Which one among the following variables cannot be expressed in quantitative terms?

- | | |
|---------------------------|---------------------------|
| (a) Numerical Aptitude | (b) Marital Status |
| (c) Socio-economic Status | (d) Professional Attitude |

PART - B

(7 X 6 = 42)

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

34. (a) Briefly explain the various steps of Research Process.

[OR]

(b) State the distinction between Survey and Experimental research.

35. (a) How to identify the objectives of research? Explain.

[OR]

(b) Explain the factors affecting Research Design.

36. (a) State the functions and characteristics of hypothesis.

[OR]

(b) Explain the different methods of sampling.

37. (a) How to construct a sampling for Infinite population? Explain

[OR]

(b) Explain the types and techniques of observation.

38. (a) Explain the various types of Questionnaire.

[OR]

(b) Write a short note about pre-testing of data collection tools

39. (a) Explain Univariate, Bivariate and Multi-variate analysis..

[OR]

(b) Explain the test of significance with example.

40. (a) Mention the various guidelines for making valid interpretation.

[OR]

(b) Explain the criteria for research findings.

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR (G/HRM/T/LM/FM/) DEGREE EXAMINATION, DECEMBER 2024
First Year - Second Semester
BUSINESS ADMINISTRATION
BUSINESS ENVIRONMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Which of the following is NOT typically included in a macro environment analysis?
(a) Legal factors (b) Economic factors
(c) Suppliers (d) Technological factors
2. The term business environment refers to factors which impact functioning of a firm
(a) External factors (b) Internal factors
(c) Management related factors (d) Internal and External factors
3. Which of the following is NOT a component of PESTLE analysis?
(a) Political (b) Entrepreneurial
(c) Social (d) Technological
4. _____ represents an example of a factor that would be analyzed under the "Environmental" component of PESTLE analysis?
(a) Changes in government leadership (b) Fluctuations in currency exchange rates
(c) Shifting consumer preferences (d) Climate change regulations
5. From the following _____ is NOT an aspect of the political environment affecting businesses.
(a) Government stability (b) Tax policies
(c) Technological advancements (d) Trade regulations

6. Political instability, such as civil unrest or regime changes, can directly affect a company's:
- (a) Research and development efforts
 - (b) Supply chain management
 - (c) Advertising strategies
 - (d) Employee training programs
7. Approaches of a government towards public expenditure and revenue are known as.....
- (a) Budgets
 - (b) Monetary policy
 - (c) Fiscal policy
 - (d) Industrial policy
8. Which government body in India is responsible for formulating and implementing policies related to foreign trade?
- (a) Reserve Bank of India (RBI)
 - (b) Ministry of Finance
 - (c) Ministry of Commerce and Industry
 - (d) Securities and Exchange Board of India (SEBI)
9. Indicators such as GDP growth rate and unemployment rate are used to assess:
- (a) Social factors
 - (b) Political stability
 - (c) Technological advancements
 - (d) Economic conditions
10. Which economic factor reflects the overall level of prices for goods and services in an economy?
- (a) Inflation rate
 - (b) GDP growth rate
 - (c) Unemployment rate
 - (d) Exchange rate

11. The Industrial Finance Corporation of India (IFCI) was established in which year?
(a)1951 (b)1964
(c)1948 (d)1982
12. Which of the following is considered the primary regulator of the Indian money market?
(a)Securities and Exchange Board of India (SEBI) (b)Reserve Bank of India (RBI)
(c)National Stock Exchange (NSE) (d)Bombay Stock Exchange (BSE)
13. A central bank raising interest rates is likely to:
(a)Stimulate borrowing and investment (b)Discourage borrowing and investment
(c)Increase inflation rates (d)Decrease unemployment rates
14. The difference between the government's total expenditure and its total receipts (excluding borrowing) is called _____
(a)Fiscal deficit (b)trade deficit
(c)export deficit (d)investment
15. WPM stands for _____
(a)Workers preference in market (b)Workers participation in maintenance
(c)Workers participation in management (d)Women participation in management

16. Quality Circles became extremely popular in the 1980s, particularly in the _____ industries.
- (a)Service (b)logistics
(c)Pharma (d)Aerospace
17. _____ is the measure of how many individuals in a country can read and write.
- (a)Employment rate (b)Literacy rate
(c)GDP (d)GER
18. _____ is the very first stage of a typical technological life cycle (TLC).
- (a)R & D phase (b)ascent phase
(c)decline phase (d)maturity
19. _____ is a satellite navigation system used to determine the ground position of an object.
- (a)RADAR (b)LIDAR
(c)GPS (d)Gyroscope
20. _____ of technology involves removing of rough edges through R&D and value engineering to bring about savings in the use of material and energy consumption.
- (a)Adoption (b)Adaptation
(c)Absorption (d)Optimization

21. The Monopolistic and Restrictive Trade Practice Act was enacted in _____.
(a)1969 (b)1984
(c)1991 (d)1996
22. In India, the most important law, which regulates all aspects relating to a company, is the _____.
(a)Factories Act (b)Trade union act
(c)Industrial disputes act (d)Companies Act
23. _____ denotes thermal energy generated and stored in the Earth.
(a)Hydro energy (b)Solar energy
(c)Fossil fuels (d)Geothermal
24. Which among the following is a most common greenhouse gas?
(a)Oxygen (b)Co₂
(c)Neon (d)Argon
25. FERA stands for
(a)Foreign Exchange Regulation Act (b)Fiscal Exchange Regulation Act
(c)Foreign Export Regulation Act (d)Foreign export reservation Act

26. The major purpose of _____ was to free the large private corporate sector from bureaucratic controls.
- (a) Globalization (b) liberalization
(c) Privatization (d) Companies act
27. The _____ was established in the year 1945.
- (a) WTO (b) IMF
(c) World bank (d) UNICEF
28. New Industrial Policy, adopted the policy of planned disinvestments of the public sector and decided to refer the loss making and sick enterprises to the _____.
- (a) IDBI (b) BIFR
(c) RBI (d) EXIM bank
29. In SWOT analysis, the letter 'O' stands for _____.
- (a) Opportunity (b) Ownership
(c) Openness (d) Objective
30. The factors of the internal business environment can best be explained by the _____ Ms'.
- (a) three (b) four
(c) five (d) six

31. Among the following, which is NOT a common technique for environmental scanning?
 (a)Environmental Threat and Opportunity (ETOP) Analysis (b)Quick Environmental Scanning Technique (QUEST) Analysis
 (c)Strengths Weaknesses Opportunity and Threats (SWOT) Analysis (d)RFID method
32. Which is the apex bank of India?
 (a)RBI (b)SBI
 (c)HDFC (d)ICICI
33. _____ refers to a company's top management delegating authority to subunits of the company.
 (a)centralization (b)Decentralization
 (c)span of control (d)diversification

PART - B

(7 X 6 = 42)

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

34. (a) Explain the significance of business environment.
 [OR]
 (b) Explain the environmental threats issues addressed by businesses.
35. (a) Write short note about political environment relation between government and businesses.
 [OR]
 (b) Explain the various government policies related with SSI.
36. (a) Explain the GDP trend relationship with economic environment.
 [OR]
 (b) State the monetary and fiscal policies of Indian financial system.
37. (a) Write the importance of government budget.
 [OR]
 (b) Explain the features of labour legislation.
38. (a) Mention the impact of societal structure and its features in business environment .
 [OR]
 (b) Write a short note about Technology policy.
39. (a) State the legal environmental factors for inception, location and incorporation of business .
 [OR]
 (b) Explain the various legal aspects of entering secondary capital markets.
40. (a) Briefly explain the New economic policy environment in India.
 [OR]
 (b) Explain the impact of privatization on business development.

N-1638

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A. (G/HRM/T/LM/FM/) DEGREE EXAMINATION, DECEMBER 2024
First Year - Second Semester
BUSINESS ADMINISTRATION
BUSINESS LAWS
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. The Law of Contract is ____
(a) Whole law of Obligations
(b) Law of only contractual obligations
(c) Law of judgements of the courts
(d) law of quasi-contracts
2. Which of the following statement is true
(a) Valid contract is always valid
(b) Valid contract is not valid from the time it was made
(c) Valid contract may be void later on
(d) Valid contract is necessarily void agreement
3. Void agreement can be enforced ____
(a) By one of the parties
(b) By aggrieved party
(c) By none of the parties
(d) By the party entitled to do so
4. An offer may be ____
(a) conditional
(b) uncertain
(c) Ambiguous
(d) capable of being accepted
5. Acceptance must be given in ____
(a) Usual manner
(b) Prescribed manner
(c) Any manner suitable to the offeree
(d) More effective manner

6. A minor cannot be declared insolvent by the court, because
- (a)He is not mature to rationalize things
 - (b)He does not incur personal liability in any agreement
 - (c)He has no contractual capacity
 - (d)Law protects him
7. Contractual capacity of the person is affected by ____
- (a)His age
 - (b)His soundness of mind
 - (c)By law to which he is subject
 - (d)By all above factors
8. Lack of free consent is known as ____
- (a)Error in consensus
 - (b)Error in action
 - (c)Error in cause
 - (d)Error in consent
9. Relation between the parties must exist to use ____
- (a)Fraud
 - (b)Undue influence
 - (c)Co-ercion
 - (d)Mistake
10. Misrepresentation is always ____
- (a)Beneficial in nature
 - (b)Innocent in nature
 - (c)Harmful in nature
 - (d)Intentional in nature

11. Agreement affected by mistake is _____
- (a)Void (b)Voidable
(c)Unenforceable (d)Illegal
12. Consensus ad idem means _____
- (a)Consent (b)Free Consent
(c)No Consent (d)Mutual consent
13. Unilateral mistake may also render the agreement
- (a)Void (b)Voidable
(c)Valid (d)All of these
14. Damages can be claimed in _____
- (a)Fraud (b)Misrepresentation
(c)Co-ercion (d)Undue influence
15. Undue influence implies
- (a)moral pressure on the party (b)pressure of relation
(c)pressure of money (d)physical pressure on the party

16. To exercise undue influence it is enough
(a)To be in dominating position
(c)Both of these
(b)To obtain unfair advantage
(d)To put mental pressure
17. Which one is civil wrong or tort____
(a)misrepresentation
(c)Co-ercion
(b)undue influence
(d)Fraud
18. An agreement is immoral if ____
(a)Law regards it immoral
(c)society does not recognize it as moral
(b)People think it immoral
(d)It is below the standard of moral
19. Agreement in restraint of marriage is not void in case of
(a)female member
(c)Lunatic
(b)foreigner
(d)Minor
20. Uncertain agreement is ____
(a)meaning of which is not certain
(c)meaning of which is uncertain , but can be made certain
(b)meaning of which is uncertain and cannot be made certain
(d)meaning of which cannot be made certain

21. Wagering contracts are _____
(a)Illegal every where
(c)Unenforceable
(b)Illegal in Calcutta only
(d)Illegal in Maharashtra and Gujarat only
22. Quasi-Contract is _____
(a)contract in fact
(c)contract in law
(b)contract in natural justice
(d)contract in vaccume
23. Contingent contracts are _____
(a)Absolute Contracts
(c)Conditional contract
(b)Party absolute contract
(d)Uncertain contracts
24. Which of the following contract is not a contingent contract
(a)Life insurance contract
(c)Marine insurance contract
(b)Fire insurance contract
(d)General insurance contract
25. Cancellation of terms of contract means _____
(a)Substitution of new terms
(c)Changing of terms
(b)Deletion of terms of contract
(d)Avoiding the terms of contract

26. Acceptance of lesser performance by promise is ____
(a)Void (b)Invalid
(c)Valid (d)Not allowed
27. Supervening impossibility means ____
(a)Subsequent impossibility (b)Initial impossibility
(c)Precedent impossibility (d)Relevant impossibility
28. Appropriation of payment means
(a)Application of money received for discharging debt (b)Using money for any other purpose
(c)Using money for paying bank loan (d)Using money received for paying interest on loan
29. Injunction is ____
(a)Negative remedy (b)Preventive relief
(c)Adequate relief (d)Negative Stipulation
30. Order of specific performance is ____
(a)basic right of aggrieved party (b)discretionary power of the court
(c)Provisions of the Indian Contract Act (d)none of these

31. Contract of sale cannot be made for ____
 (a) Agriculture crops (b) Electricity plant
 (c) Shares and debentures (d) Electricity
32. Condition is a stipulation which may be made ____
 (a) By seller to buyer (b) Buyer to seller
 (c) By both of them (d) Either by buyer or by seller
33. The Information Technology Act came into force on ____
 (a) 17 September 2000 (b) 17 October 2000
 (c) 17 November 2000 (d) None of the above

PART - B

(7 X 6 = 42)

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

34. (a) Write the classifications of contracts on the basis of validity and formation.
 [OR]
 (b) Distinguish between offer and acceptance by post.
35. (a) Explain the essentials of consideration in detail.
 [OR]
 (b) Explain the duties and rights of Bailor and Bailee.
36. (a) Discuss the essentials of valid tender performance.
 [OR]
 (b) Explain the importance of the Railways Act 1989.
37. (a) Explain about the types of Negotiable Instruments Act.
 [OR]
 (b) Write the history of Insurance legislation in India.
38. (a) Discuss the objectives of general Insurance Business Nationalization Act 1973.
 [OR]
 (b) Write the procedure for eligibility to be a partner and the registration of partner relations.
39. (a) Classify the powers and duties of a director in the Companies Act.
 [OR]
 (b) Write the procedure of E-Filing of documents under Ministry of Corporate Affairs in formation of a company.
40. (a) Explain the significance of rationale behind IT Act 2000.
 [OR]
 (b) Write the objectives of right to Information Act 2005.

N-1639

N-1640

COURSE CODE

205424/205524/205624/205724/205824

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR MBA (G/HRM/T/LM/FM/) DEGREE EXAMINATION, DECEMBER 2024
First Year - Second Semester
BUSINESS ADMINISTRATION
MANAGEMENT INFORMATION SYSTEM
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Information systems that monitor the elementary activities and transactions of the organization are ____
(a)management level system (b)operational level system
(c)knowledge level system (d)strategic level system
2. Which system focuses on providing high-level information for strategic planning?
(a).MIS (b)DSS
(c)ESS (d)TPS
3. System development of cross life-cycle is?
(a)prototyping (b)data modeling
(c)data flow diagram (d)fact-finding
4. Ongoing activity of system support is
(a)recovering the system (b)recovering the system assisting users
(c)adapting the system to new requirements (d)all of the above
5. What benefit does accounting software offer businesses?
(a)Improved data analysis capabilities (b)Streamlined financial processes
(c)Enhanced customer service (d)Increased automation of daily tasks

N-1640

6. Projections and responses to queries are information output characteristics associated with ____
(a)Decision support system (b)Management Information system
(c)Executive support system (d)Transaction processing system
7. EDI Stands for ____
(a)Electronic Data Interchange (b)Electronic Data Interpol
(c)Ecommerce Data Interchange (d)None of the above
8. ____ is the information about data.
(a)Data (b)Meta-Data
(c)Entity (d)Relations
9. The Information of MIS comes from the ____
(a)Internal source (b)external source
(c)both internal and external source (d)None of the above
10. AI is a short form of
(a)artificial information (b)artificial Intelligence
(c)artificial Integration (d)None of the above

11. The flow of information through MIS is ____
(a)need dependent (b)organization dependent
(c)information dependent (d)management dependent
12. MIS normally found in a manufacturing organization will not be suitable in the ____
(a)service sector (b)banking sector
(c)agriculture sector (d)all of the above
13. The basic components of DSS is(are) ____
(a)database (b)model base
(c)dss software system (d)all of the above
14. ____ involves the investigation of new approaches to existing problems.
(a)systems analysis (b)creative analysis
(c)critical analysis (d)organizational analysis
15. The starting point of MIS planning is general ____ planning.
(a)objective (b)managers
(c)business (d)firms

16. ____ is a prominent attribute of management information procured through MIS of an organization
(a)explicitness (b)completeness
(c)accuracy (d)exception based
17. Critical information for top management is provided by ____ information system.
(a)expert (b)executive
(c)decision (d)managerial
18. Processing is considered as the classical method of processing data.
(a)batch (b)group
(c)sequence (d)real
19. ____ type of processing, data is processed immediately after a transaction occurs.
(a)batch (b)parallel
(c)sequence (d)real time
20. In database handling ____ reports used by software for data
(a)condition (b)specific
(c)periodic (d)demand

