

N1088

COURSE CODE

205411/  
205511/205611/  
205711/205811

**M.B.A Degree Examination MAY 2024 Common for MBA (G/FM/LM/T/HRM)**  
**ONLINE PROGRAMME EXAMINATIONS**  
**First Year - First Semester**  
**MANAGEMENT PRINCIPLES & PRACTICES**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Management is art of getting things \_\_\_\_\_ People  
(a) Done Through (b) Done for  
(c) Done of (d) Done above
2. Functional managers are responsible for \_\_\_\_\_  
(a) Single Area of activity (b) Upper level of Management  
(c) Complex firm decisions (d) Multiple area of activity
3. Lillian Gilbreth was advocate of an approach to management namely  
(a) Contingency Theory (b) Quantitative Theory  
(c) Qualitative Theory (d) Scientific Management
4. Some policies are imposed by external forces such as ;  
(a) Government Regulatory Agencies (b) Employee Demands  
(c) Management decisions (d) Lack of funding
5. \_\_\_\_\_ describes of the concepts, crucial for the smooth running of an organization . Name the concept.  
(a) Planning (b) Organizing  
(c) Staffing (d) Directing

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6. In Which step of the planning process pros and cons of each alternative is examined
- (a)Building Premises (b)Setting-Up Goal  
(c)Evaluating alternative course of action (d)Selective Alternatives
7. The right of a person to give instruction to her or his subordinates is known \_\_\_\_\_
- (a)Responsibility (b)Authority  
(c)Accountability (d)Line Authority
8. A Planning element which is not flexible in nature and rigid to all sections of the organization
- (a)Rules (b)Regulations  
(c)Procedures (d)Policies
9. The Form of organization known for giving rise to rumour is called \_\_\_\_\_
- (a)Formal organization (b)Centralized Organization  
(c)Decentralized Organization (d)Informal organization
10. Delegation is \_\_\_\_\_
- (a)Compulsory (b)Optional  
(c)Preorgative (d)Preventive

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11. The Power granted through a formal position is called as \_\_\_\_\_
- (a)Expert Power (b)Reward Power  
(c)Legitimate Power (d)Charismatic Power
12. The ability and right to rule is passed down, often through heredity is known as \_\_\_\_\_
- (a)Traditional Authority (b)Legal Authority  
(c)Rational Authority (d)Technical Authority
13. Demonstration type of training method is used to train;
- (a)Workers (b)Supervision  
(c)Managers (d)Aprentice
14. The following is vertical expansion of the job ;
- (a)Job Rotation (b)Job Enrichment  
(c)Management by Objectives (d)Management by Exception
15. The ability to make or produce new things using skills or imagination is known as \_\_\_\_\_
- (a)Innovation (b)Invention  
(c)Technology (d)Creativity

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16. Who has contributed the concept to theory Z ?
- (a)Araham Maslow (b)Herzberg  
(c)Ouchi (d)Vroom
17. Needs, setting standards and maintaining discipline, and appointing sub-leaders are called as ;
- (a)Work Functions (b)Task Functions  
(c)Individual Functions (d)Team Functions
18. A democratic leadership style has which of the following characteristics
- (a)Split Power (b)Dictatorial  
(c)Genuine (d)Differential
19. Appeal and representation are used in \_\_\_\_ communicationa
- (a)Horizontal (b)Downward  
(c)Upward (d)Grapewine
20. Communication is the task of imparting \_\_\_\_\_
- (a)Training (b)Information  
(c)Knowledge (d)Message

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21. The Oldest type of organization coordination is known as ;
- (a)Functional Organization (b)Line Organization  
(c)Matrix Organization (d)Committe Organization
22. Devices which shows the organizaional relationships
- (a)Organizational Charts (b)Scalar Chain  
(c)Overall Plan (d)Budgets
23. \_\_\_\_\_ refers to the extent to which people are committed to work and involved in their activities ;
- (a)Unethical (b)Work Ethics  
(c)Jov description (d)Job Rotation
24. The Ethical decision 'Same Job, Same Wage' is used under which criterion ?
- (a)Rights (b)Utilitarianism  
(c)Justice (d)Culture
25. \_\_\_\_\_ is the managerial function that monitors organizational performanance towards the attainmend of organization goals ;
- (a)Planning (b)Controlling  
(c)Organizing (d)Coordinating

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26. Which of the following techniques is define the process of comparing one's business process and performance with industry's best practice from other forms ?
- (a)Performance Control (b)Costing  
(c)Benchmarking (d)Balance Scorecard
27. Processes that operate with 'Six sigma quality' over the short term are assumed to produce long-term defect levels below \_\_\_\_\_ defects per million opportunities.
- (a)2 (b)2.4  
(c)3 (d)3.4
28. \_\_\_\_\_ are used in Six sigma
- (a)Black Belt (b)Green Belt  
(c)Both Black & Green Belt (d)Yellow Belt
29. Deming's 4 step cycle for improvement is ;
- (a)Plan Do Check Act (b)Plan Dream Check  
(c)Plan Do Criticize Act (d)Plan Do Check Arrange
30. In Six Sigma, a \_\_\_\_\_ define as any process output that doesn't meet customer specification
- (a)Error (b)Quality  
(c)Cost (d)Defect

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31. \_\_\_\_\_ are the charts that identify potential causes for particular quality problems

- (a) Control Chart
- (b) Flow Chart
- (c) Cause and Effect Diagram
- (d) Pareto Chart

32. Inspection is part of the \_\_\_\_\_

- (a) Quality Planning
- (b) Quality Improvement
- (c) Quality Circle
- (d) Quality Control

33. QFD stands for \_\_\_\_\_

- (a) Quantity for Deployment
- (b) Quality Function Deployment
- (c) Quality for Decision
- (d) Quality for Down

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the importance and contribution of Corporate Social Responsibility (CSR) to the society at large.

[OR]

(b) Write a detailed note about the contribution of Henri Fayol to the Management academia.

35. (a) Define Planning, Explain its types with examples.

[OR]

(b) Distinguish Certainly vs Uncertainly with clear-cut dimensions.

36. (a) Explain the Organizational culture role in an organization to achieve the objective of the organization.

[OR]

(b) Describe the line and staff functions of an organization.

37. (a) Define Orientation. Explain its need and significance.

[OR]

(b) Explain the X and Y Theory of Motivation with its merits and limitations.

38. (a) Discuss the Path Goal theory with its applications.

[OR]

(b) Explain the Process of communication in detail.

39. (a) Discuss the role and importance of co-ordination in the organization.

[OR]

(b) Explain the need and relevance of values in Management with examples.

40. (a) Define Core Competency. Explain its characteristics with apt live examples.

[OR]

(b) Describe the concept of Balanced Scorecard and its practical applications for an organization.

**MBA DEGREE EXAMINATION, MAY 2024**  
**ONLINE PROGRAMME EXAMINATIONS**  
**First Year - First Semester**  
**ORGANIZATIONAL BEHAVIOUR**  
**COMMON FOR MBA(G)/FM/LM/T/HRM**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

## PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Organizational Behaviour is -----  
(a) A Science (b) An Art  
(c) A Science as well as an Art (d) Multi-Disciplinary
2. A Study of the culture and practices in different societies is called as -----  
(a) Personality (b) Anthropology  
(c) Perception (d) Attitude
3. Which of the following character traits best describes an extrovert?  
(a) Freud (b) Jung  
(c) Munn (d) Allport
4. Which of the following is not the characteristics of extrovert?  
(a) Sociable (b) Leadership Power  
(c) Aggressive Temper (d) Daydreamer
5. Emotional Intelligence is characterized by;  
(a) Problem Solving (b) Better Interpersonal Relationship  
(c) Abstract Thinking Ability (d) Sense of Humour
6. Which of the following is the best indicator of academic performance?  
(a) Trait EI (b) IQ  
(c) Personality (d) Perception



7. All religions teach us that we should help those who are in need. This behaviour is called as -----  
(a)Pro Social Behaviour (b)Social Behaviour  
(c)Mental Behaviour (d)Human Behaviour
8. Cluster of ideas regarding the characteristics of a specific group is known as -----  
(a)Attitude (b)Stereotype  
(c)Belief (d)Faith
9. Individuals with a strong desire to achieve a challenging goal and having a strong need for -----  
(a)Power (b)Affiliation  
(c)Achievement (d)Recognition
10. ----- groups are the groups to which a consumer belongs as a member in which the interaction is formal and less regular.  
(a)Primary (b)Secondary  
(c)Territory (d)Exemplified
11. ----- power is influenced wielded as a result of proficiency, special skill, or knowledge  
(a)Legitimate (b)Reward  
(c)Referent (d)Expert
12. ----- is the only tactic effective across organizational levels.  
(a)Legitimacy (b)Inspirational Appeal  
(c)Rational Persuasion (d>Ingratiation

13. ----- is usually exerted by using informal strategies such as persuasion or peer pressure  
(a)Influence (b)Power  
(c)Politics (d)Peer Influence
14. Lower status organizational member's, when seeking organizational goals, try to influence higher status members through the use of -----  
(a)Assertiveness (b)Sanctions  
(c)Upward Appeals (d)Blocking
15. Which of the following are the basic sources of stress -----  
(a)The Environment (b)Social Stressors  
(c)Physiological (d)All the above
16. Learning to support yourself during stressful situations beyond your control will ----- the effects of stress.  
(a)Diminish (b)Increase  
(c)Enhance (d)Empower
17. Which of the following is most likely to result from a strong organizational dynamics?  
(a)Commitment (b)Satisfaction  
(c)Loyalty (d)Absenteeism
18. In the ----- employees value growth, variety, attention to detail, stimulation and autonomy.  
(a)Market (b)Adhocracy  
(c)Clan (d)Bureaucracy

19. Which of the following is not a possible dimension or organizational climate?  
(a)People Oriented (b)Rule Oriented  
(c)Innovation Oriented (d)Happiness Oriented
20. Climate is best defined as;  
(a)Well-being & Structure (b)Perceptions about an Environment  
(c)Style of Treating Each other (d)Temperament
21. In human communication, what is the term used to describe the non-verbal ways to express emotions?  
(a)Kinesics (b)Proxemics  
(c)Haptics (d)Facial Expressions
22. The properties that are specific to and found in all the subjects to which a word applies are called;  
(a)The intensions of a word (b)Implication  
(c)Denotation (d)The extension of a word
23. An example of a change in the nature of the workforce is an increase in -----  
(a)College Attendance (b)Mergers and Consolidations  
(c)Capital Investment (d)Multi-cultural Environment
24. Organizations are increasingly adjusting their processes and positioning their products as environment friendly and sustainable in order to increase their appeal to customers. This is a response to changes in -----  
(a)Demographic Trends (b)Social Trends  
(c)Cultural Trends (d)Legal Requirements