21. _____ steps ensure the success of the new systems.
- | | |
|------------|-------------------|
| (a)initial | (b)implementation |
| (c)testing | (d)design |
22. _____ means that information must reach the recipients within the prescribe timeframe
- | | |
|---------------|-----------|
| (a)duration | (b)period |
| (c)timeliness | (d)time |
23. Customer numbers and their names would be an example of the ____ component of an order MIS.
- | | |
|-------------|--------------|
| (a)software | (b)hardware |
| (c)data | (d)procedure |
24. What are the qualities of a good software?
- | | |
|----------------------|---------------------|
| (a)reusability | (b)portability |
| (c)inter operability | (d)all of the above |
25. Which of the following is not a characteristic of good information?
- | | |
|-----------------------|---------------|
| (a)Interchangeability | (b)relevance |
| (c)cost effectiveness | (d)timeliness |

26. The value of information is directly linked to ____
- (a) its accuracy and completeness
 - (b) its verifiability
 - (c) its simplicity and security
 - (d) how it helps decision makers achieve organizational goals
27. Information systems that monitor the elementary activities and transactions of the organizations are
- (a) management-level systems
 - (b) operational –level systems
 - (c) knowledge –level systems
 - (d) strategic systems
28. The information generated at regular intervals is a ____ information.
- (a) depositing
 - (b) saving
 - (c) recurring
 - (d) collecting
29. In MIS ____ plays economically sound and logically in development process.
- (a) information
 - (b) data
 - (c) statements
 - (d) data flow
30. The major drawbacks in decision making by MIS is difficult due ____ for business problems.
- (a) Structure
 - (b) rules
 - (c) strategy
 - (d) conditions

31. In a company _____ is the centre which consists of all processing activities.
(a) data (b) production
(c) information (d) sales
32. _____ is the period in days between the ordering and delivery of goods.
(a) demand (b) duration
(c) lead time (d) process
33. A _____ is an abstraction or an approximation that is used to represent reality.
(a) model (b) system parameter
(c) system performance standard (d) system

PART - B

(7 X 6 = 42)

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

34. (a) Explain about the types of Information system.
[OR]
(b) Explain the implementation testing and conversion of information system.
35. (a) Explain the Structure of MIS.
[OR]
(b) Write a short note on DSS models and software.
36. (a) Discuss the pitfalls in Management information system.
[OR]
(b) Discuss the installation of management information and control system in Indian Organization
37. (a) Explain the importance of On-line information services.
[OR]
(b) Write a short note on (i) LAN (ii) WAN
38. (a) Discuss the MIS for Logistics.
[OR]
(b) Write a short note on EDI and its applications.
39. (a) Explain the importance of E-Commerce and Internet.
[OR]
(b) Write the significance of secondary storage media and devices in computer system.
40. (a) Explain the supply chain and global information technology management.
[OR]
(b) Explain in detail the ethics for Information System professional.

N-1640

N-1641

COURSE CODE

205425/205525/205625/
205725/205825

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A. (G/FM/LM/T/HRM) DEGREE EXAMINATION, DECEMBER 2024
First Year - Second Semester
BUSINESS ADMINISTRATION
HUMAN RESOURCE MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the 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

N-1641

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 supplement 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 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

21. There are _____ career stages that most people will go through during their adult years regardless of type of work.
- (a)10 (b)8
(c)5 (d)3
22. Job raters simply rank one job against another without assigning point value is _____.
- (a)grading (b)ranking
(c)rating (d)classification
23. Sickness benefit is given to the employees for maximum period of _____ days.
- (a)120 (b)133
(c)91 (d)240
24. Under the employees' pension scheme, the employees are provided _____ percent of the salary as their pension after retirement.
- (a)30 (b)50
(c)80 (d)100
25. All persons who have attained the age of _____ are eligible to be a member of a registered trade union subject to the rules of the union
- (a)15 (b)18
(c)20 (d)21

26. _____ means termination from employment executed by an employer against the will by an employer.
(a)demotion (b)separation
(c)transfer (d)dismissal
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 X 6 = 42)

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

34. (a) Discuss the functions of HRM.
[OR]
(b) Describe the challenges faced in HRM.
35. (a) Explain the process of Human Resource planning.
[OR]
(b) Describe various sources of Recruitment.
36. (a) Critically evaluate various types of selection tests.
[OR]
(b) Define training. Explain special purpose training.
37. (a) Write an essay on Human Resource accounting and audit.
[OR]
(b) Explain wages and salary administration.
38. (a) Analyse need and problems of employee to retain them in organization.
[OR]
(b) Define performance appraisal. Explain its methods.
39. (a) Write an essay on career planning and development.
[OR]
(b) Explain employee grievance redressal procedure.
40. (a) What is Collective Bargaining. Discuss the future of Trade Unionism.
[OR]
(b) Define HRIS. Explain the importance of e-records on employees.

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A. (G/HRM/T/LM/FM/) DEGREE EXAMINATION, DECEMBER 2024
Second Year - Third Semester
BUSINESS ADMINISTRATION
MARKETING MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Social marketing concept focuses on:

(a) Maximizing profits

(b) Satisfying customer needs

(c) Promoting social causes

(d) Increasing market share

2. What is the fundamental principle of the modern marketing concept?

(a) Maximizing profits

(b) Meeting the needs and wants of customers

(c) Dominating the market

(d) Minimizing production costs

3. The production philosophy in marketing focuses on:

(a) Maximizing production efficiency

(b) Meeting customer needs and wants

(c) Providing exceptional after-sales service

(d) Building strong brand loyalty

4. What are the benefits of market segmentation?

(a) Increased production costs

(b) Decreased customer satisfaction

(c) Tailored marketing strategies

(d) Reduced market competition

5. What are the advantages of digitalisation in marketing?

(a) Reduced need for customer engagement

(b) Limited access to global markets

(c) Enhanced data analytics capabilities

(d) Decreased reliance on online platforms

6. E-business settings primarily focus on _____
- (a)Traditional brick-and-mortar stores (b)Face-to-face transactions only
(c)Online transactions and operations (d)Print advertising
7. What does consumer behavior primarily study?
- (a)Business profitability (b)Marketing strategies
(c)Purchasing decisions and behaviors of individuals (d)Macroeconomic factors
8. Which theory suggests that consumers make rational decisions based on maximizing utility?
- (a)Theory of reasoned action (b)Theory of planned behavior
(c)Utility theory (d)Maslow's hierarchy of needs
9. Psychological determinants of consumer behavior include:
- (a)Family structure (b)Social class
(c)Personality traits (d)Economic status
10. Which of the following is NOT a step in the marketing research process?
- (a)Data analysis (b)Data collection
(c)Product development (d)Problem definition

11. Which component of the Marketing Information System involves converting data into useful information?
- (a)Data collection (b)Data analysis
(c)Data storage (d)Data dissemination
12. Which factor has significantly contributed to changing marketing practices in recent years?
- (a)Decrease in globalization (b)Technological advancements
(c)Stable consumer preferences (d)Limited market competition
13. Test marketing is primarily conducted to:
- (a)Launch the product globally (b)Gather feedback from potential customers
(c)Reduce production costs (d)Increase market competition
14. Implications of effective product line management include:
- (a)Decreased customer satisfaction (b)Improved brand image
(c)Reduced market competition (d)Lower profitability
15. Which stage of the product life cycle typically features rapid sales growth?
- (a)Introduction (b)Growth
(c)Maturity (d)Decline

16. Branding policies and strategies involve:

- | | |
|--|---|
| (a) Ignoring brand image | (b) Focusing solely on product features |
| (c) Building and managing brand equity | (d) Decreasing brand awareness |

17. What is the first step in the pricing procedure?

- | | |
|-------------------------------------|-----------------------------------|
| (a) Establishing pricing objectives | (b) Conducting market research |
| (c) Setting the price | (d) Analyzing competitors' prices |

18. Free pricing is primarily based on

- | | |
|----------------------------|--|
| (a) Government regulations | (b) Market forces of supply and demand |
| (c) Fixed pricing policies | (d) Cost-plus pricing |

19. What pricing strategy is often used during the decline stage of the product life cycle?

- | | |
|----------------------|-------------------------|
| (a) Skimming pricing | (b) Penetration pricing |
| (c) Price bundling | (d) Liquidation pricing |

20. Which type of physical distribution involves the direct sale of products from the manufacturer to the consumer without intermediaries?

- | | |
|----------------------------|----------------------------|
| (a) Indirect distribution | (b) Direct distribution |
| (c) Selective distribution | (d) Exclusive distribution |

21. Why is physical distribution important for businesses?
- (a) To increase production costs
 - (b) To minimize customer satisfaction
 - (c) To ensure timely delivery of products
 - (d) To reduce market competition
22. What are the primary factors considered when making marketing channel decisions?
- (a) Product design and packaging
 - (b) Pricing strategies
 - (c) Customer preferences and target market
 - (d) Marketing communication channels
23. Middlemen play a crucial role in:
- (a) Reducing product availability
 - (b) Increasing customer dissatisfaction
 - (c) Bridging the gap between producers and consumers
 - (d) Lowering production costs
24. Retailers benefit from online platforms by:
- (a) Decreasing customer reach
 - (b) Reducing operational costs
 - (c) Increasing physical store locations
 - (d) Limiting product variety
25. During the recruitment process for a sales force, what should companies primarily focus on?
- (a) Offering high compensation
 - (b) Attracting candidates with relevant skills and experience
 - (c) Providing extensive training programs
 - (d) Ignoring the evaluation of performance

26. Which training method allows sales representatives to learn by observing experienced salespeople?

- (a) Classroom training
- (c) On-the-job training

- (b) Role-playing
- (d) E-learning

27. Advertising is:

- (a) Personal selling
- (c) Sales promotion

- (b) Non-personal communication of information
- (d) Direct marketing

28. Which online platform is commonly used for running contests and giveaways as part of sales promotion?

- (a) Facebook
- (c) Newspapers

- (b) Television
- (d) Direct mail

29. Direct marketing channels include:

- (a) TV commercials
- (c) Email marketing

- (b) Radio ads
- (d) Billboards

30. What is an advertisement copy?

- (a) A document outlining the company's sales targets
- (c) The text or message of an advertisement

- (b) A legal document outlining copyright ownership of advertising materials
- (d) A financial statement detailing advertising expenses

31. Which of the following factors influences media selection for advertising?

- (a) Brand color
- (b) Customer preferences
- (c) Employee turnover
- (d) Packaging design

32. Indirect competitors are:

- (a) Companies offering similar products or services
- (b) Companies in unrelated industries
- (c) Suppliers and distributors
- (d) Government agencies

33. Why is it important to analyze competitors?

- (a) To decrease market competition
- (b) To ignore market trends
- (c) To identify strengths and weaknesses relative to competitors
- (d) To reduce customer satisfaction

PART - B

(7 X 6 = 42)

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

34. (a) Explain about the Modern marketing concept and Social Marketing Concept in detail.

[OR]

(b) Discuss how Marketing segmentation leads to improved customer satisfaction and loyalty.

35. (a) Differentiate between the internal and external factors that influence a company's marketing activities.

[OR]

(b) Describe briefly the Concept of Consumer Behaviour and its importance in Marketing.

36. (a) Illustrate the marketing research and its Objectives and procedures.

[OR]

(b) Explain the test marketing and its purpose in evaluating the potential success of a new product or service.

37. (a) Describe the product life cycle (PLC) and its significance in marketing strategy.

[OR]

(b) Illustrate the Pricing policies and Procedures in detail.

38. (a) Discuss the different methods of physical distribution and its importance in detail

[OR]

(b) Explain briefly about the Marketing channel decisions and Choices consideration.

39. (a) Difference between Personal selling and impersonal selling.

[OR]

(b) Illustrate about the Direct Marketing nature, growth and channels.

40. (a) Describe the Evaluation of Advertising and Advertising Budget in detail.

[OR]

(b) Explain briefly about the Customer database, Data Ware housing and Data mining as part of customer relationship management.

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A. (G /HRM/ T/ LM/ FM)DEGREE EXAMINATION, DECEMBER 2024
Second Year - Third Semester
BUSINESS ADMINISTRATION
FINANCIAL MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. The organized financial system includes _____.
(a) Commercial banks (b) Foreign banks
(c) Indigenous banks (d) None of the above
2. Finance function involves _____.
(a) Procurement of finance function only (b) Expenditure of funds only
(c) Safe custody of funds (d) Procurement and utilization of funds
3. Which of the following does not come under the purview of paper tax?
(a) Gift tax (b) Estate duty
(c) Excise duty (d) None of the above
4. Compliance of the legal requirements in connection with the tax is the essence of _____.
(a) Tax evasion (b) Tax planning
(c) Tax avoidance (d) Tax management
5. _____ dividend promises to pay shareholders at future date.
(a) Cash (b) Stock
(c) Property (d) Scrip

6. Which method of risk analysis better serve lender's perspective in the capital budgeting decisions?
- (a) Certainty equivalent approach (b) Decision analysis
(c) Risk adjusted discount rate (d) Simulation and sensitivity analysis
7. The value of EBIT at which EPS is equal to zero is known as _____.
- (a) Break even point (b) Operating break even point
(c) Overall break even point (d) Financial break even point
8. Debenture qualifies the owner towards _____.
- (a) Company's voting rights (b) Firm's profit share
(c) Fixed-rate interest (d) Fixed dividend
9. Which of the succeeding administration issues the guidelines for global trade?
- (a) World bank (b) World trade organization
(c) Foreign exchange dealer's association (d) Directorate general of foreign trade
10. A bridge loan is also known as _____.
- (a) Swing loan (b) Demand loan
(c) Term loan (d) Farm loan

11. The cost of debt capital is calculated on the basis of _____.
- (a)Annual interest
(c)Capital
- (b)Net proceeds
(d)Annual depreciation
12. Which of the following cannot be used for redemption of preference shares?
- (a)Revenue reserve
(c)Capital reserve
- (b)General reserve
(d)Workmen's compensation fund
13. MM model of dividend irrelevance uses arbitrage between _____.
- (a)Dividend and Bonus
(c)Profit and Investment
- (b)Dividend and Capital issue
(d)None of the above
14. Which of the following are not commonly used measures of leverage in financial analysis?
- (a)Operating leverage
(c)Combined leverage
- (b)Financial leverage
(d)Matrix leverage
15. In which of the following methods of capital budgeting, cash flows are reinvested at the cost of capital?
- (a)Internal rate of return
(c)Payback period
- (b)Net present value
(d)Accounting rate of return

16. Decision nodes are represented by _____.

(a)Disks

(b)Squares

(c)Circles

(d)Triangles

17. The first step in simulation is to _____

(a)Set up possible courses of action for setting

(b)Construct a numeric model

(c)Validate the model

(d)Define the problem

18. _____ is a form of financing especially for funding high technology, high risk, and perceived high growth firms.

(a)current capital

(b)Fixed capital

(c)Venture capital

(d)Seed capital

19. The goal of receivables management is to maximize the value of the firm by achieving a trade off between _____.

(a)Risk and profitability

(b)Liquidity and profitability

(c)Return and profitability

(d)Return and liquidity

20. _____ module is integrated with the stock control and production planning modules and supply chain management software and is used for automation.

(a)Sales module

(b)Finance model

(c)Purchasing module

(d)Accounting module

21. _____ cycle analyzes the accounts receivables, inventory, and accounts payable cycles in terms of a number of days
- (a)Business (b)Current asset
(c)Operation (d)Operating
22. What is the benefit of credit management?
- (a)Contributes to profit because of higher payment (b)improving cash flow
(c)Increasing days sales outstanding (d)All of the above
23. The process of converting cash flow into present equitables is called _____.
- (a)Discounting (b)Compounding
(c)Rationing (d)Budgeting
24. Which one of the following is the assumption of Gordon's model?
- (a) $K_e > g$ (b)Retention ratio
(c)Firm is an all equity firm (d)All of the above
25. _____ is the main reason why the intrinsic value of a share is lesser than its market value.
- (a)The market is undervaluing the share (b)The market is overvaluing the share
(c)The share has a low level of risk (d)The shares offer a high dividend payout ratio

26. The shares appeared as _____ in the balance sheet of the company.

- (a) Paid up value
- (b) Market price
- (c) Adjusted market value
- (d) None of the above

27. The ability of a firm to convert an asset to cash is called _____.

- (a) Solvency
- (b) Liquidity
- (c) Return
- (d) Marketability

28. _____ allocates saving efficiently in an economy to ultimate users either for investment in real assets for consumption

- (a) Economic
- (b) Banking system
- (c) Finance system
- (d) Market system

29. Financial system is also known as _____.

- (a) Financial organization
- (b) Financial intermediaries
- (c) Financial system
- (d) None of the above

30. External commercial borrowings comes under the category of _____.

- (a) Debt capital
- (b) Capital account
- (c) Official reserves account
- (d) Current account

31. What type of approach is the home currency approach to capital management?
- (a) Short-run (b) Long-run
(c) Spot-run (d) Long-form
32. Which one of the following increases the number of shares outstanding but does not increase the value of owner's equity?
- (a) Stock repurchase (b) Reverse stock split
(c) Stock split (d) Cash distribution
33. Spontaneous financing consists of _____.
- (a) A line of credit (b) Short-term loans
(c) Accounts receivables (d) Accounts payable.

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the role of financial management in the organization.
[OR]
(b) Explain the legal and regulatory framework of financial system.
35. (a) Discuss the applications of the time value of money concepts.
[OR]
(b) Critically evaluate the differences between equity financing and debt financing.
36. (a) State the role and guidelines of SEBI in regulating capital issues.
[OR]
(b) Briefly explain the concept of EBIT and EPS analysis.
37. (a) Discuss the theories related to capital structure.
[OR]
(b) Explain the techniques of capital budgeting under certainty conditions.
38. (a) State the steps involved in decision tree analysis.
[OR]
(b) Explain the types of assistance in working capital management.
39. (a) Briefly explain the techniques used in classification of inventory management.
[OR]
(b) Discuss the functions of cash and liquidity management.
40. (a) Discuss the assumptions and limitations of Modigliani and Miller theory.
[OR]
(b) Explain the factors affecting the dividend decision.

N-1644

COURSE CODE

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205833

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A.(G/HRM) DEGREE EXAMINATION, DECEMBER 2024
Second Year - Third Semester
BUSINESS ADMINISTRATION
INDUSTRIAL RELATIONS MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. The principal chronicled session of Indian Constituent Assembly held its gathering on
(a) 9 December 1946 (b) 22 January 1947
(c) 15 August 1947 (d) 26 November 1949
2. _____ provides protection of life and personal liberty.
(a) Article 21 (b) Article 14
(c) Article 19 (d) Article 24
3. _____ that represent skilled workers belonging to a specific field like carpentry or welding.
(a) General unions (b) Craft unions
(c) Company Unions (d) White collar unions
4. The Second Phase: Birth of A Trade Union is
(a) 1901-1903 (b) 1918-1924
(c) 1924-1934 (d) 1935-1947
5. The twenty third session of INTUC in 1957 was conducted at _____
(a) Goa (b) Delhi
(c) Pune (d) Madurai

N-1644

6. The year 2001 witnessed several amendments of great importance, made in the Trade Unions Act, 1926. However, such amendments came into force in the year of _____.
- (a) 2002 (b) 2003
(c) 2004 (d) 2005
7. Which of the following provides for recognition of trade unions at the central level?
- (a) Industrial disputes act (b) Trade Unions act
(c) Code of discipline in industry (d) Inter-union code of conduct
8. In 2006, WFTU merged with _____
- (a) INTUC (b) ICFTU
(c) United Nations (d) WCL
9. India has ratified 6 out of 8 core ILO conventions. One of the conventions which is yet to be ratified is
- (a) Equal Remuneration Convention, 1951 (b) Forced Labour Convention, 1930
(c) Minimum Age Convention, 1973 (d) Right to Organize and Collective Bargaining Convention, 1949
10. Factories Act, 1948 prescribed a separate chapter for welfare related provisions. Among that, washing facilities come under,
- (a) Section 42 (b) Section 43
(c) Section 44 (d) Section 45

11. Following assumptions are related to _____ approach of Industrial relations,
- ✓ Any industrial relation should be based on fundamental principles of truth and non-violence.
 - ✓ The worker is expected to seek redressal of reasonable demands only through collective action; he/she should avoid strikes and unionism.
- (a) Sociological (b) Human relations
(c) Gandhian (d) Socio-ethical
12. A system of industrial relations where social and labour issues are discussed between trade unions and management at enterprise level is:
- (a) Bipartism (b) Tripartism
(c) Social dialogue (d) None of the above
13. The institution of works committee was introduced in _____ under the Industrial Disputes Act,
- (a) 1947 (b) 1950
(c) 1952 (d) 1956
14. _____ is a method of settling industrial disputes with the help of an outsider who plays a more positive role by assessing the views and interest of the parties in dispute and by advancing suggestions for compromise for their consideration.
- (a) Conciliation (b) Mediation
(c) Works committee (d) Adjudication
15. The Industrial Dispute (Amendment) Bill from the year _____ abolishes the institution of Works Committee under Section 3 of the Industrial Disputes Act, 1947.
- (a) 1980 (b) 1985
(c) 1990 (d) 1995

16. The Industrial Tribunal becomes functus officio if the application is not moved within _____ of the publication of the award in the Official Gazette.

- | | |
|------------|------------|
| (a)15 days | (b)20 days |
| (c)30 days | (d)45 days |

17. Find out the characteristics of collective bargaining which is not applicable;

- | | |
|-----------------------------------|------------------------------------|
| (a)It is a collective process. | (b)It is a flexible process. |
| (c)It is not a bipartile process. | (d)It is interdisciplinary system. |

18. In which type of collective bargaining workers lose something instead of gaining?

- | | |
|----------------------------|-------------------------|
| (a)Concession Bargaining | (b)Coalition Bargaining |
| (c)Productivity Bargaining | (d)All the above |

19. The first Wage Board in India was set up in

- | | |
|---------|---------|
| (a)1957 | (b)1958 |
| (c)1959 | (d)1960 |

20. The industrial peace is secured through voluntary _____ and compulsory _____

- | | |
|---|---------------------------------|
| (a)Compromise and Arbitration | (b)Adjudication and Arbitration |
| (c)Work Committee and Industrial Tribunal | (d)Negotiation and Adjudication |

21. According to the National Safety Council USA, accident prevention depends on _____.
- (a)three E's (b)four E's
(c)Five E's (d)None of the above
22. The objective of the which of the following act is to ensure adequate safety measures and to promote the health and welfare of the workers employed in factories
- (a)Factories Act 1948 (b)Employees' State Insurance Scheme 1948
(c)Workmen's Compensation Act 1923 (d)Industrial Dispute Act 1947
23. The Industrial Employment (Standing Orders) Act, 1946, requires that every establishment employing _____ workers should frame standing orders.
- (a)50 or more (b)100 or more
(c)200 or more (d)500 or more
24. The Factories Act, 1948 provides for the employment of a welfare officer in every factory ordinarily employing _____ workers.
- (a)50 or more (b)100 or more
(c)200 or more (d)500 or more
25. A dyadic relationship between two persons: a manager who is offering help, and employee to whom such help is given.
- (a)Counselling (b)Helping
(c)Mentoring (d)Exit interview

26. The process of converting the message into meaningful symbols is called

- | | |
|-------------|-------------|
| (a)Channel | (b)Decoding |
| (c)Encoding | (d)Feedback |

27. As per the Child Labour (Prohibition and Regulation) Act 1986, a child is defined as any person below the age of _____.

- | | |
|-------------|------------|
| (a)Eighteen | (b)Sixteen |
| (c)Fourteen | (d)Twelve |

28. Knowledge workers are known for their special characteristics. Which among the following is NOT a special characteristics?

- | | |
|---------------------------|-----------------------|
| (a)Analyzing skills | (b)synthesize ability |
| (c)evaluating information | (d)Good body language |

29. The first Factories Act was enacted in

- | | |
|---------|---------|
| (a)1881 | (b)1895 |
| (c)1897 | (d)1885 |

30. The Bhopal Gas Tragedy led to an amendment under which of the following legislations?

- | | |
|--------------------------|----------------------|
| (a)Factories Act | (b)Mines Act |
| (c)Plantation Labour Act | (d)None of the above |

31. What does discipline mean in the context of the workplace?

- (a) enforcing compliance and order
- (b) a system of rules designed to improve and correct behaviour through teaching or training
- (c) punishment
- (d) exercising control

32. A practice used by companies to assign their costly activities to outside providers is known as:

- (a) planning
- (b) decentralization
- (c) restructuring
- (d) outsourcing

33. If the workers of different categories form into a union, that union is called

- (a) Industrial union
- (b) Company union
- (c) Craft union
- (d) None of these

PART - B

(7 X 6 = 42)

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

34. (a) Write an essay on fundamental rights.

[OR]

(b) Explain the various phases of trade union movement.

35. (a) Explain the development of trade unionism in India.

[OR]

(b) Elaborate inter and intra union rivalries.

36. (a) Explain voluntary welfare measures.

[OR]

(b) Discuss the social obligations of industry in industrial relation.

37. (a) Write a note on joint consultation and works committee.

[OR]

(b) What do you mean by adjudication? Explain various types.

38. (a) Explain the process of collective bargaining.

[OR]

(b) Elaborately discuss on the management of strikes and lockouts.

39. (a) Explain the employee safety programmes.

[OR]

(b) Give an essay on safety committee.

40. (a) Discuss the importance of personnel counselling and mental health.

[OR]

(b) Explain modern trends in labour market.

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR MBA (G) ,(FM) DEGREE EXAMINATION, DECEMBER 2024
Second Year - Third Semester
BUSINESS ADMINISTRATION
MANAGEMENT OF FUNDS
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Short-term finance is usually only available to businesses for the periods of
 - (a) 0 to 1 year
 - (b) 1 to 5 years
 - (c) 5 to 10 years
 - (d) < 5 years
2. Funds means
 - (a) Money only
 - (b) Cash only
 - (c) Virtual currency only
 - (d) Any form of financial resources
3. Capital is allocated by financial markets by _____.
 - (a) A lottery system between investment dealers.
 - (b) Pricing securities based on their risk and expected future cash flows
 - (c) By pricing risky securities higher than low-risk securities.
 - (d) By a government risk-rating system based on AAA for low risk and CCC for high risk.
4. The mix of debt and equity in a firm is referred to as the firm's _____.
 - (a) Primary capital.
 - (b) Capital composition.
 - (c) Cost of capital.
 - (d) Capital structure.
5. The organized financial system includes _____.
 - (a) Commercial banks
 - (b) Indigenous banks
 - (c) Foreign banks
 - (d) None of these

6. A set of complex and closely connected instructions, agents, practices, markets transactions, claims, and liabilities relating to financial aspects of an economy is referred as: ____.
- (a)Financial system
(c)Financial institution
- (b)Financial market
(d)Financial Intermediaries
7. Which of the following is not true for capital budgeting?
- (a)Sunk costs are ignored
(c)Incremental cash flows are considered
- (b)Opportunity costs are excluded
(d)Relevant cash flows are considered
8. Capital Budgeting is a part of:
- (a)Investment Decision
(c)Marketing Management
- (b)Working Capital Management
(d)Capital Structure
9. In the Certainty-equivalent approach, adjusted cash flows are discounted at:
- (a)Accounting Rate of Return
(c)Hurdle Rate
- (b)Internal Rate of Return
(d)Risk-free Rate
10. Risk in Capital budgeting is the same as:
- (a)Uncertainty of Cash flows
(c)Certainty of Cash flows
- (b)Probability of Cash flows
(d)Variability of Cash flows

11. In capital budgeting, the term Capital Rationing implies:

- | | |
|---|--|
| (a) That no retained earnings are available | (b) That limited funds are available for investment |
| (c) That no external funds can be raised | (d) That no fresh investment is required in the current year |

12. How ARR is calculated?

- | | |
|---|---|
| (a) $(\text{Average PAT} / \text{Initial Investment}) \times 100$ | (b) $(\text{Average NPV} / \text{Investment}) \times 100$ |
| (c) $(\text{Average PAT} / \text{Initial Investment}) \div 100$ | (d) $(\text{Initial Investment} / \text{Average PAT}) \times 100$ |

13. Which organization regulates the capital market?

- | | |
|-------------------------|-----------------------|
| (a) Government of India | (b) RBI |
| (c) SEBI | (d) None of the above |

14. ----- is the organization, an institution that provides long-term funds

- | | |
|--------------------|----------------------|
| (a) Capital market | (b) Money market |
| (c) Primary market | (d) Secondary market |

15. The cost of capital for a firm -----

- | | |
|--|--|
| (a) Is the return required on the total assets of a firm | (b) Refers to the average rate of return |
| (c) Varies inversely with the overall cost of debt | (d) None of the above |

16. Which of the following has an implicit cost of capital?

(a)Equity share capital

(b)Preference share capital

(c)Debentures

(d)Retained earnings

17. Capital structure ----- financial structure

(a)Is a part of

(b)Is not a part of

(c)Is the same as

(d)Is different from

18. Which of these is not a part of the capital structure?

(a)Equity shares

(b)Debentures

(c)Short-term borrowings

(d)Bonds

19. What is financial leverage?

(a)The concept of leverage states that till a certain point, debt is not considered to be a full-fledged liability

(b)Leverage is referred to as a particular technique that is said to uses debt instead of fresh equity in the process of purchasing an asset.

(c)Leverage is the increase in revenue per share in relation

(d)Leverage is used to portray an ideal situation in the case of capital structure.

20. When is financial leverage profitable?

(a)When debts are lesser than equity

(b)When debts and equity are in balance

(c)When the company is growing exponentially

(d)When the cost of capital decreases

21. Lease which includes a third party (a lender) is known as:

- | | |
|------------------------|---------------------|
| (a) Sale and leaseback | (b) Direct lease |
| (c) Inverse lease | (d) Leveraged lease |

22. In the lease system, interest is calculated on

- | | |
|-------------------------|----------------------------|
| (a) Cash down payment | (b) Cash price outstanding |
| (c) Hire purchase price | (d) None of the above |

23. Fourth round of venture capital financing is also called -----

- | | |
|--------------------|-----------------------|
| (a) Seed capital | (b) Follow-up capital |
| (c) Bridge finance | (d) Mezzanine finance |

24. Which of the following clearly defines venture capital?

- | | |
|---|--|
| (a) It is a fund provided to industries at the time of incurring losses | (b) It is a long-term start-up capital provided to new entrepreneurs |
| (c) It is a fund provided for the renovation of industries | (d) It is a short-term capital |

25. A Global Depository Receipt (GDR) is also known as:

- | | |
|--|--------------------------------------|
| (a) Domestic Depository Receipt | (b) International Depository Receipt |
| (c) Inter-Continental Depository Receipt | (d) Commercial Depository Receipt |

26. Which of the following is a function of the agent bank relating to the flow of money in the process of loan syndication?
- (a)Receiving notices relating to the cancellation of any part of the loan
(b)Calling loans in the event of default
(c)Receiving the fee from the borrower and distributing it among the participating banks
(d)Receiving notices relating to the transfer of banks
27. ----- is a financial risk that exists when a financial transaction is denominated in a currency other than that of a base currency of the company.
- (a)Trade risk
(b)Foreign exchange risk
(c)Exchange risk
(d)Country risk
28. The risk of an exchange rate changing between the transaction date and the subsequent settlement date is called-----
- (a)Economic
(b)Translation
(c)Transaction
(d)None of the above
29. Cost of issue of new shares is known as:
- (a)Cost of equity
(b)Cost of debt
(c)Floatation cost
(d)WACC
30. Interest on government bonds is also known as
- (a)Beta of the stock
(b)Market rate of return
(c)Market price of equity share
(d)Risk free rate of interest

31. The owner of the debenture is qualified for

- (a) Fixed rate interest
- (c) Firms profit share

- (b) Company's voting rights
- (d) Fixed dividend

32. The price at which a bond gets traded at a stock exchange is known as:

- (a) Maturity value
- (c) Face value

- (b) Market value
- (d) Redemption value

33. Capital structure is mentioned in the company's

- (a) Trading account
- (c) Balance sheet

- (b) Profit and loss account
- (d) Profit and loss appropriate account

PART - B

(7 X 6 = 42)

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

34. (a) Explain the features of long-term sources of finance.

[OR]

(b) How does the mobilization of funds are related to other functions of finance? -Discuss.

35. (a) Brief about the various components of the financial system.