25. Which of the following describe the diversity clearly?  
(a)Strength in Unity (b)Diversity in Harmony  
(c)Unity in Diversity (d)Rich Tradition in Diversity
26. The factor for the development of regionalism in India is;  
(a)Linguistic Attachment (b)Vested Political Interest  
(c)Religious narrow Mindedness (d)All of the above
27. The liberal approach to equal opportunities advocates;  
(a)Positive Discrimination (b)Quota System  
(c)The possibility for individual to compete for social (d)Policies concerned with the specific needs of traditionally  
rewards without constraints disadvantaged group
28. The mainstream approach to diversity management supports;  
(a)The business case (b)The social justice approach  
(c)A radical approach to equal opportunities (d)Affirmative Action
29. Who developed the learning style in inventory?  
(a)Bandura (b)Piaget  
(c)Skinner (d)Kolb
30. Which of the following is not formal learning intervention?  
(a)Job Shadowing (b)Job Rotation  
(c)E-learning training (d)Network of parti-time Mums

31. What is a learning plan?  
 (a) A list that contains all the necessary elements for the delivery of an intervention  
 (b) A Strategic L&D objective  
 (c) A learning agreement between the employee of an organization  
 (d) AN intervention of career change
32. What are Human Rights?  
 (a) Special privileges  
 (b) Rights declared in UN Declaration of Human Rights  
 (c) Legal Proceedings  
 (d) Regulations
33. Why is the sustainability so important?  
 (a) Exclude some species  
 (b) Specify certain organization  
 (c) relates to only human beings  
 (d) Inclusive of all species

PART - B

(7 X 6 = 42)

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

34. (a) Define Organizational Behaviour. Discuss its meaning and significance.  
 [OR]  
 (b) Describe the development of a personality in an organizational context.
35. (a) Discuss the significance of Emotional Intelligence with apt illustrations.  
 [OR]  
 (b) Explain the need to improve interpersonal communication and its relevance.
36. (a) Write a detailed note on Group Cohesiveness with examples.  
 [OR]  
 (b) Explain the different types of power and its applications in suitable situations.
37. (a) Define Personality. Explain the different factors in creating personality.  
 [OR]  
 (b) Discuss the sources of stress and the ways to overcome the stress.
38. (a) Explain the factors affecting the organizational climate.  
 [OR]  
 (b) Enumerate the organizational dynamics and its approaches.
39. (a) Discuss the strategies to overcome the barriers of communication.  
 [OR]  
 (b) Distinguish Proactive Change Vs Reactive Change process with clear-cut dimensions.
40. (a) Discuss the challenges in building an organizational culture in an international levels with examples.  
 [OR]  
 (b) Define Organizational Development. Explain the nature and scope of OD and its necessary interventions.

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**MBA DEGREE EXAMINATION, MAY 2024**  
**ONLINE PROGRAMME EXAMINATIONS**  
**First Year - First Semester**  
**MANAGERIAL ECONOMICS**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

**PART - A**

(33 X 1 = 33)

Answer **all** the questions.

1. What is the primary focus of Managerial Economics?  
(a) Macro-level economic policies  
(b) Micro-level individual consumer behaviour  
(c) Both macro and microeconomic factors  
(d) Historical economic trends
2. How does the economic approach differ from other approaches in managerial decision-making?  
(a) It ignores external factors  
(b) It considers only short-term goals  
(c) It emphasizes rational decision-making based on economic principles  
(d) It relies solely on intuition
3. What does the term "marginal cost" refer to?  
(a) Total cost divided by quantity.  
(b) Change in total cost due to a one-unit change in quantity.  
(c) Fixed costs of production  
(d) Average cost multiplied by quantity.
4. Which of the following is an example of an explicit cost in managerial economics?  
(a) The salary of the company's CEO  
(b) The opportunity cost of using company-owned land.  
(c) The value of forgone alternatives  
(d) The depreciation of machinery
5. How do economic and business decisions relate in managerial economics?  
(a) Business decisions are influenced only by legal factors  
(b) Economic theory has no impact on business decisions  
(c) Economic theory provides a foundation for understanding and making business decisions  
(d) Business decisions are unrelated to market conditions
6. What is the function of a production possibility curve?  
(a) To show the trade-off between two goods  
(b) To determine the market demand  
(c) To illustrate the total revenue of a firm  
(d) To calculate the profit margin

7. Which of the following is an example of an external factor affecting demand?  
(a)Consumer preferences (b)Income levels  
(c)Government regulations (d)Price of related goods
8. What is the purpose of a demand curve?  
(a)To show the relationship between price and quantity demanded (b)To display the cost structure of a firm  
(c)To depict the production possibilities of a company (d)To indicate the level of competition in the market
9. What does elasticity of supply measure?  
(a)The responsiveness of quantity supplied to changes in price. (b)The sensitivity of consumer preferences  
(c)The impact of advertising on supply (d)The total quantity available in the market
10. What is the derivation of market demand?  
(a)The sum of individual consumer demands (b)The average of individual consumer demands  
(c)The maximum individual consumer demand (d)The minimum individual consumer demand
11. How can a managerial team use the production function in decision- making?  
(a)To calculate market demand (b)To analyze consumer preferences  
(c)To optimize resource allocation and production levels (d)To determine competitor's strategies
12. In the context of isoquants, what does an isoquant represent?  
(a)Different combinations of inputs that produce the same level of output (b)The relationship between price and quantity demanded  
(c)The level of fixed costs in the production process (d)The elasticity of demand for a product

13. In which market structure does a single seller dominate the market?  
(a) Perfect competition (b) Monopoly  
(c) Oligopoly (d) Monopolistic competition
14. In a competitive market, what condition characterizes market equilibrium?  
(a) Maximum price (b) Excess demand  
(c) Excess supply (d) Supply equals demand
15. In game theory, when players in a strategic interaction reach Nash equilibrium, what does it mean?  
(a) One player dominates others (b) No player has an incentive to unilaterally change their strategy  
(c) All players cooperate for a common goal (d) Players make random decisions
16. In the Prisoner's Dilemma, What is the incentive for each prisoner to betray the other?  
(a) To maximize the total payoff (b) To minimize their own individual punishment  
(c) To ensure cooperation for future interactions (d) To establish trust between them
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. How does cost reduction differ from cost control?  
(a) Cost reduction focuses on increasing expenses. (b) Cost control aims to decrease costs, while cost reduction targets specific cost elements.  
(c) Cost reduction and cost control are synonymous. (d) Cost reduction is irrelevant to business decisions.



19. What Characterizes Clerk's theory of dynamic profit?
- (a)Stable market condition
  - (b)Consistent revenue streams
  - (c)Constant innovation
  - (d)Limited competition
20. According to Frank H. Knight, which of the following is a type of profit associated with uncertainty and risk?
- (a)Normal profit
  - (b)Entrepreneurial profit
  - (c)Monopoly profit
  - (d)Economic profit
21. 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
22. How would you define "Profit" in the business context?
- (a)Revenue minus explicit costs
  - (b)Total revenue
  - (c)Income after tax
  - (d)Revenue minus all costs
23. What is common factor causing inflation?
- (a)Decrease in money supply
  - (b)Increase in demand for goods and services
  - (c)Reduction in production cost
  - (d)High employment rates
24. In the context of a country's balance of payments, a persistent trade deficit implies.
- (a)Increased national savings
  - (b)Strong domestic currency
  - (c)Accumulation of foreign debt
  - (d)Lower unemployment rates

25. How is per capita income calculated?  
(a) Total population divided by GDP  
(b) GDP divided by total population  
(c) Total exports divided by total imports  
(d) Government expenditure divided by total income
26. In recent developments in the Indian economy, which sector has shown significant growth contributing to the GDP?  
(a) Agriculture  
(b) Manufacturing  
(c) Services  
(d) Mining
27. What is the primary objective of antitrust regulations in the context of business?  
(a) Promoting monopolies  
(b) Encouraging collusion among competitions  
(c) Preventing anti-competitive behaviour and promoting fair competition  
(d) Maximizing industry profits
28. What is the primary purpose of measuring concentration in economic context?  
(a) To assess the environment impact of businesses  
(b) To evaluate the level of competition in a market  
(c) To regulate externalities in production  
(d) To determine the ethical practices of companies
29. How is utility analysis helpful in business decision-making?  
(a) It helps in maximizing costs.  
(b) It aids in minimizing total utility.  
(c) It guides in maximizing consumer satisfaction.  
(d) It focuses on increasing fixed costs.
30. What is the Giffen paradox related to in economics?  
(a) The law of demand  
(b) Inferior goods  
(c) Luxury goods  
(d) Elasticity of supply

31. What does cost behaviour refer to in business?  
(a) Consistency of costs (b) Predictability of costs in relation to business activities  
(c) Constant increase in costs (d) Ignoring cost variations
32. What is a characteristic of oligopoly in terms of pricing decisions?  
(a) Firms independently set prices without consideration for rivals (b) Firms follow a standardized pricing strategy  
(c) Firms coordinate pricing decisions due to interdependence (d) Firms have no control over pricing
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) Discuss the significance of managerial economics.  
[OR]  
(b) Explain scarcity, choice and opportunity cost using production possibility curve.
35. (a) Explain law of diminishing marginal utility with its assumptions.  
[OR]  
(b) Discuss the concept of elasticity of demand and explain its types.
36. (a) What is the law of supply? Explain determinants of supply as per supply function  
[OR]  
(b) Explain the concept of isoquants and its properties in detail
37. (a) What is monopolistic competition market? How is the price determined in this market situation?  
[OR]  
(b) What is the relevance of game theory in economics? Explain in detail.
38. (a) Explain the various types of costs that exists in short run and long run.  
[OR]  
(b) Briefly explain the relationship among cost, volume and profit.
39. (a) What are the objectives of profit planning.  
[OR]  
(b) What are business cycles? How are they relevant for economy?
40. (a) Explain the various methods of computing National Income.  
[OR]  
(b) Discuss the measures taken to regulate negative externalities.

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**MBA DEGREE EXAMINATION, MAY 2024  
ONLINE PROGRAMME EXAMINATIONS**

**First Year - First Semester  
Common for MBA(G/FM/LM/T/HRM)**

**QUANTITATIVE TECHNIQUES  
(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

(33 X 1 = 33)

PART - A

Answer **all** the questions.

1. A graph depicting the relationship between the cost per unit produced and the volume in units produced would be an \_\_\_\_\_ model of the real relationship.

- (a) Iconic (b) Analog  
(c) Symbolic (d) Normative versus descriptive

2. A random variable may be \_\_\_\_\_ in nature.

- (a) qualitative or quantitative (b) only qualitative  
(c) only quantitative (d) neither qualitative nor quantitative.

3.  $\frac{d}{dx}(e^x) = \underline{\hspace{2cm}}$ .

- (a) 1 (b) 0  
(c)  $e^x$  (d) -1.

4.  $\int \sin x \, dx = \underline{\hspace{2cm}}$ .

- (a)  $\sin x$  (b)  $-\sin x$   
(c)  $\cos x$  (d)  $-\cos x$

5.  $\frac{d}{dx}\left(\frac{x^{n+1}}{n+1}\right) = \underline{\hspace{2cm}}$ .