[OR]

(b) Explain the factors to be considered in the allocation of funds to profitable opportunities.

36. (a) Broadly explain the advantages and disadvantages of the Internal Rate of Return.

[OR]

(b) Summarize the various tools available under capital budgeting.

37. (a) Describe the characteristics and types of bonds.

[OR]

(b) Write the difference between the explicit cost and implicit cost.

38. (a) Explain the importance and types of capital structure.

[OR]

(b) Demonstrate the features of optimum capital structure.

39. (a) Define leasing. What are the types of leasing?

[OR]

(b) Brief about the origin and growth of venture capital industry in India

40. (a) Illustrate and explain the operating mechanism of American Depository Receipt.

[OR]

(b) Bring out the various methods of foreign currency risk management.

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A. (G/ HRM) DEGREE EXAMINATION, DECEMBER 2024
Second Year - Third Semester
BUSINESS ADMINISTRATION
LABOUR LEGISLATIONS – I
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Who is an adult as per Factories Act, 1948?
(a) Who has completed 18 years of age
(b) Who is less than 18 years
(c) Who is more than 14 years
(d) who is more than 15 years
2. Which of the following is not a statutory welfare facility under the Factories Act, 1948?
(a) Crèche
(b) Canteen
(c) Transport
(d) First-Aid Boxes
3. Who is liable to pay the fee for a Certificate of Fitness?
(a) The person himself
(b) The person's guardian
(c) The occupier of the factory
(d) Trade Union
4. As per Section 6 of the Factories Act 1948, who has the power to make rules on approval, licensing and registration of factories?
(a) Central Government
(b) State Government
(c) Supreme Court
(d) Labour Commissioner
5. Under Workmen's Compensation Act, 1923
(a) Individual manager subordinate to an employer cannot act as managing agent.
(b) Managing agent includes an individual manager subordinate to an employer.
(c) Only employer can act as managing agent.
(d) The appropriate government shall appoint managing agent

6. Under Workmens' Compensation Act, employer shall not be liable to pay compensation in respect of any injury which does not result in the total or partial disablement of the workman for a period exceeding —— days;
- (a)7 (b)3
(c)5 (d)2
7. Under Workmen's Compensation Act, 1923, which of the following are considered as dependent of deceased workman for the purpose of paying compensation?
- (i) a minor brother or an unmarried sister or a widowed sister
(ii) a widowed daughter-in-law
(iii) a minor child of a pre-deceased son
(iv) a minor child of a pre-deceased daughter where no parent of the child is alive
(v) a paternal grandparent if no parent of the workman is alive;
- (a)i, ii & v (b)i, ii, iii & iv
(c)i, ii, iii & v (d)i, ii, iii, iv & v
8. Which section of the Employees Compensation Act 1923 deals with Powers and procedure of Commissioners?
- (a)Section 23 (b)Section 24
(c)Section 27 (d)Section 29
9. Under the Industrial Disputes Act, which of the following cannot be considered as an industrial dispute?
- (a)When employer fails to keep his verbal promises (b)When closure is a pretence
(c)When demand made for alteration of conditions of service of employees in a cooperative society (d)When the lock-out is in disguise of closure
10. The provision of minimum of one year and maximum of three years of operation under the Industrial Disputes Act is related to which of the following?
- (a)Converted settlement (b)Award
(c)Settlement (d)None of the above

11. The characteristic feature of this type of withdrawal of labour is that the workmen suddenly withdraw their labour and bargain afterwards. This type strike is called
- (a) Wildcat strike (b) Pen-down strike
(c) Go-slow strike (d) Hunger strike
12. 'First come last go and last come first go' is the principle of
- (a) Lay-off (b) Closure
(c) Retrenchment (d) Dismissal
13. _____ of the Industrial Disputes Act deals with the representation of a party to a dispute.
- (a) Section 26 (b) Section 30
(c) Section 36 (d) Section 39
14. The parties acting under _____ are required to select any person or persons including the presiding officer of a Labour Court, Tribunal or National Tribunal to arbitrate in a dispute.
- (a) Section 10A (b) Sections 12 (3)
(c) Section 13 (3) (d) Section 15
15. Subject to the provisions of Shops and Establishment Act 1947, no person employed in any establishment shall be required or allowed to work for more than _____ in any day.
- (a) 7 hours (b) 8 hours
(c) 10 hours (d) 11 hours

16. Which chapter of Shops and Establishment Act 1947 deals with Health and Safety aspects?

(a)Chapter III

(b)Chapter IV

(c)Chapter V

(d)Chapter VI

17. The ESI scheme is yet to be implemented in

(a)Arunachal Pradesh

(b)Lakshadweep

(c)Jammu & Kashmir

(d)Both (a) & (b)

18. Which section of the ESI act allows constituting a Standing committee of the Corporation?

(a)Section 4

(b)Section 5

(c)Section 7

(d)Section 8

19. Inspectors are appointed by

(a)Corporation

(b)Central government

(c)State government

(d)Occupier

20. In case of failure to pay the employee's contribution which has been deducted by him from the employee's wages, he shall be punishable with imprisonment for a period not less than one year and shall also be liable to fine of

_____.

(a)Five thousand

(b)Seven thousand

(c)Ten thousand

(d)Fifteen thousand

N-1647

21. The Act is applicable to every establishment which is a factory engaged in any industry specified in Schedule I and in which _____ persons are employed.
- (a)20 (b)10 or more
(c)15 or more (d)20 or more
22. The accounts of the Central Board is audited annually by
- (a)Central Provident Fund Commissioner (b)Comptroller and Auditor-General of India
(c)Any auditor appointed by Central Government (d)Any auditor appointed by the Chairman of Central Board
23. Section 15 of the Employees Provident Fund & Miscellaneous Provisions Act 1952 deals with_____?
- (a)Power to exempt (b)Special provisions relating to existing provident funds
(c)Power to recover damages (d)Power to make rules
24. The statutory rate of contribution to the provident fund by the employees and the employers, as prescribed in the Act, is _____ of basic wage, dearness allowance, including cash value of food concession and retaining allowance.
- (a)5 percent (b)7.5 percent
(c)8 percent (d)10 percent
25. _____ of the Act provides for the transfer of accounts of an employee in case if his leaving the employment and taking up employment in another establishment.
- (a)Section 17-A (b)Section 16(2)
(c)Section 18 (d)Section 19

26. Under sub-section (2) of the said section, from the following duty(duties) of the Inspector:
- (a)To exercise such other powers as the scheme may provide.
(b)To enter and search any establishment or any premises connected therewith.
(c)To examine the employer or contractor from whom any amount is recoverable.
(d)All the above
27. As per Contract Labour (Regulation and Abolition) Act, 1970, what is the minimum number of contract labourers ordinarily to be employed by a contractor so that the employer must provide a canteen?
- (a)100
(b)150
(c)250
(d)500
28. No Court shall take cognizance of an offence under the Contract Labour (Regulation and Abolition) Act, 1970, EXCEPT on a complaint by or with the previous sanction in writing of:
- (a)Appropriate Government.
(b)Labour Commissioner.
(c)the Inspector.
(d)an officer not below the rank of Class One Gazetted Officer of the Government.
29. Which Section of the Factories Act 1948 defines 'factory'
- (a)Section 2(h)
(b)Section 2(k)
(c)Section 2(m)
(d)Section 2(n)
30. As per Factories Act 1948, who shall be an Inspector for his district
- (a)Tahsildar
(b)Sub Divisional Magistrate
(c)Labour Officer
(d)District Magistrate

31. Voluntary arbitration is one of the effective modes of settlement of industrial dispute, which supplements _____.

- (a) Capitalism
- (b) collective bargaining
- (c) Political influence
- (d) None of the above

32. Section 50 of ESI Act provides the following with regard to,

- (a) Sickness benefit
- (b) Funeral benefit
- (c) Maternity benefit
- (d) Disablement benefit

33. Which section of The Employees Provident Fund & Miscellaneous Provisions Act 1952 deals with Priority of payment of contributions over other debts.?

- (a) Section 12
- (b) Section 11
- (c) Section 14
- (d) Section 20

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the safety provisions of Factories Act, 1948.

[OR]

(b) Describe the powers of Inspectors provided under Factories Act, 1948.

35. (a) Discuss the scope and coverage of Workmen's compensation Act, 1923.

[OR]

(b) Write in brief about the remedies of employer against stranger.

36. (a) Explain the constitution and function of works committee for settlement of industrial disputes.

[OR]

(b) What is Lay-off? Explain the management's right to lay-off.

37. (a) Write the salient provisions of Shops and establishments act.

[OR]

(b) Describe about miscellaneous provision offences by companies.

38. (a) Write in detail about the standing committee.

[OR]

(b) Describe the functions of Inspectors in Employees' State Insurance Act, 1948.

39. (a) Explain about appointment of Inspectors and their duties under Employees Provident Fund act.

[OR]

(b) Define provident fund. List down the duties of Employers under the Employees Provident funds Scheme.

40. (a) Explain the exemptions under the Employees Provident fund and Miscellaneous provision act, 1952 .

[OR]

(b) Give an essay on the relation between employer and employee in contract labour act.

ONLINE PROGRAMME EXAMINATIONS
(COMMON FOR M.B.A. (GENERAL)/FM) DEGREE EXAMINATION, DECEMBER 2024
Second Year - Third Semester
BUSINESS ADMINISTRATION
INVESTMENT ANALYSIS AND PORTFOLIO MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Investment is the

- (a) Net addition made to the nation's capital stock
- (c) Employment of fund on assets to earn return

- (b) Persons commitment to buy flat
- (d) Employment of funds on goods and services that are used in production process

2. Investment made in real estate is a

- (a) Real investment
- (c) Non –financial investment

- (b) Financial investment
- (d) Intangible investment

3. Gambling is

- (a) An intelligent speculation
- (c) Successful speculation

- (b) Based on rumours
- (d) None of these

4. Identify the uncontrollable risk of a company

- (a) Technological obsolescence
- (c) Labour problem

- (b) Cut in subsidy
- (d) Increase in loan service charges

5. Which of the following is not a fixed Income bearing security?

- (a) Debentures
- (c) Fixed Deposits

- (b) Bonds
- (d) Equity shares

6. What is the primary function of a forward contract?
- (a) Speculation (b) Hedging
(c) Arbitrage (d) Risk pooling
7. The Expected return is a function of
- (a) The real risk-free rate plus the investment's variance (b) The prime rate and the rate of inflation
(c) The risk premium plus the inflation rate (d) The nominal risk-free rate and risk premium
8. Portfolio return can be calculated as
- (a) Weighted average of individual security returns (b) Sum of individual security returns
(c) Geometric mean of individual security returns (d) Harmonic mean of individual security returns
9. Interest rate risk is a
- (a) Systematic risk (b) Unsystematic risk
(c) Internal risk (d) All the above
10. An equity share is a
- (a) Fixed income bearing security (b) Variable income bearing security
(c) Hybrid security (d) All the above

11. Which of the following is used in economic analysis?
- (a)Gross domestic product (GDP) (b)Surveys
(c)Labour cost (d)Diffusion indexes
12. The investor wants to study those fundamental factors
- (a)That affects profit and dividend of a company (b)That influences the interest and dividend characteristics of a company
(c)That affects the risk and return characteristics of a company (d)None of these
13. The purpose of technical analysis is to
- (a)Take buys or holds or sell decisions (b)Determine the intrinsic value of shares
(c)Estimate the performance of the company (d)None of these
14. The Dow Theory is an approach to trading developed by _____
- (a)Charles H. Dow (b)Charless Jone
(c)Edward (d)Bergstresser
15. The first market index was introduced by charts in
- (a)1984 (b)1985
(c)1986 (d)1987

16. What is the primary purpose of using a moving average in company analysis?

- (a) To predict future stock prices
- (b) To smooth out short term fluctuations in data
- (c) To determine company dividend
- (d) To calculate company profits

17. Diversification reduces

- (a) Inflation risk
- (b) Market risk
- (c) Interest rate risk
- (d) Unique risk

18. Aggressive portfolio consists of bond: stocks in the ratio of

- (a) 50:50
- (b) 40:60
- (c) 70:30
- (d) 60:40

19. The Lagrange multiplier method assumes that investors aim to

- (a) Maximize the portfolio variance
- (b) Minimize the portfolio return
- (c) Maximize the expected utility of wealth
- (d) Maximize the diversification

20. _____ was fully developed by Sharpe.

- (a) Double Index Model
- (b) Single Index Model
- (c) Markowitz Model
- (d) Arbitrage Model

21. _____ is a simple asset pricing model to measure both the risk and the return of a stock.
- (a) The single – index model
 - (b) CAPM
 - (c) Arbitrage model
 - (d) Analysis model
22. The security market line considers only
- (a) The systematic risk
 - (b) Borrowing
 - (c) Borrowing and lending
 - (d) Independent variables
23. Which of the following statement defines the efficient market?
- (a) Free entry and exit of the investor
 - (b) The market that is closely watched by the regulatory agencies
 - (c) Stock prices fully reflecting all the market information
 - (d) The stock exchange is fully automated
24. In the weak form of market stock prices reflect
- (a) The past prices and traded volumes
 - (b) The demand for the scrip
 - (c) The country's economic conditions
 - (d) The past prices of the scrip
25. What does the Treynor Ratio measure?
- (a) Portfolio return
 - (b) Portfolio risk
 - (c) Portfolio performance relative to beta
 - (d) Portfolio performance relative to return

26. Which measure is best for evaluating portfolio performance?

- (a) Sharpe Ratio
- (b) Treynor Ratio
- (c) Jensen's Alpha
- (d) All of the above

27. What is the purpose of a portfolio audit?

- (a) To evaluate portfolio performance
- (b) To revise portfolio assets
- (c) To identify unnecessary risks
- (d) To ensure compliance with investment objectives

28. What is the advantage of the formula plan method?

- (a) It reduces emotional decision-making
- (b) It increases portfolio risk
- (c) It decreases portfolio return
- (d) It is a complex approach

29. The value of the bond depends on _____

- (a) The coupon rate
- (b) Years of maturity
- (c) Expected yield
- (d) All of these

30. A group of securities is known as

- (a) Investment
- (b) Security
- (c) Portfolio
- (d) Gambling

31. The Nifty has _____ stocks

(a)30

(b)50

(c)70

(d)35

32. The highly liquid security is_____

(a)Mutual fund

(b)Treasury bills

(c)Shares

(d)Commercial papers

33. To frame the investment policy the investor should have

(a)Company knowledge

(b)Investable funds

(c)Knowledge about the investment alternatives

(d)Knowledge about the market with funds

PART - B

(7 X 6 = 42)

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

34. (a) Describe the different types of Investment.

[OR]

(b) Explain the concept of risk and return.

35. (a) Distinguish between future contract and forward contract.

[OR]

(b) Discuss the various approaches to Investment analysis.

36. (a) Explain about equity shares valuation models.

[OR]

(b) What are the merits of fundamental analysis?

37. (a) Explain the Principles of Dow theory.

[OR]

(b) Discuss the different types of moving averages.

38. (a) Explain about Markowitz model.

[OR]

(b) Describe the portfolio choice in portfolio management.

39. (a) Distinguish between capital market line and security market line.

[OR]

(b) Does the random walk theory suggest that security price levels are random? Explain

40. (a) Discuss about Jensen's differential returns.

[OR]

(b) Explain the importance of portfolio audit.