- (a)  $x^n$  (b) 1  
(c)  $x^{n+1}$  (d) 0

6. When an investigator uses the data which has already been collected by others, such data is called \_\_\_\_\_.
- (a)secondary data (b)Primary data  
(c)qualitative data (d)quantitative data
7. Which one is the true example of primary data from the following options?
- (a)Journal (b)Book  
(c)Census Report (d)Newspaper
8. Two types of research data include \_\_\_\_\_ data
- (a)Recognised and unrecognised (b)Structured and unstructured  
(c)Qualitative and quantitative (d)Organised and processed.
9.  $f(x) = x^2$  is an \_\_\_\_\_ function.
- (a)odd (b)constant  
(c)single (d)even
10. Rational function is of the form \_\_\_\_\_.
- (a) $p=q$  (b) $p*q$   
(c) $p/q$  (d) $p+q$

11. What is the Graphical method, simplex method and transportation method concerned with?
- (a) value analysis (b) queuing theory  
(c) linear programming (d) break even analysis
12. In the Simplex method if in pivot column all the entries are negative or zero when choosing leaving variable then
- (a) Solution is Degenerate (b) Solution is infeasible  
(c) Alternative optima (d) Unbounded
13. If the values of two variables move in the same direction, \_\_\_\_\_
- (a) The correlation is said to be non-linear (b) The correlation is said to be linear  
(c) The correlation is said to be negative (d) The correlation is said to be positive
14. Graphical method is used to solve LPP involving \_\_\_\_\_
- (a) 3 variables (b) 2 variables  
(c) 1 variables (d) more than 2 variables
15. The column, which is introduced in the matrix to balance the rim requirements, is known as \_\_\_\_\_.
- (a) Key column (b) Idle column  
(c) Slack column (d) Dummy Column

16. In the Northwest corner method, the allocations are made

- (a) Starting from the left-hand side top corner
- (b) Starting from the right-hand side top corner
- (c) Starting from the lowest cost cell
- (d) Starting from the lowest requirement and satisfying first

17. Normal distribution is symmetric about \_\_\_\_\_.

- (a) standard deviation
- (b) mean
- (c) covariance
- (d) variance

18. A shape of normal curve is \_\_\_\_\_ shape.

- (a) Bell
- (b) triangular
- (c) rectangular
- (d) circular

19. The Operations research technique which helps in minimizing total waiting and service costs is \_\_\_\_\_.

- (a) Queuing Theory
- (b) Decision Theory
- (c) Both (a) and (b)
- (d) None of the above

20. The total time required to complete all the jobs in a job sequencing problem is known as \_\_\_\_\_.

- (a) processing time
- (b) waiting time
- (c) elapsed time
- (d) idle time

21. The order in which machines are required for completing the jobs is called\_\_\_\_\_.
- (a)machines order (b)job order  
(c)processing order (d)working order
22. The first step in simulation is to\_\_\_\_\_.
- (a)Set up possible courses of action for testing (b)Construct a numerical model  
(c)Validate the model (d)Define the problem
23. Customer behaviour in which the customer moves from one the queue to another in a multiple channel situation is\_\_\_\_\_.
- (a)balking (b)reneging  
(c)jockeying (d)alternating
24. Service mechanism in a queuing system is characterized by\_\_\_\_\_.
- (a)server's behaviour (b)customer's behaviour  
(c)customers in the system (d)all of the above
25. A person who leaves the queue by losing his patience to wait is said to be\_\_\_\_\_.
- (a)Reneging (b)Balking  
(c)Jockeying (d)Collusion



26. For a simple queue (M/M/1)  $\rho = \frac{\lambda}{\mu}$  is known as \_\_\_\_\_.

(a)Poisson busy period

(b)Random factor

(c)Traffic intensity

(d)Exponential service factor

27. A type of decision-making environment is \_\_\_\_\_.

(a)certainty

(b)uncertainty

(c)risk

(d)all of these

28. Decision theory is concerned with

(a)methods of arriving at an optimal decision

(b)selecting optimal decision in a sequential manner

(c)analysis of information that is available

(d)all of these

29. \_\_\_\_\_ decisions are those which affect the business in the short run

(a)Tactical

(b)Strategic

(c)Event

(d)The Decision-maker

30. Which of the following criterion is not used for decision-making under uncertainty?

(a)maximin

(b)Maximax

(c)minimax

(d)minimize expected loss

N1091

31. Which of the following criterion is not applicable to decision-making under risk?
- (a) maximize expected return (b) maximize return  
(c) minimize expect regret (d) knowledge of likelihood occurrence of each state of nature
32. The expected value of perfect information (EVPI) is\_\_\_\_\_.
- (a) equal to expected regret of the optimal decision under risk (b) the utility of additional information  
(c) maximum expected opportunity loss (d) none of the above
33. The value of the coefficient of optimism (a) is needed while using the criterion of \_\_\_\_\_.
- (a) equally likely (b) maximin  
(c) realism (d) minimax

PART - B

(7 X 6 = 42)

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

34. (a) Explain Qualitative and Quantitative random variables.

[OR]

(b) Find  $\frac{dy}{dx}$  and  $\left(\frac{dy}{dx}\right)_{x=3}$  for  $y = x^3$

35. (a) Explain the polynomial function.

[OR]

- (b) A person requires 10, 12 and 12 units of chemicals A, B and C respectively for his garden. A liquid product contains 5, 2 and 1 units of A, B and C respectively per jar. A dry product contains 1, 2 and 4 units of A, B, C per carton. If the liquid product sells for ₹ 3 per jar and the dry product sells for ₹2per carton, what should be the number of jars that needs to be purchased, in order to bring down the cost and meet the requirements?

36. (a) Calculate correlation r by Karl Pearson method.

X	1	2	3	4	5	6	7	8	9
Y	9	8	10	12	11	13	14	16	15

[OR]

- (b) Determine an initial basic feasible solution to transportation problem using North West Corner Rule.

	1	2	3	4	supply
A	6	4	1	5	14
B	8	9	2	7	16
C	4	3	6	2	5
Requirement	6	10	15	4	35

37. (a) Discuss the types of probability

[OR]

(b) Explain Poisson distribution

38. (a) Analyze the methodology of operations research

[OR]

(b) Determine the minimize the total elapsed time.

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

39. (a) Explain advantages of simulation

[OR]

(b) A car park contains 5 cars. The arrival of cars is Poisson at a mean rate of 10 per hour. The length of time each car spends in the car park is exponential distribution with mean of 0.5 hours. How many cars are in the car park on an average?

40. (a) What is Laplace criterion?

[OR]

(b) Describe Advantages of Decision Tree.

N1092

COURSE CODE

205421/205521/  
205621/205721/  
205821

**M.B.A. DEGREE EXAMINATION, MAY 2024**  
**ONLINE PROGRAMME EXAMINATIONS**  
**First Year - Second Semester**  
**RESEARCH METHODS**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

(33 X 1 = 33)

PART - A

Answer **all** the questions.

1. Which type of research aims to explore new phenomena, generate theories and understand complex social and business issues?  
  
(a) Descriptive research (b) Exploratory research  
(c) Experimental research (d) Causal research
2. Which of the following is a primary step in social science research?  
  
(a) Preparing the Research Design (b) Developing the Research Hypothesis  
(c) Formulation of research problem (d) Execution of the Project
3. The research is mainly focusing testing theories and hypothesis rather than its practical applicability. It is known as ?  
  
(a) Applied research (b) Pure research  
(c) Action research (d) Participatory research
4. Which of the following is NOT a common survey administration methods?  
  
(a) Face-to-face interviews (b) Online questionnaires  
(c) Telephone interviews (d) Laboratory experiments
5. ....is NOT a characteristic of a well-defined research problem.  
  
(a) Ambiguity (b) Relevance  
(c) Complexity (d) Specificity

N1092

6. ....is an important reason to review the existing literature.
- (a)To make sure you have a long list of references (b)Because without it, you could never reach the required word-count
- (c)To find out what is already known about your area of interest (d)To help in your general studying
7. What does the term 'longitudinal design mean?
- (a)A study completed far away from where the researcher lives. (b)A study which is very long to read.
- (c)A study with two contrasting cases. (d)A study completed over a distinct period of time to map changes in social phenomena
8. .... is/are the conditions in which Type-I error occurs.
- (a)the null hypotheses get accepted even if it is false (b)The null hypotheses get rejected even if it is true
- (c)Both the null hypotheses as well as alternative hypotheses are rejected (d)None of the above
9. An Image, perception or concept that is capable of measurement is called.....
- (a)Scale (b)Hypothesis
- (c)Type (d)Variable
10. Which of the following is a characteristic of a well-constructed hypothesis?
- (a)It is vague and ambiguous. (b)It is based solely on anecdotal evidence.
- (c)It is testable and falsifiable. (d)It cannot be supported or refuted by evidence.

11. Which one is called non-probability sampling?
- (a)Quota sampling  
(c)Systematic sampling
- (b)Cluster sampling  
(d)Stratified random sampling
12. .... is the term used to describe the difference between sample statistics and population parameters.
- (a)Sampling frame  
(c)Sampling error
- (b)Sampling bias  
(d)Population parameter
13. Which technique is generally followed when the population is finite?
- (a)Systematic Sampling Technique  
(c)Area Sampling Technique
- (b)Purposive Sampling Technique  
(d)None of the above
14. What is the sampling unit?
- (a)The population  
(c)All the individual elements of the final sample, drawn together
- (b)The basic unit containing the elements of the population to be sampled  
(d)The method used to collect the sample.
15. ....is a method of collecting primary data in which a number of individuals with a common interest interact with each other.
- (a)Group interview  
(c)direct interview
- (b)depth interview  
(d)focused interview

16. Which data collection tool is most commonly used for collecting quantitative data from a large sample of participants?
- (a) Surveys/questionnaires (b) Interviews  
(c) Observations (d) Focus groups
17. The term used to describe the process of pretesting a questionnaire with a small sample of participants to identify potential issues is .....
- (a) Validation (b) Reliability testing  
(c) Pilot testing (d) Randomization
18. .... is the term used to describe a question that allows participants to provide their own answers without predefined response options.
- (a) Closed-ended question (b) Dichotomous question  
(c) Open-ended question (d) Likert scale question
19. The ..... scale measurement has a natural zero.
- (a) Ratio (b) Nominal  
(c) Ordinal (d) Interval
20. What is the term used to describe a type of scaling where respondents rate items based on their perceived characteristics or attributes?
- (a) Likert scale (b) Guttman scale  
(c) Semantic differential scale (d) Thurstone scale

21. Which of the following techniques is an example of multivariate analysis used to identify underlying patterns of groupings in a dataset with multiple variables?
- (a)Factor Analysis  
(c)One-way ANOVA
- (b)Independent t-test  
(d)Chi-square test for independence
22. ....is the process of assigning numerals or other symbols to the answers.
- (a)Classification  
(c)Editing
- (b)Coding  
(d)Data adjusting
23. Which test is the part of the parametric test?
- (a)Sign Test  
(c)Kruskal-Willis Test
- (b)Run Test for Randomness  
(d)Z-test
24. When is the chi-square test for homogeneity used?
- (a)To compare observed frequencies to expected frequencies  
(c)To test whether proportions are the same across different groups.
- (b)To examine the association between two categorical variables.  
(d)to determine the goodness of fit of observed data to an expected distribution.
25. Which non-parametric test is used to analyze the relationship between two ordinal variables?
- (a)Mann-Whitney U test  
(c)Kruskal-Wallis test
- (b)Spearman's rank correlation  
(d)Wilcoxon signed –rank test