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A. (G)/ (HRM) DEGREE EXAMINATION, DECEMBER 2024.
Second Year - Third Semester
BUSINESS ADMINISTRATION
TRAINING AND DEVELOPMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Which of the following is a key component of a Learning Management System (LMS) in HRD systems?
(a) Inventory management (b) Customer relationship management
(c) Performance appraisal (d) Training and development
2. What does the acronym "ROI" stands for in the context of HRD systems?
(a) Return on Investment (b) Rate of Income
(c) Recruitment of Interns (d) Resource Optimization Index
3. What is the primary goal of operational analysis in an organization?
(a) Maximizing shareholder wealth (b) Enhancing operational efficiency
(c) Increasing employee satisfaction (d) Expanding market share
4. Which of the following is a key component of organizational analysis?
(a) Budgeting (b) SWOT analysis
(c) Customer service (d) Product development
5. Which of the following is NOT a method commonly used in conducting a training needs assessment?
(a) Surveys and questionnaires (b) Observations and job analysis
(c) Guesswork and intuition (d) Interviews and focus groups

6. What is the primary purpose of needs assessment in training?
- (a) To evaluate employee performance (b) To identify gaps between current and desired performance
(c) To determine the cost of training programs (d) To select the most popular training topics
7. Which of the following is not a type of GST in India?
- (a) SGST (State Goods and Services Tax) (b) CGST (Central Goods and Services Tax)
(c) IGST (Integrated Goods and Services Tax) (d) VAST (Value Added Sales Tax)
8. What is the primary purpose of SWOT analysis in organizational analysis?
- (a) Identifying Strengths and Weaknesses (b) Evaluating Opportunities and Threats
(c) Assessing Organizational Culture (d) Analyzing Market Trends
9. Which of the following is a duty of a training manager in the assessment phase of training?
- (a) Selecting training participants (b) Identifying training needs
(c) Conducting post-training evaluations (d) Managing training budgets
10. What is a key role of a training manager in the post-training phase?
- (a) Determining training budgets (b) Conducting pre-training assessments
(c) Evaluating the effectiveness of training (d) Developing training materials

11. In the context of workplace communication, what does the term "CC" stand for in an email?
- (a)Customer Care (b)Carbon Copy
(c)Chief Coordinator (d)Conference Call
12. What does organizational climate refer to in the context of training and development?
- (a)The temperature and weather conditions within the organization (b)The overall atmosphere and environment within the organization
(c)The annual financial report of the organization (d)The number of employees undergoing training
13. Which of the following is a key factor influencing a positive organizational climate for training and development?
- (a)Limited communication (b)Resistance to change
(c)Supportive leadership (d)Strict hierarchical structure
14. In the context of leadership training, what does the acronym "SMART" stand for when setting goals?
- (a)Strategic, Measurable, Achievable, Relevant, Time-bound (b)Strengths, Motivation, Analysis, Results, Teamwork
(c)Specific, Meaningful, Aspirational, Realistic, Timely (d)Success, Management, Adaptability, Recognition, Tenacity
15. In the context of on-the-job training, what does "shadowing" refer to?
- (a)Creating a shadow puppet during breaks (b)Following and observing an experienced employee in their day-to-day tasks
(c)Engaging in role-playing exercises (d)Attending workshops and seminars

16. What is the primary objective of on-the-job training?
- (a) Enhancing theoretical knowledge
 - (b) Developing skills and competencies while performing actual job tasks
 - (c) Providing a break from regular work routine
 - (d) Conducting team-building activities
17. What is a key attribute of effective leadership in executive development programs?
- (a) Micromanagement
 - (b) Authoritarianism
 - (c) Emotional Intelligence
 - (d) Rigidity
18. What is the primary objective of executive development programs?
- (a) Cost reduction
 - (b) Employee retention
 - (c) Enhancing managerial skills
 - (d) Advertising initiatives
19. What does the term "360-degree feedback" commonly refer to in the context of executive development?
- (a) A comprehensive view of organizational finances
 - (b) Feedback from all levels of the organization, including superiors, peers, and subordinates
 - (c) A performance evaluation limited to the executive team
 - (d) The cost analysis of training programs
20. Which of the following is a qualitative method commonly used to assess the effectiveness of training programs?
- (a) Surveys
 - (b) Multiple-Choice Tests
 - (c) Focus Groups
 - (d) All the above

21. What is the significance of post-training assessments in the evaluation process?
- (a)To select the most cost-effective training programs. (b)To determine the return on investment (ROI) of the training.
- (c)To establish the schedule for future training sessions. (d)All the above
22. What is the primary purpose of Formative Evaluation in training programs?
- (a)Measure the overall effectiveness of the training (b)Assess the trainees' performance during the training
- (c)Gather feedback from participants after the training (d)None of the above
23. A project has an ROI of 15%. What does this mean?
- (a)The project is a loss (b)The project's expenses are 15% of the revenue
- (c)The project has a 15% chance of success (d)The project has a 15% return for every dollar invested
24. What is the purpose of linking individual performance assessments to training needs?
- (a)To make employees feel pressured (b)To identify areas for improvement and growth
- (c)To discourage employee development (d)To avoid accountability
25. What is a key consideration in assessing training learning cycles in the latest scenario?
- (a)Length of training sessions (b)Number of training modules
- (c)Integration of real-world applications (d)All of the above

26. What is a key factor to consider when determining the duration of a project?
- (a)Project Scope (b)Team Size
(c)Budget (d)All of the above
27. which of the following is a common approach used in government training policies?
- (a)Limiting access to education (b)Reducing investment in workforce development
(c)Providing subsidies for training programs (d)Ignoring skill gaps in the job market
28. What is the primary purpose of ice-breaking activities in training and development programs?
- (a)To assess participants' knowledge (b)To create a comfortable and relaxed atmosphere
(c)To compete with other participants (d)To enforce strict rules from the beginning
29. What is the significance of considering the culture of participants in a cross-cultural research study?
- (a)It has no impact on the research outcomes. (b)It can influence participants' behavior and responses.
(c)Culture is only relevant in qualitative research. (d)All the above
30. What is the primary purpose of budget allocation in training and development?
- (a)To maximize profits (b)To control employee salaries
(c)To enhance employee skills and performance (d)To minimize organizational expenses

31. What factors should be considered when determining the budget allocation for training and development?
- (a) Only the previous year's budget
(b) The organization's overall financial health, employee needs, and training goals
(c) Random selection
(d) The size of the HR department
32. The management association that primarily caters to professionals in the field of project management is:
- (a) APICS (Association for Supply Chain Management)
(b) PMI (Project Management Institute)
(c) ASQ (American Society for Quality)
(d) IABC (International Association of Business Communicators)
33. How is the benefit-cost ratio (BCR) calculated in a cost-benefit analysis?
- (a) Total Benefits / Total Costs
(b) Total Costs / Total Benefits
(c) (Total Benefits - Total Costs) / Total Costs
(d) (Total Benefits - Total Costs) * Total Benefits

PART - B

(7 X 6 = 42)

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

34. (a) Examine the key challenges an organizations faces in implementing effective training and development programs.
- [OR]
- (b) Discuss the key differences between horizontal and vertical training strategies, highlighting their respective advantages and potential challenges.
35. (a) Explain the challenges and opportunities faced by training organizations in adapting to emerging technologies and evolving learning preferences
- [OR]
- (b) Shortly analyse and discuss about the impact of Goods and Services Tax (GST) on the Indian economy, considering both its positive and negative aspects.
36. (a) Explain the duties and responsibilities of training managers.
- [OR]
- (b) Examine the potential implications of employee training on organizational performance and employee satisfaction.
37. (a) Explain in detail the methods of on-the-job training and off-the-job training, highlighting their respective advantages and disadvantages.
- [OR]
- (b) Discuss the potential challenges and benefits associated with executive development programs in modern organizations
38. (a) Elaborate the significance of Key Performance Parameters (KPPs) in the context of project management and system development.
- [OR]

(b) Examine the multifaceted aspects involved in evaluating the effectiveness of a training program within an organizational context

39. (a) Examine and compare the objectives of behaviorism, cognitivism, and constructivism theories of learning.

[OR]

(b) Discuss and analyze the various factors that influence the determination of the duration for training and development programs.

40. (a) Explain the significance of considering the cultural background of participants in training and development programs.

[OR]

(b) Discuss the distinct roles and responsibilities of trainers and line managers in the evaluation process of employee performance.

N-1650

**ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A. (GENERAL/FM) DEGREE EXAMINATION, DECEMBER 2024.**

**Second Year - Third Semester
BUSINESS ADMINISTRATION
FINANCIAL SERVICES AND INSTITUTIONS
(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. The entire financial system is controlled by
 - (a) RBI
 - (b) SEBI
 - (c) Both (a) and (b)
 - (d) None of these
2. Which of the following financial instruments is a type of debt instrument?
 - (a) Share
 - (b) Bond
 - (c) Mutual fund
 - (d) Derivatives
3. What kind of banking service provides aid to business and individuals in handling financial transactions?
 - (a) Commercial banking
 - (b) Merchant banking
 - (c) Investment banking
 - (d) Retail banking
4. What is the role of a merchant banker in private placement of capital issues?
 - (a) To arrange financing from public market
 - (b) To identify potential investors
 - (c) To prepare the offer document
 - (d) To manage the public issue process
5. Who can conduct an inspection on behalf of SEBI?
 - (a) Only SEBI officers
 - (b) Chartered accountants
 - (c) Legal practitioners
 - (d) Any person authorised by SEBI

6. According to SEBI, What is the maximum number of lead managers allowed in a public issue?
- (a)2 (b)5
(c)10 (d)No limit
7. What is the primary benefit of investing in mutual fund?
- (a)To save money (b)To generate higher than inflation returns
(c)To buy and sell securities (d)To diversify the portfolio
8. What is the main features of mutual fund
- (a)It invests in a single asset class (b)It provides a fixed return
(c)It pools money from multiple investors (d)It has a fixed maturity date
9. What organisation regulates and monitors mutual funds in India?
- (a)SEBI (b)RBI
(c)IRDA (d)NSE
10. What is the role of asset Management Company in a mutual fund?
- (a)To protect the investors interest (b)To manage the funds
(c)To appoint the trustee (d)To collect the fee

11. What is the main purpose of ICRA?

- | | |
|---|--|
| (a)To generate and provide various rating services | (b)To assign comprehensive credit rating to the corporate |
| (c)To provide ratings to the companies related to developing bank debt and capital market instruments | (d)To rate rupee dominated debt instruments issued by commercial banks, NBFCs, PSUs manufacturing companies and municipalities |

12. CRISIL stands for _____

- | | |
|--|---|
| (a)Credit rating information services of India Limited | (b)Credit rating information services Limited |
| (c)Credit rating services of India Limited | (d)Credit rating services Limited |

13. Which factor contributes to the credibility of a rating system?

- | | |
|---------------------------|------------------------|
| (a)Regulatory recognition | (b)Industry acceptance |
| (c)Media coverage | (d)All of the above |

14. Which of the following is a key factor considered in debt rating?

- | | |
|----------------------------|--------------------------|
| (a)Interest coverage ratio | (b)Debt-to- Equity ratio |
| (c)Return on Equity | (d)All of the above |

15. What does a credit rating of AAA indicate?

- | | |
|--------------------------|-------------------------|
| (a)Very high credit risk | (b)High credit risk |
| (c)Very low credit risk | (d)Moderate credit risk |

16. What is the purpose of credit rating agencies?

- (a) To determine interest rates
- (b) To determine the value of the company
- (c) To determine the credit worthiness of an individual or organisation
- (d) To rate a company stocks

17. In which year UTI was established?

- (a) 1960
- (b) 1963
- (c) 1964
- (d) 1965

18. What is the benefit of PMS in terms of investment strategy?

- (a) Standardized Investment strategy
- (b) Customized investment strategy
- (c) No investment strategy
- (d) Flexible investment strategy

19. What is the primary function of NBFCs?

- (a) To provide banking services
- (b) To provide financial assistance to individuals and businesses
- (c) To invest in stock and bonds
- (d) To provide insurance services

20. What service do NBFCs offer to investors?

- (a) Portfolio management
- (b) Investment advisory
- (c) Loan facilities
- (d) All of the above

N-1652

21. IFC was established in the year

(a)1946

(b)1956

(c)1944

(d)1954

22. What type of Industries does the IRBI focus on?

(a)Small scale Industries

(b)Medium Scale Industries

(c)Large scale Industries

(d)Sick Industries

23. What is the role of RBI in the monetary policy?

(a)To control volume of money supply

(b)To stabilize the external value of the Indian currency

(c)To act as a banker to the government

(d)To regulate the banks in the country

24. Gilt edged market also known as _____ .

(a)The stock market

(b)The government securities market

(c)The private securities market

(d)The public securities market

25. Which of the following is the oldest stock exchange in India?

(a)Bombay Stock Exchange

(b)National Stock Exchange

(c)Calcutta Stock Exchange

(d)Madras stock Exchange

N-1652

26. What is OTCEI?

- (a) A stock exchange
- (c) A clearing corporation

- (b) A depository
- (d) An over the counter market

27. When was SEBI established?

- (a) 1988
- (c) 1995

- (b) 1992
- (d) 1998

28. What is the main objective of investor education?

- (a) To increase trading volume
- (c) To empower investors with knowledge

- (b) To promote a particular stock
- (d) To reduce market volatility

29. What are the main objectives of SEBI?

- (a) To regulate stock exchanges
- (c) To protect the investors

- (b) To facilitate trading and securities
- (d) All of above

30. Which of the following is a benefit of investing in the stock market?

- (a) Fixed returns
- (c) Risk free investment

- (b) Liquidity
- (d) Tax benefits

31. What is the name of the Index that represents the NSE?

- (a) Sensex
- (b) Nifty
- (c) BSE 100
- (d) BSE 500

32. IDBI stands for _____.

- (a) Industrial Development Bank of India
- (b) Industrial Development Banks in India
- (c) Indian Development Bank of Industry
- (d) Industrial Development of Indian Banks

33. The main functions of financial system are

- (a) Capital formation
- (b) Speedy economic Development
- (c) Savings
- (d) All of these

PART - B

(7 X 6 = 42)

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

34. (a) Bring out the important role played by financial services in developing the economic growth of a country.

[OR]

(b) Explain the need and importance of merchant banking.

35. (a) What were the reforms made by SEBI in 1992 when merchant banking was brought under its control?

[OR]

(b) Describe the various types of mutual fund schemes.

36. (a) State the regulation of SEBI on mutual funds.

[OR]

(b) What are the objectives of credit rating?

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

[OR]

(b) Discuss the various functions of credit rating agencies.

38. (a) Enumerate the functions of LIC

[OR]

(b) State the need for NBFC.

39. (a) Critically examine the achievements of Industrial credit and Investment Corporation of India (ICICI).

[OR]

(b) Highlight the important functions of RBI.

40. (a) What are the powers enjoyed by SEBI in relation to stock exchanges.

[OR]

(b) Explain the procedures to be followed for foreign investment.

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A.(G / HRM) DEGREE EXAMINATION, DECEMBER 2024.
Second Year - Fourth Semester
BUSINESS ADMINISTRATION
COMPENSATION MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Wages represents _____ rates of pay.
(a)Monthly (b)Daily
(c)Weekly (d)Hourly
2. Communicating the _____ to the employees is necessary so that they can perform accordingly
(a)Rewards (b)standards
(c)awards (d)targets
3. The wage and salary administration is concerned with the _____ aspects of needs, motivation and rewards.
(a)Financial (b)Human
(c)Managerial (d)Leadership
4. Allowances and bonus of the employees are discussed in _____ Policy
(a)Payment (b)Revenue
(c)Compensation (d)Bonus
5. The idea of minimum wage regulation was first developed in _____ and gradually became popular in the rest of the world.
(a)India & Pakistan (b)England
(c)Canada (d)Australia & New Zealand

6. Under the _____ Rate Plan, workers are paid based on their output.
- (a)Straight Piece (b)Differential Piece
(c)Uniform Piece (d)Common Piece
7. A _____ Wage is defined as the minimum income necessary for a worker to meet their basic needs.
- (a)Fair (b)Uniform
(c)living (d)Unfair
8. Negotiating for better _____ is the main function of a trade Union
- (a)Lifestyle (b)wages and allowances
(c)Bonus (d)Incentive
9. Using _____ trade unions also ensure better working conditions for workers
- (a)Strike (b)Protection
(c)Collective bargaining (d)Hard work
10. A pay _____ can be defined as a collection of wage grades, bands or levels that link related jobs within a hierarchy or series.
- (a)System (b)Level
(c)Fixation (d)Structure

11. Compensation decisions are influenced by three considerations, namely: Pay Level, Pay Structure and _____
- (a)Individual pay
(c)Pay Level
- (b)Pay Fixation
(d)Pay Structure
12. A _____ is the compensation paid to a person based on the number of sales generated.
- (a)Sales Target
(c)Sales Expenses
- (b)Sales Return
(d)sales commission
13. _____ financial compensation includes all amounts to be paid out to an employee that are not included in direct compensation.
- (a)Direct
(c)Indirect
- (b)Partial
(d)Whole
14. _____ benefit refers to an extra benefit supplementing an employee's money wage or salary.
- (a)Fringe
(c)Bonus
- (b)Wage
(d)Share
15. _____ is a compensation system that allows companies to share a portion of their profits with their employees
- (a)Perks
(c)Profit sharing
- (b)Increment
(d)Vacation

16. A wage _____ refers to the difference in wages between people with similar skills within differing localities or industries.
- (a)Differential (b)Uniform
(c)Increase (d)Decrease
17. The purpose of Job Evaluation is _____
- (a)Promotion (b)Fixation of Responsibility
(c)Wage Determination (d)Transfer to a better job
18. _____ is a non-quantitative technique of job evaluation in which the whole job is analysed with a pre-determined standard
- (a)Job classification (b)Job Rotation
(c)Job evaluation (d)Job ranking
19. _____ stock option are the stock option plans which are subject to several restrictive statutes and tax regulations
- (a)Qualified (b)Incentive
(c)Non-Qualified (d)Systematic
20. Key Performance Parameters (KPP) refers to the key _____ that must be met in order to meet the pre-determined goals.
- (a)Areas (b)Business
(c)Department (d)Capabilities

21. _____ is a pay provided by an employer to the employees.