26. Which of the following assumptions is not required for non-parametric tests?
- (a) Normal distribution of the data  
(b) Independence of observations  
(c) Homogeneity of variances  
(d) Continuous measurement scale.
27. Copies of data collection instruments are included in .....
- (a) references  
(b) appendices  
(c) bibliography  
(d) footnotes
28. How does a report writer ensure coherence in the document?
- (a) Including irrelevant information  
(b) Ignoring logical flow  
(c) Using transitional phrases  
(d) Disregarding a clear structure
29. The F-test:
- (a) Is essentially a two-tailed test  
(b) Is essentially a one-tailed test  
(c) Can be one-tailed as well as two-tailed depending on the hypotheses  
(d) Can never be one-tailed test
30. A research problem is feasible only when
- (a) It has utility and relevance  
(b) It is new and adds something to knowledge  
(c) It is researchable  
(d) All of the above

31. Questions in which only two alternatives are possible is called
- (a) Multiple choice questions (b) Dichotomous questions  
(c) Open ended questions (d) Structured questions
32. When one examines the entire population instead of a subgroup of the population, this is called a .....
- (a) Sampling (b) Census  
(c) Population (d) Bias
33. A comprehensive full Report of the research process is called
- (a) Thesis (b) Summary Report  
(c) Abstract (d) Article

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.

N1093

COURSE CODE

205422/205522/  
205622/205722/  
205822

**M.B.A. DEGREE EXAMINATION, MAY 2024**  
**ONLINE PROGRAMME EXAMINATIONS**  
**First Year - Second Semester**  
**BUSINESS ENVIRONMENT**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

(33 X 1 = 33)

PART - A

Answer **all** the questions.

1. Micro environment factors in business include all of the following EXCEPT:

- (a) Customers (b) Competitors  
(c) Suppliers (d) Government regulations

2. ....are generally considered as controllable factors.

- (a) Internal factors (b) External factors  
(c) Cost of production (d) None of these

3. PESTLE analysis is primarily used for :

- (a) Analyzing competitors in the market (b) Assessing the internal capabilities of a company  
(c) Understanding the external factors influencing a business (d) Identifying consumer preferences and behaviors

4. Which component of PESTLE analysis assesses factors like innovation, automation and research and development?

- (a) Political (b) Economic  
(c) Social (d) Technological

5. Political instability in a country typically leads to :

- (a) Increased investment confidence (b) Higher inflation rates  
(c) Decreased international trade (d) Both b & c

N1093

6. A Government imposing tariffs on imported goods is an example of a political action affecting:
- (a) Consumer behaviour
  - (b) Market competition
  - (c) Supply chain management
  - (d) International trade
7. Monetary policy in India is framed by the .....
- (a) RBI
  - (b) Ministry of Finance
  - (c) Ministry of corporate affairs
  - (d) Planning commission
8. Public Enterprise is defined as .....
- (a) An organization run by joint efforts of Centre and State Governments.
  - (b) An organization which caters to the needs relating to public utilities.
  - (c) An organization in which capital is invested by public.
  - (d) A business organization wholly or partly owned by the state and controlled through a public authority
9. GDP stands for .....
- (a) Gross domestic product
  - (b) General domestic produce
  - (c) Government developmental plan
  - (d) Gross digital promotion
10. Inflationary pressures in an economy are typically accompanied by:
- (a) Decreasing prices of goods and services
  - (b) Stagnant economic growth
  - (c) Rising interest rates
  - (d) Declining consumer demand

11. Which institution plays a crucial role in promoting exports from India by providing financial assistance, export credit insurance, and advisory services?

- (a) Industrial Development Bank of India (IDBI)
- (b) Reserve Bank of India (RBI)
- (c) Small Industries Development Bank of India (SIDBI)
- (d) Export-Import Bank of India (EXIM Bank)

12. The index representing the top 30 companies listed on the Bombay Stock Exchange (BSE) is known as:

- (a) Nifty
- (b) Sensex
- (c) Dow Jones
- (d) NASDAQ

13. In the case of direct taxes, the burden directly falls on .....

- (a) Government
- (b) Income Tax Department
- (c) Taxpayer
- (d) Only businesses

14. The Industrial Policy announced by the Government in the year .....accepted the fact that foreign investment is essential for modernization, technology upgradation and industrial growth of India.

- (a) 1980
- (b) 1991
- (c) 1995
- (d) 2000

15. When a group of employees come together to form an organization with the sole purpose of ensuring and securing various benefits for the employees, it is known as .....

- (a) Focus group
- (b) Trade Union
- (c) WPM
- (d) Quality circle

N1093

16. The Employees' State Insurance Act was enacted in the year .....
- (a)1948 (b)1952  
(c)1961 (d)1976
17. The technology life cycle has .....stages.
- (a)3 (b)4  
(c)5 (d)6
18. ....are those costs or expenses that require a cash payment in the current period or during a project.
- (a)out-of-pocket cost (b)opportunity cost  
(c)marginal cost (d)production cost
19. The .....established in 1982 by the GoI, is an institutional mechanism to help promote knowledge based and technology driven enterprises.
- (a)Council of Scientific and Industrial Research (b)Controller General of Patents, Designs and Trademarks  
(CSIR)  
(c)National Science & Technology Entrepreneurship Development Board (NSTEDB) (d)Defense Research and Development Organization  
(DRDO)
20. In the United States, the clean technology industry is largely based in .....
- (a)New York (b)Texas  
(c)Washington (d)Silicon Valley

21. . . . .refers to an economy where the government imposes few or no restrictions and regulations on buyers and sellers.
- (a)Planned economy (b)Command economy  
(c)Monopolistic (d)Free market economy
22. Only . . . . .categories of industries require industrial licensing under the industries (Development and Regulation) Act, 1951 (IDRA).
- (a)4 (b)5  
(c)6 (d)7
23. Which among the following is NOT a renewable form of energy?
- (a)Natural gas (b)Nuclear power  
(c)Solar energy (d)Geothermal
24. . . . .refers to any person who buys any goods for a consideration, which has been paid or promised payment.
- (a)Retailer (b)Seller  
(c)Wholesaler (d)Consumer
25. A fiscal deficit means that the country is . . . . .
- (a)spending less than its income (b)spending more than its income  
(c)not making income (d)saving capital future from the income

26. FEMA stands for .....

- (a) Foreign Exchange Management Act
- (c) Foreign Exports Management Act

- (b) Fiscal Exchange Management Act
- (d) Financial Evaluation & Management Act

27. World Trade Organization is headquartered in .....

- (a) Geneva Switzerland
- (c) Washington, USA

- (b) Munich, Germany
- (d) Moscow, Russia

28. The term ..... is a process of transferring public ownership to the private sector.

- (a) Amalgamation
- (c) disinvestment

- (b) Merger
- (d) Stock split

29. IMF is governed by and accountable to the ..... countries that make up its near-global membership.

- (a) 166
- (c) 189

- (b) 175
- (d) 191

30. .... the first of the five MS is the most significant factor.

- (a) Material
- (c) Machines

- (b) Money
- (d) Man



31. . . . . is a condition of slow economic growth and relatively high unemployment or economic stagnation accompanied by rising prices or inflation.
- (a) deflation (b) stagflation  
(c) disinvestment (d) pandemic
32. Which of the following is a direct tax?
- (a) Value Added Tax (VAT) (b) Goods and Services Tax (GST)  
(c) Corporate Income Tax (d) Excise duty
33. The oldest stock exchange in India is:
- (a) Bombay Stock Exchange (BSE) (b) National Stock Exchange (NSE)  
(c) Calcutta Stock Exchange (CSE) (d) Madras Stock Exchange (MSE)

PART - B

(7 X 6 = 42)

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

34. (a) Explain briefly constituents of business environment.
- [OR]
- (b) State the types of fundamental issues captured in PESTLE
35. (a) Explain the regulative and control functions of government in businesses.
- [OR]
- (b) State the various role of public and private sectors in industrial development.
36. (a) Explain about the Global Trade and Investment environment.
- [OR]
- (b) Explain about stock exchanges and its regulations.
37. (a) Write the Export Import policy of Government.
- [OR]
- (b) Explain about workers participation in management.
38. (a) Write about Technology development phase in the economy.
- [OR]
- (b) Mention the various impacts of Technology in globalization.
39. (a) Write a short note about IDRA and industrial licensing.
- [OR]
- (b) Explain the law on environmental protection.
40. (a) Discuss the facts of liberalization and its impact on business growth.
- [OR]
- (b) Explain the role of world bank in economic development.



N1094

COURSE CODE

205423/205523/  
205623/205723/  
205823

**M.B.A. DEGREE EXAMINATION, MAY 2024**  
**ONLINE PROGRAMME EXAMINATIONS**  
**First Year - Second Semester**  
**BUSINESS LAWS**  
**Common for MBA(G)/FM/LM/T/HRM**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

(33 X 1 = 33)

PART - A

Answer **all** the questions.

1. The Indian Contract Act originally contained .....

(a) 266 sections	(b) 123 sections
(c) 75 sections	(d) 260 sections

2. An agreement is .....

(a) Accepted proposal	(b) Set of promises
(c) Promise	(d) Set of Obligations

3. Contract is an agreement

(a) Defining the legal relationship between parties	(b) Creating legal relationship between parties
(c) Creating and defining legal relationship between parties	(d) Enforcing legal relationship between parties

4. Legal relationship means .....

(a) Lawful relationship	(b) Relationship permissible by law
(c) Legal rights and obligations	(d) All rights and obligations

5. Lawful offer is .....

(a) Promise	(b) Legal relation
(c) Proposal	(d) Presentation

N1094

6. An offer is not different from .....

(a)Advertisement

(b)Price list

(c)Proposal for doing or not doing something

(d)Display of the goods

7. Consideration may not be in the form of .....

(a)Act

(b)Abstinence

(c)Promise

(d)Money

8. Every citizen is at liberty to conduct ..... Temporary text

(a)Any profession

(b)Lawful profession

(c)Business of his choice

(d)Any Business

9. An Insurance contract is.....

(a)Valid

(b)Void

(c)Voidable

(d)Valid for a particular period of time

10. Transaction based on wagering agreement are void.....

(a)In every place throughout the whole country

(b)Only in Jammu and Kashmir

(c)Only in Calcutta

(d)Only in Maharashtra & Gujarat

N1094

11. Quasi – contracts are based on .....
- (a)Surrounding circumstances
  - (b)Naturally created rights and obligation
  - (c)Principal of equity and justice
  - (d)Principal of reasonableness and fairness
12. Contingent Contracts are .....
- (a)always valid
  - (b)may be valid
  - (c)may be voidable
  - (d)may be unenforceable
13. In Novation of contract.....
- (a)Parties of contract remain same
  - (b)Parties may be altogether new
  - (c)One party of old contract and one from new
  - (d)All of these above
14. Rescission occurs under which circumstance.....
- (a)By mutual agreement
  - (b)When contract become illegal
  - (c)When contract is performed by both parties
  - (d)When law declares it as void
15. Material alteration does not involve, change with regard to
- (a)The amount of money to be paid
  - (b)Time of payment
  - (c)Place of payment
  - (d)Correction of error in words and figures

16. Reciprocal promises may be of .....

- (a) Two types
- (c) Three types

- (b) Only one type
- (d) Four types

17. Liabilities in a contract .....

- (a) Can be assigned
- (c) Can be assigned in some situations

- (b) Cannot be assigned
- (d) Can be assigned with the consent of promise

18. "Sale" is also known as .....

- (a) Absolute sale
- (c) Contingent sale

- (b) Conditional sale
- (d) All of the above

19. Appropriation to be legally valid must be .....

- (a) Unconditional
- (c) By mutual consent

- (b) Unintentional
- (d) Both A and C

20. Reservation of right of disposal by seller means .....

- (a) Putting some condition on the buyer
- (c) Not transferring ownership

- (b) Making documents of title in the name of his agent.
- (d) Not giving delivery of goods to the buyer

N1094

21. Delivery of goods may be either .....

(a)Actual

(c)Symbolic

(b)Constructive

(d)All the above

22. Ownership of the goods can be transferred .....

(a)Without making payment of the price

(c)By making payment of price only

(b)Without making delivery of goods

(d)Both A and B

23. Unpaid seller has a right against.....

(a)The goods

(c)The Buyer

(b)The carrier of goods

(d)A and C

24. Right of lien can be exercised by the seller.....

(a)Through the assignee

(c)Through the creditor

(b)Through the employee

(d)only by seller himself

25. Partner is .....

(a)An agent of the firm

(c)Agent as well as principal

(b)Principal to other partners

(d)None of these

N1094

26. The liability of a partner is .....

- (a) Unlimited
- (b) Limited
- (c) Limited to his share in profit and assets of the firm
- (d) Limited by guarantee given by him

27. In partnership, there is .....

- (a) Co-ownership
- (b) Mutual agency
- (c) Fiduciary relation
- (d) All of these

28. Registration of partnership is .....

- (a) Compulsory by law
- (b) optional
- (c) obligatory by the circumstances
- (d) registration of the firm is compulsory for the purpose of income tax

29. Legal effect of registration is .....

- (a) creation of partnership
- (b) reliable evidence of the existence of the firm
- (c) legal entity of partnership
- (d) A and C

30. Every partner is subject to the duties .....

- (a) Mandatory duties
- (b) Duties subject to agreement
- (c) Duties under the provisions of this Act
- (d) A and B



31. The property of the firm must be used .....
- (a)for mutual benefit of the partner (b)for personal benefits of the partners  
(c)for the purpose of business of the firm (d)A and B
32. Implied authority of a partner is derived from .....
- (a)conduct of parties (b)Law  
(c)Business usage (d)All A, B and C
33. The information Technology Act came into force on .....
- (a)2000 (b)2001  
(c)2002 (d)None of the above

PART - B

(7 X 6 = 42)

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

34. (a) Explain the characteristics of Indian Contract Act.  
[OR]  
(b) Distinguish between acceptance and revocations.
35. (a) Explain the types of consideration.  
[OR]  
(b) Explain the importance of Bailment and pledge
36. (a) Discuss the importance of sales of goods Act 1930.  
[OR]  
(b) Explain the duties and rights of common carriers.
37. (a) Explain the features of Negotiable Instruments Act 1881.  
[OR]  
(b) Write the fundamental principles of Life Insurance.
38. (a) Discuss the objectives of Indian Partnership Act 1932.  
[OR]  
(b) Write the characteristics of Incorporation of companies.
39. (a) Explain the importance of companies Act 1956.  
[OR]  
(b) Write the process of formation of a company.
40. (a) Explain the significance of Information Technology Act 2000.  
[OR]  
(b) Write the salient features of Right to Information Act 2005.

**M.B.A. Degree Examination May 2024**  
**Common for M.B.A. (G)/FM/LM/T/HRM**  
**ONLINE PROGRAMME EXAMINATIONS**  
**First Year Second Semester**  
**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 organizations are:  

(a) Management-level system	(b) Operational-level system
(c) Knowledge-level system	(d) Strategic level system
  
2. In an information system which one is not a technology driver for an information system?  

(a) knowledge asset management	(b) networks and the Internet
(c) object technologies	(d) enterprise applications
  
3. In a formal system development process which of the following  

(a) statement of the system users' business requirements	(b) business problem statement.
(c) software and technical hardware solution for the business problem	(d) Specification and technical blueprints for a solution that fulfills the business requirements.
  
4. Which of the following information system supports planning and assessment needs of executive management?  

(a) TPS	(b) DSS
(c) MIS	(d) None of these
  
5. Who have concerned with tactical (short-term) operational problems and decision making ?  

(a) supervisors	(b) mobile managers.
(c) middle managers	(d) executive managers

6. Which of the following application of information is used to scan an organization's environment?
- (a)world wide  
(c)external communication.
- (b)internal communication  
(d)sensing.
7. Management information systems (MIS)
- (a)Development and share documents that support day-today office activities.  
(c)use the transaction data to produce information needed by managers to run the business
- (b)process business transactions (e.g., time cards, payments, orders, ecapture and reproduce the knowledge of an expert problem solver  
(d)none of the above
8. Which one is the organizations Back Bone?
- (a)capital  
(c)management
- (b)employee  
(d)information
9. Which of the following is responsible for the systems development, budget, on-time development and with acceptable quality?
- (a)systems owner  
(c)project manager
- (b)systems designer  
(d)user systems builder
10. In information system Which one is not a business driver?
- (a)security and privacy  
(c)knowledge asset management
- (b)collaboration and partnership  
(d)proliferation of networks and the Internet

11. Short form of AI
- (a)Artificial information (b)Artificial intelligence  
(c)Artificial integration (d)None of the above
12. In which phase of the system development process specifications for a solution that fulfills the business requirements is undertaken and the technical blueprint is developed
- (a)feasibility analysis (b)system design  
(c)system implementation (d)system initiation
13. A university creates a web-based information system that gives access to faculty who can record student grades and advise students, this is an example of a/an CRM.
- (a)ERP (b)extranet  
(c)213 (d)none of the above
14. Using a business performance management software to monitor performance \_\_\_\_\_
- (a)reduces costs (b)adds value  
(c)manages risks (d)create a new opportunity
15. What is the primary outcome of web self-services that is offered by the bank for customers?
- (a)reduces costs (b)manages risks  
(c)adds value (d)creates a new opportunity

16. \_\_\_\_\_ is the general transformation cycle for information?
- (a) data to information to knowledge  
(b) data to knowledge to information  
(c) knowledge to data to information  
(d) information to data to knowledge
17. Which attribute manager require for quality information?
- (a) media  
(b) timeliness  
(c) presentation  
(d) relevance
18. The legal constraints Monitoring by a company which operates under requires review of:
- (a) a company's macro-environment  
(b) a company's micro-environment  
(c) a company's customers  
(d) a company's outputs
19. \_\_\_\_\_ represented an information flow diagram?
- (a) Source  
(b) Entity  
(c) Attribute  
(d) Process
20. The DBA is
- (a) a computer device  
(b) a person  
(c) a communication technique  
(d) All of the above

21. \_\_\_\_\_ is depicted by web blueprint.
- (a)the layout of a website.
  - (b)the layout of an index page.
  - (c)the layout of the home page
  - (d)the layout of an individual web page
22. \_\_\_\_\_ is the collection of UML depicts information systems :
- (a)Objects
  - (b)Processes
  - (c)Entities
  - (d)Data
23. which statement satisfy taxonomy?
- (a)A list of equivalent terms
  - (b)A browsable hierarchy
  - (c)A complex controlled vocabulary showing relationships
  - (d)none of these
24. Which statement is incorrect about XML schemas?
- (a)Schemas provide data-oriented data types
  - (b)They offer more flexibility than DTDs
  - (c)Schemas are defined by XSD tag
  - (d)All XML documents must have a schema
25. \_\_\_\_\_ done in the Credit checking.
- (a)order entry system
  - (b)quotation system
  - (c)order processing system
  - (d)any of the above

26. \_\_\_\_\_ relates to enterprise interoperability?

(a)XML

(b)DFD

(c)Information flow diagram

(d)Entity relationship diagram

27. For a web site, \_\_\_\_\_ is not a type of navigation system.

(a)Local

(b)Regional

(c)National

(d)Global

28. \_\_\_\_\_ is not a part of an acceptable use policy?

(a)Encryption policies

(b)Allowable use of systems

(c)Legal obligations

(d)User responsibilities

29. \_\_\_\_\_ is a part of a static view of information?

(a)Metadata

(b)Logical data model

(c)Data flow model

(d)Information process model

30. Information systems that support the business functions that reach out to suppliers are known as:

(a)decision support systems

(b)expert information systems

(c)back-office information systems

(d)front office information systems

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31. \_\_\_\_\_ not a class information system applications?
- (a)office automation system (b)expert system  
(c)decision support system (d)database management system
32. The transactions flow in business processes to ensure that appropriate checks and approvals are implemented is called:
- (a)procedures or flow control (b)process flow  
(c)work flow (d)process requirements
33. \_\_\_\_\_ is an Example of Open database connectivity (OBDC) tools.
- (a)middleware (b)tool kit  
(c)interfaceware (d)layerware

PART - B

(7 X 6 = 42)

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

34. (a) Explain the components of Information system.  
[OR]  
(b) Explain the Evolution of MIS.
35. (a) Explain the characteristics of MIS.  
[OR]  
(b) Explain the importance of Decision Support System.
36. (a) Discuss the artificial intelligence and expert system in detail.  
[OR]  
(b) Explain the recent developments in information technology.
37. (a) Explain the features of electronic bulletin board systems.  
[OR]  
(b) Write the advantages and disadvantages of communication network.
38. (a) Discuss the MIS for research production.  
[OR]  
(b) Write a short note on ERP Systems.
39. (a) Explain the importance of Electronic Data Inter-change.  
[OR]  
(b) Write the different types of computer system processing.
40. (a) Explain the significance of management information resources and technologies.  
[OR]  
(b) Write the societal challenges of information technology.