- (a) Award
- (b) Bonus
- (c) Incentives
- (d) Reward

22. Wages are expressed in terms of their purchasing power with reference to some base year they are called _____.

- (a) Original Wages.
- (b) Nominal Wages
- (c) Paid Wages
- (d) Normal Wages

23. _____ promotion to refer to a job promotion that does not come with a raise in pay

- (a) Vertical
- (b) Dry
- (c) Self
- (d) Horizontal

24. The two forms of compensation are _____ compensation

- (a) Low and High
- (b) Bonus and Incentive
- (c) Direct and Indirect
- (d) Wages and Salary

25. The most obvious direct cost implication is the effect on _____

- (a) Interim Budget
- (b) Sales Budget
- (c) Production Budget
- (d) annual budget

26. The Payment of Bonus Act enacted in the year_____

- | | |
|---------|---------|
| (a)1947 | (b)1965 |
| (c)1948 | (d)1991 |

27. _____ aims to eliminate gender discrimination in wages and employment by requiring equal pay for men and women doing the same or similar work.

- | | |
|-----------------------------------|-------------------------------------|
| (a)The Minimum Wages Act, 1948 | (b)The Equal Remuneration Act, 1976 |
| (c)The Payment of Bonus Act, 1965 | (d)The Payment of Wages Act, 1936 |

28. An extra amount of money that someone is paid for working in difficult conditions is ----- Incentive.

- | | |
|-------------|----------|
| (a)Hardship | (b)Bonus |
| (c)Interest | (d)Share |

29. _____ is a career development plan that allows upward mobility for employees without requiring that they be placed into supervisory or managerial positions.

- | | |
|--------------|-----------------------|
| (a)Promotion | (b)dual career ladder |
| (c)Up Grade | (d)None of these |

30. Under_____, the standard time for the completion of a job is fixed and the rate per hour is then determined.

- | | |
|----------------|---------------------|
| (a)Halsey plan | (b)Taylors Plan |
| (c)Rowan plan | (d)The Gantt system |

31. _____refers to performance linked compensation paid to improve motivation and productivity.

- (a)Promotion
- (b)Wage incentives
- (c)Share
- (d)None of these

32. Piece rate is type of which award _____

- (a)Individual reward
- (b)Group incentive
- (c)Adhoc payment
- (d)organizational rewards

33. Giving monetary incentives is which type of motivation _____

- (a)Power
- (b)Intrinsic
- (c)Extrinsic
- (d)None of these

PART - B

(7 X 6 = 42)

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

34. (a) Explain the micro and macro factors involved in pay and compensation

[OR]

(b) Explain the various components of compensation.

35. (a) What is meant by nominal wages? Differentiate it from real wages?

[OR]

(b) Evaluate and differentiate between price level in economic world and investment world

36. (a) Discuss the purpose of conducting survey

[OR]

(b) Discuss some of the current practices in the field of fringe benefits management, in brief.

37. (a) Describe the advantages and disadvantages of profit sharing

[OR]

(b) Describe the principles and procedure of job evaluation..

38. (a) Briefly mention the key performance indicators for employees.

[OR]

(b) Explain the history of wage legislation in India.

39. (a) Explain the various steps involved in creating the required performance measuring perspectives

[OR]

(b) Discuss the main provisions of the Minimum Wages Act, 1948

40. (a) Explain the balance sheet approach of expatriate compensation

[OR]

(b) Discuss the relationship between job satisfaction and compensation.

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A. (GENERAL / HRM) DEGREE EXAMINATION, DECEMBER 2024

Second Year - Fourth Semester
BUSINESS ADMINISTRATION
LABOUR LEGISLATIONS - II
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. The Payment of Bonus Act came into act in India on _____.
(a)1947 (b)1950
(c)1965 (d)1991
2. As per Payment of Bonus Act, 1965, employees drawing salary or wages not exceeding _____ per month in any industry are eligible for bonus.
(a)Rs. 10, 000 (b)Rs. 15, 000
(c)Rs. 18, 000 (d)Rs. 20,000
3. _____ is a person who is learning a trade from a skilled employer, having agreed to work for a fixed period at low wages.
(a)Employee (b)Interim
(c)Apprentice (d)Probationer
4. The minimum number of working days an employee is expected to complete for being eligible for the bonus is at least _____.
(a)8 Days. (b)9 Days.
(c)12 Days. (d)30 Days.
5. _____ refers to a person who is serving a probationary or trial period in a job or position to which they are newly appointed.
(a)Employee (b)Daily wage workers
(c)Apprentice (d)Probationer

6. _____ bonus refers to the bonuses which payable in case a policy matures or death occurs in between the two successive bonus declaration dates
- (a)Interim (b)Yearly
(c)Customary (d)Quarterly
7. _____ of the bonus act deals with the computation of the number of working days
- (a)Section 3 (b)Section 12
(c)Section 9 (d)Section 14
8. Every application for recovery of bonus under Section 21 shall be made within ----- from the date on which the money became due to the employee from the employer
- (a)Six Months (b)One Year
(c)One Month (d)Two Years
9. Industrial Disputes Act: Passed in_____.
- (a)1947 (b)1950
(c)1991 (d)1948
10. _____ is a retirement benefit offered to employees by their employers.
- (a)Bonus (b)Perks
(c)Dividend (d)Superannuation

11. _____ refers to a sum of money paid to an employee at the end of a period of employment

(a)Gratuity

(b)Bonus

(c)Dividend

(d)Wages

12. The Payment of Wages Act 1936 came into force in the year -----

(a)1947

(b)1937

(c)1950

(d)1963

13. _____ means a fixed regular payment earned for work or services, typically paid on a daily or weekly basis.

(a)Bonus

(b)Wages

(c)Remuneration

(d)Dividend

14. _____ means a sum of money exacted as a penalty by a court of law or other authority.

(a)Bonus

(b)Wages

(c)Fines

(d)Dividend

15. _____ means the period in respect of which wages are payable to an employee for work done or to be done under his/her contract of employment

(a)Probationary

(b)Temporary

(c)Short Term

(d)Wage Period

N-1655

16. Every register and record required to be maintained under this section shall, for the purposes of this Act, be preserved for a period of _____ years after the date of the last entry made therein.

(a)Two Years

(b)5 Years

(c)3 Years

(d)Life Long

17. _____ can investigate and examine employers to see if they are following the requirements set forth in this legislation.

(a)Employer

(b)Manager

(c)Supervisor

(d)Inspectors

18. _____ is the term used to mean genuine, real or good faith

(a)Adjudication

(b)Bona Fide

(c)Neutral

(d)None of these

19. _____ of the Schedule of the Minimum Wages Act relates to employment in agriculture

(a)Part I

(b)Part III

(c)Part II

(d)Part IV

20. _____ of the Minimum Wages Act deals with the provisions of constituents of minimum rate of wages.

(a)Section 4

(b)Section 5

(c)Section 3

(d)section 9

21. _____ deals with punishments for contravention of the provisions of the Act
- (a)Section 3
(c)Section 4
- (b)Section 5
(d)Section 9
22. _____ means a person who has completed his fourteenth year of age but has not completed his eighteenth year
- (a)Adolescent
(c)Child
- (b)Adult
(d)veteran
23. _____ provide advice and support to the owners/ shareholders/directors of a business.
- (a)Board of Directors
(c)Top Level management
- (b)Advisory board
(d)Manager
24. Under the _____ of the Minimum Wages Act, the appropriate government has the power to ‘prescribe the powers of Inspectors for purposes of this Act’
- (a)Section 14
(c)Section 30k
- (b)Section 21
(d)Section 28
25. The minimum of _____ workmen that must be employed in an industrial establishment for it to be covered under the Act
- (a)25
(c)75
- (b)50
(d)100

26. _____ refers to the abstention by governments from interfering in the workings of the free market.
- (a)Autocratic (b)Bureaucratic
(c)Laissez-faire (d)Democratic
27. _____ is an officer who is senior in rank to the PIO has been designated to hear appeals. He/she is referred to as the Appellate Authority.
- (a)Appellate Authority (b)Manager
(c)CEO (d)Signing Authority
28. _____ refers to money paid to an employee traveling on company's business to cover cost of travel, lodging, meals, laundry, and other associated expenses.
- (a)Travelling Allowance (b)Subsistence Allowance
(c)Dearness Allowance (d)HRA
29. Which Section of the Trade Union Act, 1926 provides immunities against civil liability to a registered trade union?
- (a)Section 18 (b)Section 17
(c)Section 19 (d)Section 20
30. Recognition of trade union is a matter of right and is _____ for the employer to do it.
- (a)Statutory (b)Discretionary
(c)Mandatory (d)None of the above

31. In which year was the Trade Union Act enacted?

- (a) 1931
- (b) 1926
- (c) 1950
- (d) 1951

32. Trade unions' sole purpose is:

- (a) To help management to raise employee productivity.
- (b) To resolve employer-employee conflict.
- (c) To make protest.
- (d) To protect and promote workers' interest.

33. The main objective of the industrial employment (standing orders) act, 1946 is to promote rules to govern the:

- (a) Wages in the undertaking
- (b) Conduct of the employer
- (c) Conduct of the trade unions
- (d) Define conditions of employment

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the steps involved in the calculation of the annual bonus.

[OR]

(b) Write a short note on deductions permissible and forfeiture of bonus.

35. (a) Discuss the provisions of Section 31 A of the Payment of Bonus Act.

[OR]

(b) Discuss the provisions of the Payment of Bonus Act in reference to the set on and set off of allocable surplus.

36. (a) Discuss the provisions of the Payment of Gratuity Act, 1972 regarding determination and payment of gratuity.

[OR]

(b) What wages are included and does not included according to the Payment of Wages Act? Discuss

37. (a) Discuss the provisions of the payment of Wages Act, 1936 relating to imposition of fines.

[OR]

(b) Explain how the claims are adjudicated under the Payment of Wages Act, 1936?

38. (a) Write a short note on the constituents of minimum wage rate as per Section 4 of the Minimum Wages Act.

[OR]

(b) What are the particulars which every employer is required to maintain under the Minimum Wages Act?

39. (a) Explain the powers of the appropriate government to make rules as per the Minimum Wages Act.

[OR]

(b) Examine the different shades of opinion on the subject of nature of standing orders.

40. (a) Write a short-note on the powers of the appellate authority according to the act.

[OR]

(b) Write a detailed note on complications of the definitions of the workmen.

N-1655

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A.(G)/HRM DEGREE EXAMINATION, DECEMBER 2024
Second Year - Fourth Semester
BUSINESS ADMINISTRATION
ORGANIZATIONAL DEVELOPMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Organization Development is aimed at:-

(a) Enhancing congruence between organizational structure, processes, strategy, people and culture

(b) Developing new and creative organizational solutions

(c) Developing the organization's self-renewing capacity

(d) All of the above

2. OD values generally tend to be: -

(a) Humanistic

(b) Democratic

(c) Optimistic

(d) All of the above

3. What is a key assumption underlying the collaborative nature of OD interventions?

(a) Employees should be kept uninformed about change initiatives

(b) Change is best initiated through a top-down approach

(c) Collaboration and involvement enhance the success of change efforts

(d) Ignoring the perspectives of organizational members is acceptable

4. In the history of Organizational Development, what value supports the idea that organizations can learn and grow?

(a) Change should be avoided at all costs

(b) Organizations are closed systems with limited capacity for learning

(c) Organizations have the potential to learn and adapt continuously

(d) Ignoring the need for organizational learning is acceptable

5. What is the central idea behind the Gestalt approach in team building?

(a) Ignoring individual perspectives

(b) Focusing on individual achievements

(c) Emphasizing holistic and integrated team development

(d) Minimizing the importance of group dynamics

6. What is a key characteristic of inter-group interventions?
- (a) Isolation of groups from each other
 - (b) Enhancing collaboration and understanding between different groups
 - (c) Ignoring group conflicts
 - (d) Maximizing individual goals within groups
7. What are the operational components that contribute to the effective functioning of the organization in organizational development?
- (a) Limited to individual processes
 - (b) Comprehensive, covering the entire organization
 - (c) Components that contribute to organizational effectiveness and health
 - (d) Ignoring the need for organizational improvement
8. What are the implications of the maintenance component in organizational development?
- (a) Maximizing individual turnover
 - (b) Supporting the overall well-being and stability of the organization
 - (c) Ignoring organizational culture
 - (d) Reactive responses to organizational challenges
9. What is Action Research primarily focused on as a process?
- (a) Ignoring the need for change
 - (b) Reactive responses to organizational challenges
 - (c) Planning and implementing interventions to bring about change
 - (d) Maximizing individual goals over organizational goals
10. What does the history of Action Research reveal about its development?
- (a) It originated as a reactive response to organizational challenges
 - (b) It has a long history of ignoring employee feedback
 - (c) It evolved as a systematic and collaborative approach to problem-solving
 - (d) Maximizing individual goals over organizational goals

11. When is it appropriate to use Action Research in organizational development?
- (a) Only in crisis situations
 - (b) When there is a need to systematically address and solve real-world problems
 - (c) Ignoring organizational challenges
 - (d) Maximizing individual goals over organizational goals
12. How can the nature of Action Research be described in the context of organizational development?
- (a) Reactive and isolated problem-solving
 - (b) A cyclical process of planning, acting, observing, and reflecting
 - (c) Ignoring organizational culture
 - (d) Maximizing individual turnover
13. What is the focus of team interventions in organizational development?
- (a) Isolation of individual team members
 - (b) Enhancing overall organizational efficiency
 - (c) Ignoring the importance of teamwork
 - (d) Improving the functioning and effectiveness of teams
14. Which intervention is specifically designed to improve the functioning of teams in organizational development?
- (a) Role-playing and experiential exercises
 - (b) Inter-group interventions
 - (c) Isolation interventions
 - (d) Ignoring the need for teamwork
15. As a result of OD intervention, the result obtained is a :-
- (a) Win-win situation
 - (b) Win – lose situation
 - (c) Lose-lose situation
 - (d) None of the above

16. OD relies heavily on :-

- | | |
|---|--|
| (a) Action research model with participation by all | (b) Scientific research in the area of human development |
| (c) Both | (d) None of the above |

17. Quality Circle is basically an idea based on:-

- | | |
|---|---|
| (a) American Synthesis on Japanese Idea | (b) Japanese Synthesis of American Idea (|
| (c) German Synthesis on Japanese Idea | (d) American Synthesis on German Idea |

18. Following is not a feature of a T-group: -

- | | |
|---------------------------|---------------------------|
| (a) Learning laboratory | (b) TQM |
| (c) Learning how to learn | (d) Here and now emphasis |

19. During and after the _____ of intervention, the data is gathered.

- | | |
|--------------------|-----------------------|
| (a) Initiation | (b) Planning |
| (c) Implementation | (d) None of the above |

20. ----- is the most important feature in the implementation of strategic management

- | | |
|----------------|-------------------|
| (a) Leadership | (b) Partnership |
| (c) Membership | (d) None of these |

21. An OD practitioner must be _____, value driven and acts with integrity in every situation.
- (a) Brutal (b) Ethical
(c) Rational (d) Irrational
22. Companies employ a wide range of methods when analysing their _____.
- (a) Performance (b) Employees
(c) Finance (d) Survey
23. If there is low formalization, a comprehensive information network and high participation in decision-making, one would expect:
- (a) A typical government organization. (b) A stable structure.
(c) A bureaucracy. (d) An organic structure.
24. Which of the following is/are structural testing technique?
- (a) Statement Coverage (b) Decision Coverage
(c) Condition and Path Coverage (d) All of these
25. Which of the following is true of the V-model?
- (a) It states that modules are tested against user requirements. (b) It only models the testing phase.
(c) It specifies the test techniques to be used. (d) It includes the verification of designs.