N1096

COURSE CODE

205425/205525/

205625/205725/

205825

**M.B.A. DEGREE EXAMINATION, MAY 2024**  
**ONLINE PROGRAMME EXAMINATIONS**  
**First Year - Second Semester**  
**HUMAN RESOURCE MANGEMENT**  
**COMMON FOR MBA(G)/FM/LM/T/HRM**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. QWL is
  - (a)Quantity of women life
  - (b)Quality of women life
  - (c)Quantity of work life
  - (d)Quality of work life
  
2. The beginning of pre-industrial era in the evolution of HR is around
  - (a)1100 AD
  - (b)700 AD
  - (c)2000 AD
  - (d)1400 AD
  
3. Organizational ..... is used to make the organization competitive.
  - (a)Restructuring
  - (b)Mirroring
  - (c)Monitoring
  - (d)Behaviour
  
4. 'Organizational design' deals with .....aspects of organization.
  - (a)Technical
  - (b)Structural
  - (c)Behavioral
  - (d)Virtual
  
5. ....is one of the methods of collecting job analysis data.
  - (a)personal observation
  - (b)interpersonal observation
  - (c)experiment
  - (d)case study

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6. Succession planning was first introduced by.....
- (a)F.W.Taylor (b)Henry Fayol  
(c)Peter Drucker (d)Maslow
7. ....is the process of weeding out the unsuitable candidates.
- (a)selection (b)induction  
(c)orientation (d)placement
8. ....employees tend to be with a firm for a long time.
- (a)Ad-hoc (b)contract  
(c)temporary (d)leased
9. ....is a face-to-face personal appraisal method of evaluating the applicant.
- (a)Experiment (b)Observation  
(c)Case study (d)Interview
10. The interview proves to be almost a universal ....tool
- (a)Training (b)Development  
(c)Selection (d)Job evaluation

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11. ....is a technique by which a new employee is rehabilitated into the changed surroundings of a new company.

(a)Placement

(b)Orientation

(c)Selection

(d)Promotion

12. ....is one of the methods of off-the-job training.

(a)conference

(b)coaching

(c)understudy

(d)Job rotation

13. The .....training purpose to develop awareness and sentiments to one's own and others'' behavioral patterns.

(a)role-play

(b)sensitivity

(c)case study

(d)in-basket

14. ....forms a favorite technique broadens the understanding of several business situations.

(a)case study

(b)vestibule training

(c)coaching

(d)job rotation

15. .... are extra financial motivation.

(a)wage

(b)salary

(c)incentives

(d)fringe benefits

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16. The employees are given freedom to choose how they want part of their remuneration to come to them is .....

- (a)Fringe benefit
- (b)salary
- (c)wages
- (d)flexible salary system

17. Which is not the problem face by employees at the work place?

- (a)interpersonal conflict
- (b)social media threat
- (c)gossip
- (d)bullying

18. ....refers to behavior which is intended to trouble or annoy someone.

- (a)retention
- (b)appraisal
- (c)harassment
- (d)change

19. ....is more reliable and easier under the paired comparison method.

- (a)ranking
- (b)grading
- (c)checklist
- (d)forced choice

20. A set of objectives on descriptive statements about the employee and his behaviours is.....

- (a)ranking
- (b)graphic rating
- (c)checklist
- (d)grading

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21. ....equity refers to equity shares offered to the company's employees on favourable terms.
- (a)sweat (b)sweep  
(c)street (d)spot
22. There is no increase in the employee's pay as a result of promotion is .....promotion.
- (a)limited (b)dry  
(c)multiple chain (d)basic
23. ....benefit is given to the dependents of an employee dies in an industrial accident.
- (a)funeral (b)sickness  
(c)dependent (d)disablement
24. The workmen's compensation act was established by the government in the year .....
- (a)1948 (b)1956  
(c)1923 (d)1976
25. .... is a mutual give and take method of arriving at the settlement of dispute.
- (a)trade unionism (b)collective bargaining  
(c)arbitration (d)counseling

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26. The code of discipline adopted by Indian labour conference in .....
- (a)1957 (b)1923  
(c)1948 (d)1956
27. ....research gives a complete understanding of human behavior in the context of organizations.
- (a)training (b)personnel  
(c)payroll (d)health
28. Data recorded in electronic mode is called as .....
- (a)E- record (b)Information system  
(c)Manual record (d)personnel record
29. ....is used widely to check the organizational performance in the management of human resources.
- (a)HR accounting (b)HR audit  
(c)HR management (d)HR development
30. The ..... may average from 30 per cent to 50 per cent of the basic salary.
- (a)incentives (b)reward  
(c)bonus (d)benefit

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31. Result oriented appraisal is also called .....
- (a)BARS (b)MBO  
(c)Assessment centers (d)360\* appraisal
32. ....is a process by which the employee is downgraded and sent to a lower position.
- (a)promotion (b)separation  
(c)transfer (d)demotion
33. When an employee leaves the company on his own accord, it is known as .....separation.
- (a)voluntary (b)involuntary  
(c)forced (d)coerced

PART - B

(7 X 6 = 42)

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

34. (a) Explain the evolution of Human Resource Management.
- [OR]  
(b) Discribe the challenges faced in HRM.
35. (a) Explain the process of Human Resource planning.
- [OR]  
(b) Explain the roles and responsibilities of HR department.
36. (a) Explain common Interview mistakes and computer aided interview.
- [OR]  
(b) Elucidate training methods for operatives and supervisors.
37. (a) Explain on-the-job and off-the-job development techniques.
- [OR]  
(b) Write a short note on Bonus, Incentives and Fringe Benefits.
38. (a) Explain Employment Retention strategies for production and service industry.
- [OR]  
(b) Explain elaborately on Job Evaluation methods.
39. (a) Write a note on sweat equity, labour attrition.
- [OR]  
(b) Describe statutory and non-statutory benefits of employees.
40. (a) Discuss the Dismissals and workers participation in management.
- [OR]  
(b) Explain the scope and importance of personnel research and personnel audit.



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COURSE CODE

205431/205531/

205631/205731/

205831

**M.B.A. DEGREE EXAMINATION, MAY 2024**  
**ONLINE PROGRAMME EXAMINATIONS**  
**Second Year - Third Semester**  
**MARKETING MANAGEMENT**  
**Common for MBA(G)/FM/LM/T/HRM**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. How does successful marketing create jobs?  
(a)By raising the standard of living  
(b)By encouraging conspicuous consumption  
(c)By increasing brand equity  
(d)By building demand for product and services
2. In the four 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
3. \_\_\_\_\_ Management is the art and science of choosing target markets and getting, keeping, and growing customers through creating, delivering, and communicating superior customer value.  
(a)Marketing  
(b)Knowledge  
(c)Operations  
(d)Strategic
4. \_\_\_\_\_ is the ability to meet each customer's requirements by preparing products on a mass basis but then individually finalizing the product for each customer, along with corresponding services, programs, and communications.  
(a)Strategic targeting  
(b)Customer focus  
(c)Tactical targeting  
(d)Mass customization
5. Which of these is considered the ultimate level of targeting?  
(a)The one-to-one approach  
(b)Mass marketing  
(c)Mass customization  
(d)Personalized service

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6. Identifying the metrics underlying the performance of a given business unit is a key aspect of \_\_\_\_\_
- (a) itemizing corporate report cards (b) planning products  
(c) managing brands (d) developing portfolio models
7. Which of the following terms can be defined as "the shared experiences, stories, beliefs, and norms that characterize an organization"?
- (a) organizational dynamics (b) a business mission  
(c) an ethical/value statement (d) corporate culture
8. A person's "pattern of living in the world" refers to his or her \_\_\_\_\_
- (a) attitude (b) consumer behaviors  
(c) lifestyle (d) belief system
9. A person's \_\_\_\_\_ consist(s) of all the people who have a direct (face-to-face) or indirect influence on his/her attitudes or behavior.
- (a) subculture (b) family  
(c) social class (d) reference groups
10. Tracking the movement of visitors through a website is an example of \_\_\_\_\_ research.
- (a) focus group (b) survey  
(c) observational (d) behavioral

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11. Marketing research that seeks to quantify demand is considered \_\_\_\_\_
- (a)Descriptive (b)Prescriptive  
(c)Exploratory (d)Narrative
12. The extraordinary look of Jaguar automobiles relates to the \_\_\_\_ element of product design.
- (a)form (b)style  
(c)customization (d)performance quality
13. \_\_\_\_\_ is a very data-driven approach with three phases: observation, ideation, and implementation.
- (a)Product design (b)Brainstorming  
(c)Design thinking (d)Engineering
14. Increased competition leads to price decrease, increasing public awareness, and sales volume increase significantly are the characteristics of \_\_\_\_\_ in PLC.
- (a)Mature Stage (b)Decline Stage  
(c)Growth Stage (d)Market Introduction Stage
15. More calls to the same customer, alternate marketing, and surrogate marketing all can be done in case of \_\_\_\_\_
- (a)Commercialization (b)Market Penetration  
(c)Business Analysis (d)Adapting

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16. \_\_\_\_\_ price refers to what the consumers feel the product should cost.
- (a)Fair (b)Typical  
(c)Usual discounted (d)List
17. Which of the following is the first step in setting a pricing policy?
- (a)Selecting a pricing method (b)Selecting the pricing objective  
(c)Determining demand (d)Estimating cost
18. Companies that believe higher sales volume leads to lower unit costs and higher long-run profits are attempting to \_\_\_\_\_.
- (a)maximize their market share (b)skim the market  
(c)become a product-quality leader (d)merely survive in the market
19. What class of intermediaries operate between manufacturers and industrial customers in B2B markets?
- (a)Industrial distributors (b)Wholesalers  
(c)Retailers (d)Rack jobbers
20. Which of the following allows a firm to maintain control over service level and obtain more dedicated and knowledgeable selling?
- (a)Selective distribution (b)Intensive distribution  
(c)Push strategy (d)Exclusive distribution

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21. Which of the following channel alternatives is most suited to handle complex products and transactions?
- (a)Sales forces (b)The internet  
(c)Dealers (d)Telemarketers
22. An intensive distribution strategy serves well for \_\_\_\_\_
- (a)premium cars (b)commercial trucks  
(c)private label products (d)soft drinks
23. Which component of sales force compensation is designed to provide income stability?
- (a)The fixed amount (b)The variable amount  
(c)Recognition (d)Expense allowances
24. Sales reps who coordinate communication and fruitful contact between people in the buying and selling organizations can be thought of as \_\_\_\_\_
- (a)order arrangers (b)missionary salespeople  
(c)account managers (d)team sellers
25. A sales force that doesn't visit customer locations and works via online and telephone communication is a (n) \_\_\_\_\_ sales force.
- (a)captive (b)inside  
(c)passive (d)interactive

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26. Which of the following is an advantage of using newspapers as an advertising medium?
- (a) Long life span  
(b) High reproduction quality  
(c) Huge "pass-along" audience  
(d) Good local market coverage
27. Which of the following is a disadvantage of using television as an advertising medium?
- (a) High relative cost  
(b) Low audience attention  
(c) Lack of reach among audience  
(d) High audience selectivity
28. Individual webpages or clusters of pages that function as supplements to a primary website are \_\_\_\_\_
- (a) search engine optimization  
(b) pay-per-click ads  
(c) delimiters  
(d) microsites
29. Individual webpages or clusters of pages that function as supplements to a primary website are \_\_\_\_\_.
- (a) search engine optimization  
(b) pay-per-click ads  
(c) delimiters  
(d) microsites
30. The term \_\_\_\_\_ refers to the use of a popular online figure to promote a product, service, or brand within his or her social media feed.
- (a) influencer marketing  
(b) celebrity endorsement  
(c) social commerce  
(d) e-commerce

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31. Strictly speaking, influencer marketing can be viewed as a mix of \_\_\_\_\_ and paid endorsement that takes place in the context of social media.
- (a)entertainment (b)advertising  
(c)publicity (d)press relations
32. When a firm looks for new users in groups that have never used its current products, it is using the \_\_\_\_\_ strategy.
- (a)market-development (b)market-penetration  
(c)geographical-expansion (d)product development
33. As a market follower strategy, the \_\_\_\_\_ emulates the leader's products, name, and packaging, with slight variations.
- (a)counterfeiter (b)cloner  
(c)imitator (d)adapter

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the scope and functions of modern marketing management.
- [OR]
- (b) Explain the 7Ps of Marketing Mix with apt illustrations.
35. (a) Enumerate the concept of customization with special reference to Banking and Financial Services industry. Give suitable examples.
- [OR]
- (b) Discuss in detail about the importance of buyer behaviour and its determinants.
36. (a) Write a detailed note about demand forecasting and its techniques.
- [OR]
- (b) Discuss the stages involved in product planning and development.
37. (a) What do you mean by product positioning? Explain the concept of diversification in detail.
- [OR]
- (b) Discuss the procedures in setting a pricing method with apt examples.
38. (a) Define strategic alliances. Explain the cost reduction through this strategy.
- [OR]
- (b) Explain the process of conflict management in a marketing channel.
39. (a) Discuss the different methods of training the Salesforce of an organization.
- [OR]
- (b) Explain the significance and challenges of Direct Marketing.
40. (a) Discuss any two methods of sales promotion with its merits and limitations.

[OR]

(b) Define Data Warehouse. Explain its importance and applications in a business scenario.

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N1098

COURSE CODE

205432/205532/

205632/205732/

205832

**M.B.A. DEGREE EXAMINATION, MAY 2024**  
**ONLINE PROGRAMME EXAMINATIONS**  
**Second Year - Third Semester**  
**FINANCIAL MANAGEMENT**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

- Which of the following is not among the daily activity of financial management?
  - Sale of shares and bonds
  - Credit management
  - Inventory management
  - The receipt and disbursement of funds
- Traditional approach confines finance function only to -----funds
  - Raising
  - Mobilizing
  - Utilizing
  - Financing
- Leasing of machinery can be categorized as
  - Fixed asset
  - Financing decision
  - Investment decision
  - Budgeting decision
- Finance function comprises
  - Safe custody of funds only
  - Expending funds only
  - Procurement of funds only
  - Procurement and effective use of funds
- The future value of the rupee that you invest today is
  - More than a rupee
  - Equal to rupee
  - Less than a rupee
  - none of the above

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6. The decision to acquire a new and modern plant to upgrade an old one is called
- (a)Financing decision (b)Investment decision  
(c)Capital decision (d)None of these
7. The price of bonds will decrease if an interest rate
- (a)Rises (b)Equals  
(c)Declines (d)None of these
8. Long term source are...
- (a)Retained earnings (b)Share capital  
(c)Debenture (d)All of the above
9. What is the main function if SEBI?
- (a)Regulate the Indian capital market (b)Grant loans  
(c)Provide Credit facilities (d)Discounting of bills
10. The capital market is organized in India by?
- (a)RBI (b)NABARD  
(c)SEBI (d)IRDA

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11. The company's cost of capital...
- (a) Leverages
  - (b) Hurdle rate
  - (c) Risk rate
  - (d) Return rate
12. The cost of retained earnings is equal to.
- (a) Cost of equity
  - (b) Cost of debt
  - (c) Cost of bank loan
  - (d) Cost of term loan
13. A firm should select the capital structure that
- (a) Maximize the value of the firm
  - (b) Minimize taxes
  - (c) Is fully unlevered
  - (d) None of these
14. Operating leverage works when....
- (a) Sales increase
  - (b) Sales decrease
  - (c) Both A and B
  - (d) None of the above
15. Depreciation is included in cost in case of
- (a) Payback period methods
  - (b) NPV method
  - (c) Accounting rate method
  - (d) IRR method

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16. Savings in respect of a cost is treated in capital budgeting as
- (a)An inflow (b)Nil  
(c)An out flow (d)None of the above
17. The following is the method for adjustment of risks.
- (a)Risk-adjusted discounting rate (b)Risk equivalence coefficient method  
(c)Both (a) and (b) (d)None of these
18. Which of the following is not an Application Areas of Modelling & Simulation?
- (a)Military applications (b)Designing semiconductors  
(c)Food industry (d)Telecommunications.
19. The gross working capital is a \_\_\_\_\_ concern concept
- (a)Going concern (b)Money measurement  
(c)Revenue concept (d)Cost concept
20. Insufficient working capital results in
- (a)Block of cash (b)Losing interest  
(c)Lack of Production (d)Lack of smooth flow of production

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21. Which of the following related to receivable management?
- (a)Cash budget (b)Ageing schedule  
(c)EOQ (d)All of the above
22. Valuation inventory dealt with in..
- (a)AS1 (b)AS2  
(c)AS3 (d)AS4
23. Which of the following is not shown in cash budget?
- (a)Proposed issue of capital (b)Interest on loan  
(c)Loan repayment (d)Depreciation
24. Which of the following accounts is most liquid?
- (a)Land (b)Inventory  
(c)Building (d)Account receivables
25. According to the \_\_\_\_\_ model, the dividend decision is irrelevant
- (a)MM (b)Walter  
(c)Gorden (d)XY

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26. Walter model of dividend policy assumes that
- (a) The firms offer an increasing amount of dividend per share at a given level of price per share
  - (b) The firm has a finite life
  - (c) The cost of capital of the firm is variable
  - (d) Equal to current assets plus current liabilities including bank borrowings
27. ....dividends promise to pay shareholders at future date
- (a) Scrip
  - (b) Stock
  - (c) Cash
  - (d) Property
28. Which of the following is not a type of dividend payment?
- (a) Bonus issue
  - (b) Share split
  - (c) Rights issue
  - (d) Both A and B
29. In order to calculate WACC, weights may be based on...
- (a) Market values
  - (b) Book values
  - (c) Target values
  - (d) All of the above
30. The formula for EBIT =
- (a) Sales – variable cost
  - (b) Contribution – fixed cost
  - (c) Sales – fixed cost
  - (d) All of the above

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31. Which of the following is not an element of credit policy?
- (a)Credit terms (b)Cash discount terms  
(c)Collection policy (d)Sales price
32. The cheapest source of finance is...
- (a)Debenture (b)Equity shares  
(c)Retained earnings (d)Preference shares
33. Cost of issuing new shares to the public is called
- (a)Cost of equity (b)Cost of capital  
(c)Floatation cost (d)Marginal cost of capital

PART - B

(7 X 6 = 42)

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

34. (a) Explain the objectives of Financial Management
- [OR]
- (b) What are the tax incentives for entrepreneurship?
35. (a) Explain the discounting technique of adjusting for time value of money.
- [OR]
- (b) What are different types of debentures?
36. (a) List out the SEBI guidelines for book building.
- [OR]
- (b) What do you meant by weighted average cost of capital? Explain its significance.
37. (a) Describe the traditional approach to capital structure.
- [OR]
- (b) Discuss briefly the NPV method of evaluation of projects.
38. (a) Briefly explain the pros and cons of simulation analysis.
- [OR]
- (b) Explain briefly the sources of working capital.
39. (a) What are the objectives of maintaining receivables?
- [OR]
- (b) Explain the Baumol model of cash management.
40. (a) Explain the Modigliani – Miller hypothesis of dividend irrelevance.
- [OR]
- (b) Discuss the Walter model of share valuation Vis - a -Vis dividend policy.

N1105

COURSE CODE

205433C1/

205533

**M.B.A. DEGREE EXAMINATION, MAY 2024**  
**Common for MBA(G) /FM**  
**ONLINE PROGRAMME EXAMINATIONS**  
**Second Year - Third Semester**  
**MANAGEMENT OF FUNDS**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

(33 X 1 = 33)

PART - A

Answer **all** the questions.

1. Trade credit is a source of
  - (a) Long – term finance
  - (b) Medium-term finance
  - (c) Short-term finance
  - (d) Spontaneous finance
  
2. Later stage financing is a method of
  - (a) Seed capital
  - (b) Expansion method
  - (c) Working capital
  - (d) Fixed capital
  
3. Registered debentures are .....instruments.
  - (a) Non-negotiable
  - (b) Negotiable
  - (c) Preference share
  - (d) Non-preference share
  
4. ....is the organizations, institutions that provide long term funds.
  - (a) Primary market
  - (b) Money market
  - (c) Capital market
  - (d) Secondary market
  
5. The financial system helps determine both .....and the volume of credit.
  - (a) The equity
  - (b) The expenses
  - (c) The preference
  - (d) The cost

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6. The organized financial system includes .....
- (a)Indigeneous banks (b)Commercial banks  
(c)Foreign banks (d)None of these
7. The par value of the stocks and bonds outstanding is termed as .....
- (a)Capital (b)Planning  
(c)Capitalisation (d)Financial planning
8. Find the traditional approach is also known as
- (a)Intermediate approach (b)NOI approach  
(c)MM approach (d)NI approach
9. Over capitalization refers to
- (a)Excess capital (b)Inadequate capital  
(c)Optimum capital (d)Effective utilization
10. Capital raised from third parties are called
- (a)Own capital (b)Debt capital  
(c)Reserve capital (d)Private capital

11. The minimum rate of return expected on a capital investment project is termed as \_\_\_\_\_

(a)Capital budgeting

(b)Cut off rate

(c)Management risk

(d)Return

12. Odd men out of the discounted cash flow methods

(a)NPV

(b)PI

(c)IRR

(d)ARR

13. The policy concerning quantum of profits to be distributed as dividend is \_\_\_\_\_

(a)Dividend policy

(b)Financial policy

(c)Investment policy

(d)Monetary policy

14. In India now the dividend received on equity share is taxed in the hands of \_\_\_\_\_

(a)Paying company

(b)Recipient

(c)Stock exchange

(d)Collecting banker

15. The cost of retained earnings is slightly lower than

(a)Cost of debt

(b)Cost of bond

(c)Cost of preference share

(d)Cost of equity

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16. Which among these is not a specific cost?