26. _____ models can be described as a system that describe how pieces of business fit together.
- (a)Business (b)Corporate
(c)Strategic (d)All of the above
27. Internal consultants have a distinct advantage over others, in :-
- (a)Knowing organization's culture better than others (b)Knowing well the scale of technology being used in the organization
(c)Understanding organizations' philosophy better than others (d)All of the above
28. Many organizations have realized that hiring an OD consultant to lead a change effort is more _____ than hiring a lawyer.
- (a)Easy (b)Complex
(c)Important (d)None of the above
29. What is an assumption about employee motivation in Organizational Development?
- (a)Maximizing employee turnover is a key motivator (b)Employees are resistant to any form of change
(c)Employees can be motivated by participation in the change process (d)Ignoring employee satisfaction has no impact on motivation
30. What is an underlying assumption about the relationship between individuals and organizations in OD?
- (a)Individuals are passive recipients of organizational change (b)Individuals and organizations are separate entities with no interdependence
(c)Individuals and organizations influence each other (d)Ignoring individual perspectives enhances organizational effectiveness

31. In the history of Organizational Development, what value supports the belief in the importance of organizational culture?
- (a)Organizational culture is irrelevant to organizational success
(b)Organizations should resist any changes to their culture
(c)Organizational culture is a key factor in organizational success
(d)Ignoring organizational culture is acceptable for stability
32. What assumption underlies the idea that feedback and data are crucial in OD interventions?
- (a)Data collection is not relevant to organizational improvement
(b)Feedback should be ignored in the change process
(c)Data and feedback provide valuable insights for effective interventions
(d)Ignoring the need for data in change efforts is acceptable
33. The following deals with the development of individuals in an organization:
- (a)Coaching and counselling
(b)Gestalt OD
(c)Partnering
(d)Survey feedback

PART - B

(7 X 6 = 42)

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

34. (a) What are the characteristics of Organizational Development?
- [OR]
- (b) Explain the characteristics of organization development. Also, discuss the history of OD
35. (a) Describe the GESTALT Approach of team building.
- [OR]
- (b) Explain the concept, nature and approaches to organisational diagnosis.
36. (a) What is the role of action research in change process?
- [OR]
- (b) Explain about Action research sets in motion a long range, cyclical, self-correcting mechanism for maintaining & enhancing the effectiveness of the client's system by leaving the system with practical & useful tools for self-analysis & self-renewal.
37. (a) What do you understand by inter-group interventions?
- [OR]
- (b) "ODIs are the action component of any OD programme." Elaborate. What results can one expect from these?
38. (a) Differentiate Quality Circles & Quality of Work Life programs included in organizational restructuring
- [OR]
- (b) Discuss the significance of aligning assessment metrics with the objectives of organizational development interventions.
39. (a) What are the ethical standards in OD? Discuss their role in OD?

[OR]

(b) What are the various structural interventions to OD?

40. (a) What are the characteristics of an effective team?

[OR]

(b) Explain the various issues in client-consultant relationship in detail.

N-1656

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A. (GENERAL)/L.M. DEGREE EXAMINATION, DECEMBER 2024
Second Year - Fourth Semester
BUSINESS ADMINISTRATION
LOGISTICS MARKETING AND TECHNOLOGY
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. In the 4 flows in a modern exchange economy, what do sellers receive from buyers in addition to money?

(a) Legal rights	(b) Legal releases
(c) Intangible resources	(d) Information
2. Financial accountability and social responsibility marketing are elements of _____ marketing.

(a) Performance	(b) Relationship
(c) Internal	(d) Social
3. Social classes relatively homogeneous, enduring, and hierarchically ordered divisions in a society whose members share similar values, interests, and behaviour are evidence of _____ in a culture.

(a) Political Divides	(b) Partisanship
(c) Traditional viewpoints	(d) Social Stratification
4. The relatively homogeneous and enduring divisions in a society, which are hierarchically ordered and whose members share similar values, interests, and behaviour constitute a _____.

(a) Culture	(b) Sub-culture
(c) Social Class	(d) Family
5. ----- reflects the company's choice of which customers it will prioritize and which customers it will ignore when designing, communicating, and delivering its offering.

(a) The marketing mix	(b) Marketing strategy
(c) Customer focus	(d) Targeting

6. _____ is a reflection of the company's ability to outdo the competition in fulfilling the needs of target customers in other words, to create superior customer value.
- (a)Target profitability (b)Target compatibility
(c)Segment ranking (d)Segment priority
7. _____ are sets of interdependent organizations participating in the process of making a product or service available for use or consumption.
- (a)Distribution Channels (b)Interstitials
(c)Communication Channels (d)Sales territories
8. Intermediaries that buy, take title to, and resell the merchandise are known as _____
- (a)Merchants (b)Brokers
(c)Sales agents (d)Manufacturers' reps
9. What is the primary goal of warehouse management?
- (a)Maximizing the warehouse space (b)Reducing the labour costs
(c)Ensuring timely order fulfillment (d)Minimizing inventory levels
10. What does the process of receiving in warehouse management involve?
- (a)Packing and shipping orders (b)Organizing products in the warehouse
(c)Accepting and inspecting incoming shipments (d)Managing inventory Levels

11. Who suggested the product, pricing, place, promotion all these in a company called Marketing Mix?
- (a)Neil Borden
(c)Philip Kotler
- (b)Neilsen
(d)Stephen Morse
12. Marketing of product and service in which the offer itself is not intended to make any monetary profit is called;
- (a)Profit Marketing
(c)Digital Marketing
- (b)Virtual Marketing
(d)Non-Profit Marketing
13. _____ reflects the degree to which a change in price leads to a change in quantity sold.
- (a)Supply elasticity
(c)Price-demand
- (b)Demand variance
(d)Price elasticity of demand
14. The _____ more likely it is that raising the price can increase sales revenues.
- (a)more information in the marketplace
(c)Lower the price elasticity
- (b)the higher the price elasticity
(d)more similar competitive products
15. A company that is looking to maximize its market share would do well to follow _____ pricing.
- (a)mark-up
(c)market-skimming
- (b)market-penetration
(d)survival

16. When a company introduces a product at a high price and then gradually drops the price over time, it is pursuing a _____ strategy.
- (a)market-penetration pricing (b)market-skimming pricing
(c)value-pricing (d)switching cost
17. In which of the following stages of personal selling does a salesperson tell the product story to the buyer?
- (a)Pre-approach (b)Prospecting
(c)Presentation (d)Closing
18. If a prospective client does not want to buy from you because she feels the price is too high, you are facing an objection due to _____
- (a)psychological resistance (b)Apathy
(c)logical resistance (d)relationship inertia
19. In an ----- the manufacturer uses advertising, promotion, and other forms of communication to persuade consumers to demand the product from intermediaries, thus inducing the intermediaries to order it.
- (a)push strategy (b)consumer enticement
(c)pull strategy (d)frequent traveller/shopper program
20. ----- aim to increase the attractiveness of an offering for the members of the distribution channel.
- (a)Push programs (b)Pull programs
(c)Trade incentives (d)Consumer incentives

21. Which one of the following is not a networking technique?

- | | |
|-----------------------|---------------|
| (a)PERT | (b)CPM |
| (c)Demand Forecasting | (d)Regression |

22. ----- are consumer promotion tools that provide a price reduction after purchase rather than at the retail shop.

- | | |
|----------------|--------------------|
| (a)Rebates | (b)Cents-off deals |
| (c)Price packs | (d)Coupons |

23. Which one of the following is not the tracking technology?

- | | |
|--------|--------|
| (a)EPS | (b)OPS |
| (c)RPS | (d)GPS |

24. Which one of the following technology enable the seamless control all over the world in tracking the logistics?

- | | |
|--------|-------------|
| (a)WAN | (b)MAN |
| (c)LAN | (d)Internet |

25. A 3PL firm performs activities like -----

- | | |
|-------------------|------------------------|
| (a)Transportation | (b)Product Development |
| (c)Security | (d)HRD |

26. Navigation through sea is known as -----

- (a) Indian Water Transport
- (c) Ocean Transport

- (b) River Transport
- (d) None of these

27. Quality means -----

- (a) Ease
- (c) Rich

- (b) Best
- (d) Fitness for use

28. Which one of the following means continuous improvement?

- (a) Kaizen
- (c) Six Sigma

- (b) KANBAN
- (d) Performance Appraisal

29. Who is the contributor of BCG Matrix?

- (a) Bruce lee
- (c) Ansoff

- (b) Bruce Handerson
- (d) Michael E Porter

30. If a firm keeps lower value pricing in the initial stage and increase the price later the market development, it is called -----

- (a) Market Skimming Strategy
- (c) Market Penetration Strategy

- (b) Market Utilization Strategy
- (d) Market Total Strategy

N-1658

31. A customer judges a product offering by three basic elements: product, service, and _____.
 (a)performance (b)utility
 (c)tangibility (d)brand
32. When consumers examine products, they often compare an observed price to an internal price they remember. This is known as an ----- price.
 (a)Mark-up (b)Reference
 (c)market-skimming (d)accumulated
33. The reservation price, the maximum that most consumers will pay for a given product, is known as the ----- price.
 (a)expected future (b)usual discounted
 (c)upper-bound (d)typical

PART - B

(7 X 6 = 42)

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

34. (a) Define Marketing. Discuss its meaning and key concepts.
 [OR]
 (b) Describe the key strategic development of marketing environment in the current scenario.
35. (a) Define Consumer Behaviour. Explain the factors influencing consumer behaviour in purchasing behaviour.
 [OR]
 (b) Explain the key components of marketing mix and its significance.
36. (a) Write a detailed note on user decision making process.
 [OR]
 (b) Explain the various ways in which the market can be segmented with its merits.
37. (a) Distinguish Differentiated and Undifferentiated Marketing with clear-cut dimensions.
 [OR]
 (b) Discuss the functions of wholesalers.
38. (a) Explain the factors influencing new service planning and development process in detail.
 [OR]
 (b) Enumerate the different types of advertising and its suitability towards select customers.
39. (a) Discuss the types of transport operators and their key functions in detail.
 [OR]
 (b) Explain the different methods in which counter the competitive pricing strategies by an MNC firm with examples.
40. (a) Discuss the advancement of technology in the field of shipping and aero industry with illustrations.
 [OR]

(b) Define Personal Selling. Explain the steps involved in selling a product to the prospect in a successful manner.

N-1658

N-1660

COURSE CODE

**205442C1/
205541**

**ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A. (G/FM) DEGREE EXAMINATION, DECEMBER 2024
Second Year - Fourth Semester
BUSINESS ADMINISTRATION
FOREIGN EXCHANGE MANAGEMENT
(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Markets in which derivatives are traded are classified as
 - (a) Assets backed market
 - (b) Cash flow backed markets
 - (c) Mortgage backed markets
 - (d) Derivative securities markets
2. Type of contract which involves future exchange of assets at a specified price is classified as
 - (a) Future contracts
 - (b) Present contract
 - (c) Spot contract
 - (d) Forward contract
3. Type of unit which guarantees that all buying and selling will be made by traders of exchange is called
 - (a) Trading house
 - (b) Guarantee house
 - (c) Clearing house
 - (d) Professional house
4. Who regulates the foreign trade in India?
 - (a) RBI
 - (b) DGFT
 - (c) FEDAI
 - (d) SEBI
5. Foreign Currency Non-Resident (Banks) account can be opened in the name of the following:
 - (a) Non-resident Indian
 - (b) Person of Indian origin
 - (c) Overseas Corporate Bodies
 - (d) Both a and b

N-1660

6. Maintaining a foreign currency account is helpful to
- (a) Avoid transaction cost.
 - (b) Avoid exchange risk
 - (c) Avoid both transaction cost and exchange risk.
 - (d) Avoid exchange risk and domestic currency depreciation
7. India's foreign exchange rate system is?
- (a) Free float
 - (b) Managed float
 - (c) Fixed
 - (d) Fixed target of band
8. Hedging transaction is indicated by
- (a) Transactions in odd amounts
 - (b) Presentation of documentary support
 - (c) Frequency of such transactions
 - (d) None of the above
9. If all the terms and conditions are given on the bill of lading document itself is called as
- (a) Clean bill of lading
 - (b) Long form bill of lading
 - (c) Short form bill of lading
 - (d) Straight bill of lading
10. In case of usance bills, the Normal Transit period (NTP) as prescribed by FEDAI is
- (a) 5 days
 - (b) 15 days
 - (c) 25 days
 - (d) 3 days

11. When the seller place the goods at the side of the ship at named port and also clear the goods for Export, which of the terms will be used
- (a)FCA- Free Carrier
(c)FAS – Free Alongside Ship
- (b)FOB – Free on Board
(d)DAP – Delivery at Place
12. Balance of Trade means:
- (a)Net position of capital account
(c)Imports less exports
- (b)Current account balance
(d)Exports less imports
13. General permission is available to any resident individual to surrender received / realised / unspent forex with in a period of
- (a)60 days
(c)180 days
- (b)90 days
(d)No time limit
14. The maxim “buy low; sell high” is applicable for
- (a)Quotation of Pound-Sterling
(c)Direct rates
- (b)Indirect rates
(d)US Dollars
15. In case of direct quotation of rate, which is true?
- (a)Foreign Currency is variable
(c)Indian currency is static
- (b)Foreign currency is static
(d)None of the above

16. The rate that Indian Banks and other derivative market participants use as a benchmark for setting prices on forward rate agreements and interest rate derivatives:

- | | |
|--|--|
| (a) London Inter-bank offered rate [LIBOR] | (b) Mumbai inter-bank offered rate [MIBOR] |
| (c) Mumbai Inter-bank Forward Offered Rate [MIFOR] | (d) Euro Inter-bank offered rate [EURIBOR] |

17. Letter of Credit issued in lieu of bank guarantee, is called

- | | |
|-------------------|---------------------|
| (a) Red clause LC | (b) Green Clause LC |
| (c) Standby LC | (d) Revolving LC |

18. R-Return refers to returns concerning _ _ _ _ _

- | | |
|----------------------|-----------------------------------|
| (a) ALM Position | (b) CRR maintenance position |
| (c) NPA/SWL position | (d) Foreign Exchange transactions |

19. The forward sale of purchase of foreign currency to reduce the exchange risk exposure connected with the assets or liabilities denominated in Foreign currency is called

- | | |
|---------------|---------------|
| (a) Hedging | (b) Squaring |
| (c) Brokering | (d) Spreading |

20. The gap between the buying rate and selling rate of a currency is called :

- | | |
|---------------------|---------------------|
| (a) Bid-ask spread | (b) Dealer's margin |
| (c) Dealer's spread | (d) Exchange margin |

21. The following statement with respect to currency option is wrong
- (a) Call option will be used by exporters
 - (b) Put option gives the buyer the right to sell the foreign currency
 - (c) Foreign currency- Rupee option is available in India
 - (d) An American option can be executed on any day during its currency
22. The _____ refers to the orderly relationship between spot and forward Currency exchange rates and the rates of interest between countries.
- (a) One-price rule
 - (b) Interest-rate parity
 - (c) Purchasing-power parity
 - (d) Exchange-power parity
23. The system operated by the WTO is known as the
- (a) Multilateral trading system
 - (b) Bilateral trading system
 - (c) Ratified system
 - (d) Ungratified system
24. A deposit or borrowing domiciled outside the home country of the currency is called as
- (a) Foreign bond
 - (b) Euro bond
 - (c) Euro currency
 - (d) Domestic bond
25. Quotation where the price of one unit of foreign currency is given in terms of local currency units is called as
- (a) Indirect quotation
 - (b) Direct quotation
 - (c) Open-ended quotation
 - (d) Close – ended quotation

26. The bond that does not pay any interest and issued at a price lower than its Reimbursement value is called as

- (a)Zero coupon bond
- (b)Coupon bond
- (c)Euro bond
- (d)Domestic bond

27. Which of the following is not a type of foreign exchange exposure

- (a)Tax Exposure
- (b)Translation Exposure
- (c)Transaction Exposure
- (d)Balance Sheet Exposure

28. An economist will define the exchange rate between two currencies as the:

- (a)Amount of one currency that must be paid in order to obtain one unit of another currency
- (b)Difference between total exports and total imports within a country
- (c)Price at which the sales and purchases of foreign goods takes place
- (d)Ratio of import prices to export prices for a particular country

29. Futures and option are _ _ _ _ _.

- (a)Derivatives
- (b)Speculators
- (c)Money lenders
- (d)Ordinary investors

30. _ _ _ _ _ issued by the central government or state governments are referred to as government securities.

- (a)Instruments
- (b)Securities
- (c)Bonds
- (d)Shares

31. A foreign currency account maintained by a bank abroad is its
- (a) Nostro account (b) Vostro account
(c) Loro account (d) Oreign bank account
32. The transaction in which the exchange of currencies takes place at a specified future date, subsequent to the spot date is known as a
- (a) Swap transaction (b) Forward transaction
(c) Future transaction (d) Non-deliverable forwards
33. For calculating cross currency rates, banks in India use the dollar/foreign currency rate quoted in
- (a) Mumbai (b) London
(c) New York (d) Any international market

PART - B

(7 X 6 = 42)

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

34. (a) Describe the significance of foreign exchange.
- [OR]
- (b) Explain the organization of the forex market.
35. (a) Demonstrate the factors influencing the asset market models.
- [OR]
- (b) Could you outline the various methodologies employed for establishing exchange rates in global currency markets?
36. (a) How are forward exchange contracts categorized based on their settlement dates, and what are the implications of these categories?
- [OR]
- (b) Analyze the features and potential benefits of using currency call options and put options in foreign exchange risk mitigation strategies
37. (a) Define transaction exposure risk in the context of foreign exchange management and discuss its significance for multinational corporations operating in global markets.
- [OR]
- (b) Explain the different types of strategies in foreign exchange management and list out the benefits
38. (a) Discover the different risk factors influence in exchange.
- [OR]
- (b) Classify the economic consequence of exchange rate.
39. (a) Distinguished difference between fixed and fling rates.
- [OR]
- (b) Recommend the best controlling techniques or forms of exchange.

40. (a) Elaborately discuss the recent trend in foreign exchange.

[OR]

(b) Explain the challenges involved in monetary policy

N-1660

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR MBA (GENERAL)/ (FM) DEGREE EXAMINATION, DECEMBER 2024.

Second Year - Fourth Semester
BUSINESS ADMINISTRATION
MULTINATIONAL FINANCIAL MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Which of the following is a common source of finance for multinational projects?
(a) Domestic bank loans only
(b) International bank loans
(c) Local currency debt
(d) Internal company reserves only
2. What type of financing involves multinational corporations raising funds by issuing shares in multiple countries?
(a) Global equity offering
(b) Domestic equity financing
(c) Domestic debt financing
(d) International bond issuance
3. Which of the following is a common source of finance for multinational projects?
(a) Domestic bank loans
(b) Retained earnings
(c) Local equity investment
(d) International bank loans
4. What type of financing is typically used by multinational corporations to raise capital in multiple currencies simultaneously?
(a) Domestic bonds
(b) Eurobonds
(c) Local currency debt
(d) Syndicated loans
5. Which of the following is a common source of finance for MNCs engaging in foreign direct investment (FDI)?
(a) Domestic bank loans
(b) Local government grants
(c) Parent company equity
(d) Export credit financing

6. What type of financing involves MNCs raising capital through issuing shares in their home country to fund international projects?
- (a) International bond issuance (b) Domestic equity financing
(c) Foreign direct investment (FDI) (d) Global depository receipts (GDRs)
7. Which of the following financial institutions provides insurance against political risks for international projects?
- (a) International Monetary Fund (IMF) (b) World Bank
(c) Multilateral Investment Guarantee Agency (MIGA) (d) European Central Bank (ECB)
8. What type of financing is most likely to be affected by political instability in the host country?
- (a) Domestic bank loans (b) Foreign direct investment (FDI)
(c) Retained earnings (d) Export credit financing
9. Which of the following is a common source of finance for capital budgeting projects?
- (a) Retained earnings (b) Trade credit
(c) Short-term loans (d) Venture capital
10. What type of financing involves issuing bonds to raise long-term capital for a project?
- (a) Equity financing (b) Debt financing
(c) Trade credit (d) Crowd funding

11. Which of the following sources of finance is most affected by exchange rate fluctuations?
 - (a) Domestic bank loans
 - (b) Trade credit
 - (c) Retained earnings
 - (d) Foreign currency-denominated bonds
12. How can inflation impact the real cost of borrowing for a project?
 - (a) It reduces the nominal interest rate
 - (b) It increases the real interest rate if not anticipated
 - (c) It has no impact on the cost of borrowing
 - (d) It decreases the nominal interest rate
13. Which of the following is a short-term financing option that MNCs can use to manage seasonal working capital needs?
 - (a) Commercial paper
 - (b) Issuing corporate bonds
 - (c) Long-term loans
 - (d) Retained earnings
14. Which source of finance involves obtaining funds by using inventory as collateral?
 - (a) Equity financing
 - (b) Trade credit
 - (c) Inventory financing
 - (d) Long-term loans
15. Which source of finance involves one subsidiary lending to another within the same corporate group?
 - (a) Commercial paper
 - (b) External bank loans
 - (c) Inter-company loans
 - (d) Government grants

16. What is the primary purpose of transfer pricing documentation?
- (a) To comply with local accounting standards
 - (b) To demonstrate compliance with the arm's length principle
 - (c) To secure government grants
 - (d) To increase market share
17. What is the primary goal of receivables management?
- (a) Maximizing sales revenue
 - (b) Minimizing inventory levels
 - (c) Optimizing cash flow
 - (d) Increasing employee satisfaction
18. Which of the following is a common tool used in receivables management to assess the creditworthiness of customers?
- (a) Inventory turnover ratio
 - (b) Credit scoring
 - (c) Return on equity
 - (d) Debt-to-equity ratio
19. What is the primary risk associated with extending credit to foreign customers in a different currency?
- (a) Political risk
 - (b) Credit risk
 - (c) Exchange rate risk
 - (d) Operational risk
20. How can an appreciating home currency affect receivables denominated in a foreign currency?
- (a) Increases the value of receivables
 - (b) Decreases the value of receivables
 - (c) Has no impact on receivables
 - (d) Increases the interest rate on receivables

21. Which financial instrument can be used to hedge against exchange rate fluctuations when extending credit to foreign customers?
- (a)Equity shares
(c)Long-term bonds
- (b)Derivatives (such as forwards, futures, options)
(d)Trade credit insurance
22. Which risk assessment model assigns probabilities to various outcomes based on historical data and statistical analysis?
- (a)Decision tree analysis
(c)Monte Carlo simulation
- (b)Sensitivity analysis
(d)Expected value analysis
23. What is the primary advantage of using a decision tree in risk analysis?
- (a)Provides a single outcome prediction
(c)Requires minimal data inputs
- (b)Allows for visual representation of decision options
(d)Eliminates uncertainty completely
24. Which risk management technique involves varying key input variables to assess their impact on project outcomes?
- (a)Sensitivity analysis
(c)Decision tree analysis
- (b)Scenario analysis
(d)Expected value analysis
25. Which financial instrument is commonly used by multinational corporations to hedge against currency fluctuations in international transactions?
- (a)Equity shares
(c)Currency futures
- (b)Foreign direct investment (FDI)
(d)Government grants

26. What is the primary purpose of using Eurobonds in international financing?
- (a) To finance projects within the Eurozone
 - (b) To attract foreign direct investment
 - (c) To raise capital in international markets
 - (d) To receive grants from European governments
27. Which international financial institution provides long-term loans and political risk insurance to support development projects in developing countries?
- (a) International Monetary Fund (IMF)
 - (b) World Trade Organization (WTO)
 - (c) International Finance Corporation (IFC)
 - (d) European Central Bank (ECB)
28. Which debt instrument pays periodic interest payments to bondholders until maturity, when the principal is repaid?
- (a) Treasury bills
 - (b) Corporate bonds
 - (c) Commercial paper
 - (d) Equity shares
29. What is the primary difference between a debenture and a bond?
- (a) Bonds are unsecured, while debentures are secured by collateral
 - (b) Debentures are issued by governments, while bonds are issued by corporations
 - (c) Debentures have a higher credit rating than bonds
 - (d) Bonds have a shorter maturity period compared to debentures
30. Which debt instrument is typically issued by governments to finance short-term expenditures and has a maturity of less than one year?
- (a) Treasury bills
 - (b) Corporate bonds
 - (c) Municipal bonds
 - (d) Convertible bonds

31. What does the cost of capital represent for a company?
- (a) The total expenses incurred in production (b) The cost of financing operations through debt and equity
(c) The price of goods sold to customers (d) The amount paid in taxes annually
32. Which component of the cost of capital reflects the cost of equity financing for a company?
- (a) Weighted average cost of capital (WACC) (b) Cost of debt
(c) Cost of retained earnings (d) Cost of preferred stock
33. How is the cost of debt typically determined for a company?
- (a) By dividing net income by total assets (b) By calculating the interest rate paid on existing debt
(c) By estimating the earnings per share (EPS) (d) By analyzing market capitalization

PART - B

(7 X 6 = 42)

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

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

[OR]

- (b) Mention the importance of global financial markets.

35. (a) State the need of FDR by MNCs.

[OR]

- (b) Write short note about political risk.

36. (a) Briefly explain about capital budgeting.

[OR]

- (b) Explain influence of exchange rate change with inflation.

37. (a) Discuss working capital management of MNCs.

[OR]

- (b) What do you mean by intercompany loan? Explain.

38. (a) Mention the credit policies variables and Explain?

[OR]

- (b) Write short note about credit entries.

39. (a) Mention the various models of uncertainty and Explain?

[OR]

- (b) Explain about international depositary receipts.

40. (a) Discuss various types of debt instruments.

[OR]

- (b) Explain about cost of capital.

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A. (G/FM) DEGREE EXAMINATION, DECEMBER 2024.
Second Year - Fourth Semester
BUSINESS ADMINISTRATION
PROJECT FINANCE
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. The project life cycle consists of _____.
(a) Understanding the scope of the project
(b) Objectives of the project
(c) Formulation and planning various activities
(d) All of the above
2. The grouping of projects is called _____.
(a) Business plan
(b) Project template
(c) Program
(d) Business template
3. Which of the following type of contracts are most preferable to the contractor doing the project work?
(a) Cost plus fixed-fee
(b) Fixed price
(c) Fixed price plus incentive free
(d) Incentive fee
4. Quality planning is the process of developing a quality plan for _____.
(a) Team
(b) Project
(c) Customers
(d) Project manager
5. A Debenture is _____.
(a) A long term loan
(b) A short term loan
(c) An internal source of finance
(d) None of the above

6. _____ is the owner of the asset in a lease agreement.

(a) Lessee

(b) Tenant

(c) Lessor

(d) Owner

7. Global depository receipt is also known as _____.

(a) International depository receipt

(b) Indian depository receipt

(c) Issued depository receipt

(d) American depository receipt

8. Which among the following has high risk as an outstanding feature?

(a) Mutual funds

(b) Venture capital

(c) Debenture finance

(d) Government bonds

9. Working capital requirements are low when an organisation has _____.

(a) High technology

(b) High debtors

(c) High inventory

(d) High creditors

10. A high capital gearing ratio indicates _____.

(a) Over capitalisation

(b) Borrowed capital

(c) Long term funds

(d) Under capitalisation

11. What is the full form of SIDBI?

- (a) Small Industries Development Bank of India
- (c) Service Industries Development Bank of India

- (b) Small Investment Development Bank of India
- (d) Service Investment Development Bank of India

12. Which of the following comes under priority sector?

- (a) Social infrastructure
- (c) Renewable energy

- (b) Agriculture
- (d) All of the above

13. What is the first step in project appraisal?

- (a) Project identification
- (c) Project monitoring

- (b) Project implementation
- (d) Project valuation

14. Which one of the following is not a part to study under market appraisal?

- (a) Customers
- (c) Competitors

- (b) Government
- (d) Middle men

15. The biochemical treatment of sewage effluents is essentially a process of _____.

- (a) Oxidation
- (c) Reduction

- (b) Dehydration
- (d) Neutralization

16. The ability or capacity to influence behaviour and attitude of other individuals is known as _____.

- | | |
|---------------|--------------------|
| (a) Authority | (b) Accountability |
| (c) Power | (d) Responsibility |

17. The relationship between cost and output is technically described as _____

- | | |
|-------------------|-------------------------|
| (a) Cost function | (b) Output function |
| (c) Cost analysis | (d) Production function |

18. _____ is distribution system in which the ultimate buyer acquires the title directly from the manufacturer of the product.

- | | |
|----------------------------|----------------------------|
| (a) Direct Distribution | (b) Indirect Distribution |
| (c) Exclusive distribution | (d) Intensive distribution |

19. Debt equity ratio is a measure of _____.

- | | |
|-------------------------|------------------------|
| (a) Short term solvency | (b) Long term solvency |
| (c) Profitability | (d) Efficiency |

20. Which of the following is an index of the liquidity of a business?

- | | |
|---------------------------------|--------------------|
| (a) Current ratio | (b) Equity gearing |
| (c) Debt-service coverage ratio | (d) Activity ratio |

21. Debt service coverage ratio is known as _____.

(a) Dividend payout ratio

(b) Solvency ratio

(c) Debtors turnover ratio

(d) Interest coverage ratio

22. Return on investment is a _____.

(a) Turnover ratios

(b) Short term solvency ratio

(c) Profitability ratio

(d) Long term solvency ratio

23. Categories of securities issue _____.

(a) Public issue

(b) Rights issue

(c) Private placement

(d) All of the above

24. For a project, benefit cost ratio is equal to one, then the _____.

(a) $IRR > 1$

(b) $IRR > \text{Discount Rate}$

(c) $IRR = \text{Discount Rate}$

(d) IRR

25. Break even analysis is also known as _____.

(a) Cost volume profit analysis

(b) Cost benefit analysis

(c) Incremental analysis

(d) Cost asset analysis

26. Economies of scale is also known as _____.

- | | |
|----------------------|----------------------|
| (a)Benefiting scales | (b)EOS |
| (c>Returns of scale | (d)None of the above |

27. Common form of employment in rural India are _____.

- | | |
|------------------|--------------|
| (a)Technological | (b)Seasonal |
| (c)Cyclical | (d)Disguised |

28. Concept of quality control depends on _____.

- | | |
|-----------------------|----------------------|
| (a)Quality control | (b)Quality assurance |
| (c)Quality management | (d)All of the above |

29. Families, Friendship groups and neighbourhood groups are the examples of which group?

- | | |
|------------|--------------|
| (a)Primary | (b)Secondary |
| (c)Command | (d)Task |

30. Industrial sickness contributes to _____ cost economy.

- | | |
|---------|------------|
| (a)Low | (b)Medium |
| (c)High | (d)Average |

31. Which is an internal cause of Industrial Unit Sickness?

- | | |
|---|------------------------------|
| (a) Non availability of skilled personnel | (b) Lack of finance |
| (c) Bad protection policies | (d) Wrong marketing policies |

32. BIFR stands for _____

- | | |
|--|--|
| (a) Board of Industrial and Financial Reconstruction | (b) Board of Industrial and Financial Resources |
| (c) Board of Investment and Financial Resources | (d) Board of Investment and Finance Reconstruction |

33. Debt instruments that have a maturity period of more than one year are called as _____.

- | | |
|-----------------------|-----------------------|
| (a) Equity shares | (b) Dividend warrants |
| (c) Preference shares | (d) Bonds |

PART - B

(7 X 6 = 42)

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

34. (a) What are the various stages in project cycle? Explain.

[OR]

(b) State the role of consultants in project management.

35. (a) Write a short note about public issue of share of finance for project.

[OR]

(b) Explain about GDR.

36. (a) Explain the procedure for estimating total capital requirements.

[OR]

(b) Write short note about capital gearing.

37. (a) Explain the process lending or the project.

[OR]

(b) Mention the managerial aspects appraisal and explain.

38. (a) How do estimate demand and supply?

[OR]

(b) How to evaluate current ratio.

39. (a) How to evaluate internal rate return.

[OR]

(b) Write short note about economic analysis of project appraisal.

40. (a) State the importance of evaluation of international competitiveness.

[OR]

(b) Explain the warning signals and causes of industrial sickness.