- (a) Cost of debt
- (c) Cost of assets

- (b) Cost of capital
- (d) Cost of preference share

17. An appropriate capital structure should have the following features.

- (a) Profitability
- (c) Flexibility

- (b) Solvency
- (d) All the above

18. The optimum capital structure is obtained when the market value per equity share is the

- (a) Minimum
- (c) Low

- (b) Maximum
- (d) Medium

19. The value of a firm is independent of its capital structure under

- (a) Traditional approach
- (c) MM approach

- (b) NOI approach
- (d) NI approach

20. Operating costs of the firm include

- (a) Variable cost
- (c) Semi variable cost

- (b) Fixed cost
- (d) All the above

21. The financial leverage exist when

(a)DFL = 1

(c)DFL >1

(b)DFL ≤1

(d)DFL <1

22. A lease agreement grants lessee the right to

(a)Own asset

(c)Own and Use the asset

(b)Use the asset

(d)None of the above

23. Operating lease is favoured by the lessee in respect of assets which depreciate in value on account of

(a)Water and tear

(c)Exhaustion

(b)Obsolescence

(d)All the above

24. Which is not comes under the types of buy-outs

(a)Management buy-outs

(c)Receivership buy-outs

(b)Shareholder buy-outs

(d)None of the above

25. Features of venture capital

(a)Mode of investment

(c)Liquidity

(b)Continuous involvement

(d)All the above

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26. International financial management varied problems because

- (a) Large number of transactions
- (b) Operate in different environments
- (c) Risk involved in dealing with unknown parties
- (d) All the above

27. A swap deal is basically governed by

- (a) Forward margin
- (b) Buying rate
- (c) Selling rate
- (d) Currency rate

28. In case of initial public issue, the minimum promoters contribution shall be not less than

- (a) 3%
- (b) 5%
- (c) 10%
- (d) 28%

29. An excess over a period of the current value of output sold over and above its current cost is termed as \_\_\_\_

- (a) Gearing
- (b) Operating income
- (c) Current cost profit
- (d) Price level

30. The technique of accounting by which financial statements are restated to reflect changes in price level is termed as .....

- (a) Original cost
- (b) Fixed cost
- (c) Price level accounting
- (d) Variable cost

31. Which of the following capital structure consist of zero debt components in the structure mix?
- (a)Pyramid shaped capital structure (b)Inverted pyramid shaped capital structure  
(c)Horizontal capital structure (d)Vertical capital structure
32. A finance manager is basically concerned with the concept of
- (a)Economic investment (b)Business investment  
(c)Financial investment (d)All the above
33. When an existing company takes over the business of one or more existing companies it is called \_\_\_\_\_
- (a)Absorption (b)Amalgamation  
(c)Acquisition (d)Take over

PART - B

(7 X 6 = 42)

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

34. (a) Enlightening the problems and prospects of factoring services in India.
- [OR]
- (b) Explain the mobilisation of funds and related to other functions of finance.
35. (a) Deliberate the methods of evaluation while fund allocation of the start up business.
- [OR]
- (b) Brief discuss about the various components of the financial system in India.
36. (a) Expound the different sources of funds.
- [OR]
- (b) Broadly explain the advantages and disadvantages of the inflation.
37. (a) Examine the factor of dividend policy of corporate enterprises.
- [OR]
- (b) Distinguish between the explicit and implicit cost.
38. (a) Expound the methods of valuing different types of securities.
- [OR]
- (b) Exhibit the features of optimum capital structure.
39. (a) Discuss the various stages involved in venture capital.
- [OR]
- (b) Write the difference between operating lease and financial lease.
40. (a) Explain briefly the main sources of international financial institutions for long-term financial assistance.
- [OR]
- (b) Distinguish difference between international finance and domestic finance.



**MBA. DEGREE EXAMINATION, MAY 2024**  
**ONLINE PROGRAMME EXAMINATIONS**  
**Second Year - Third Semester**  
**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. Which one of the following is shown first when the assets are arranged in the order of their liquidity?

(a) Investment

(b) Cash in hand

(c) Debtors

(d) None of the above

2. An investor invests in assets known as a

(a) Securities

(b) Block of Assets

(c) Portfolio

(d) None of the above

3. A statistical measure of how closely two variables especially in stock returns move together

(a) Variation coefficient

(b) Certainty equivalent

(c) Variance

(d) Covariance

4. Horse racing, card games, and the lottery are all instances of \_\_\_\_\_.

(a) Investing

(b) Gambling

(c) Speculating

(d) Arbitrage

5. If there is an increase in interest rates than the fixed interest rate of the corporate bond will

(a) Return to the corporation

(b) Decrease in value

(c) Remain unchanged

(d) Increase in value



6. Over the period, investors determine the compound growth rate of an investment by
- (a)Arithmetic median  
(c)Calculus mean
- (b)Arithmetic mean  
(d)Geometric mean
7. Which of the following investment areas is heavily tied to work using mathematical and statistical models?
- (a)Security analysis.  
(c)Institutional investing.
- (b)Portfolio management.  
(d)Retirement planning.
8. Which of the following would be considered a risk-free investment?
- (a)Gold  
(c)High-grade corporate bonds.
- (b)Equity in a house.  
(d)Treasury bills.
9. \_\_\_\_\_ Bonds give the bondholders an option to exchange each bond for a specified no. of shares of common stock of the team.
- (a)Preference  
(c)Redeemable
- (b)Irredeemable  
(d)Convertible
10. Risk due to internal environment of a firm or those affecting particular industry are referred to as \_\_\_\_\_
- (a)Unsystematic risk  
(c)Normal risk
- (b)Systematic risk  
(d)Abnormal risk

11. \_\_\_\_\_ Risks cover the risk of market, interest rate risk and purchasing power risk.
- (a)Systematic (b)Unsystematic risk  
(c)Financial (d)Business
12. ----- risk is the possibility that borrowers repay debt ahead of schedule.
- (a)Liquidity (b)Inflation  
(c)Prepayment (d)Investment
13. The fundamental analyst compares this intrinsic value (true worth of a security based on its fundamentals) with the
- (a)Historical Market price (b)Past intrinsic value  
(c)Current market price. (d)Expected Intrinsic value
14. Sharpe ratio and Treynor ratio measures which of the following:
- (a)Standard Deviation (b)Risk adjusted returns  
(c)Beta (d)Alpha factor
15. A model for optimizing the selection of securities is the \_\_\_\_\_ model.
- (a)Miller-Orr. (b)Black-Sholes  
(c)Markowitz (d)Gordon

16. \_\_\_\_\_ is the most important investment decision because it determines the riskreturn characteristics of the portfolio.
- (a)Hedging (b)Market timing  
(c)Performance measurement (d)Asset allocation
17. In the context of the Capital Asset Pricing Model (CAPM) the relevant measure of risk is
- (a)Unique risk (b)Beta  
(c)Standard deviation of returns (d)Variance of returns
18. According to the Capital Asset Pricing Model (CAPM) a well diversified portfolio's rate of return is a function of
- (a)Market risk (b)Unsystematic risk  
(c)Unique risk (d)Reinvestment risk.
19. Which of the following theory analyse how wealth can be optimally invested in portfolio's which are made up of assets whose expected returns and risks are different.
- (a)G.D. Gordon's approach (b)Modigliani Miller Approach  
(c)Markowitz Model (d)Traditional Theory
20. Which of the following chart gives more details than a regular line chart?
- (a)Line (b)Histogram  
(c)Pie (d)Bar

21. Which model relates return to a single factor?
- (a)Markowitz (b)Single Index  
(c)M.M Approach (d)Traditional
22. The central issue of efficient markets concerns:
- (a)Regulations (b)Information  
(c)Participants (d)Structure
23. Weak Form Market Efficiency
- (a)Implies that the expected return on any security is zero (b)Incorporates Semi- strong form efficiency  
(c)Involves price and volume information (d)Is compatible with technical analysis
24. The sharpe, Treynor, and Jenson portfolio performance measures are derived from the CAPM:
- (a)Therefore, it does not matter which is used to evaluate a portfolio manager (b)However, the sharpe and treynor measures use different risk measures, therefore the measures vary as to whether or not they are appropriate, depending on the investment scenario.  
(c)A and B (d)None of the above
25. The \_\_\_\_\_ measures the reward to volatility trade-off by dividing the average portfolio excess return by the standard deviation of returns
- (a)Jenson Measures (b)Treynor Measures  
(c)Sharpe Measures (d)None of the above

26. Suppose the risk – free return is 3%. The beta of a managed portfolio is 1.75, the alpha is 0%, and the average return is 16%. Based on Jensen’s measure of portfolio performance, you would calculate the return on the market portfolio as:
- (a)12.3% (b)10.4%  
(c)15.1% (d)16.7%
27. The highest level of Market Efficiency is
- (a)Weak form Efficiency (b)Semi- Strong Efficiency  
(c)Random Walk Theory (d)Strong form Efficiency
28. The portfolio manager’s ranking within a comparison universe may not provide a good measure of performance because:
- (a)Portfolio durations can vary across managers (b)Portfolio returns may not be calculated in the same way  
(c)None of the above (d)All of the above
29. A statistical measure of the degree to which two variables (e.g., securities' returns) move together
- (a)Coefficient of variation (b)Variance  
(c)Covariance (d)Certainty equivalent
30. Beta is the slope of
- (a)The security market line. (b)The capital market line.  
(c)A characteristic line (d)The CAPM.

31. Variance calculation and measuring the Standard deviation is one way of measuring the \_\_\_\_\_
- (a)Risk (b)Return  
(c)Speculation (d)Gambling
32. Labour strike, consumer preferences and management policies are making to arises out of uncertainty is known as \_\_\_\_\_
- (a)Financial Risk (b)Business Risk  
(c)Unsystematic Risk (d)Systematic Risk
33. The process of holding shares in electronic form is known as
- (a)Demutualisation (b)Dematerialisation  
(c)Speculation (d)None of the above

PART - B

(7 X 6 = 42)

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

34. (a) Describe the Objectives of Investments.  
[OR]  
(b) Discuss the Risk and return trade off.
35. (a) Describe the importance of Fixed Income Securities.  
[OR]  
(b) Illustrate the concept of Investment Analysis.
36. (a) Explain the elements of Risk Management Process.  
[OR]  
(b) Describe the various tools of Economy Analysis
37. (a) Explain about the concept of Technical Analysis  
[OR]  
(b) Describe the any five essential of Stock Chart Patterns.
38. (a) Explain the Assumptions Markowitz Diversification.  
[OR]  
(b) Illustrate the Lagrange Multiplier Method.
39. (a) Explain the Assumptions of Capital Asset Pricing Model.  
[OR]  
(b) Discuss the advantages of Weak Form of Efficient Market Hypothesis theory.
40. (a) Enumerate the Jenson Model. How to measuring the portfolio performance?  
[OR]  
(b) Explain the merits and demerits of Portfolio Revision



N1107

COURSE CODE

205435C3/205535

**MBA. DEGREE EXAMINATION, MAY 2024**  
**Common for M.B.A (G)/ FM**  
**ONLINE PROGRAMME EXAMINATIONS**  
**Second Year - Third Semester**  
**FINANCIAL SERVICES AND INSTITUTIONS**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. 1. ----- includes all activities involved in the transformation of savings into investment.  
(a)Financial system (b)Financial services  
(c)Economic system (d)Saving system
2. Underwriting of shares by a financial intermediary is a kind of ----- activity.  
(a)Fee based (b)Fund based  
(c)Both of these (d)None of these
3. State Bank of India started merchant banking in \_\_\_\_\_ followed by ICICI in \_\_\_\_\_.  
(a)1972, 1974 (b)1978, 1980  
(c)1973, 1974 (d)1980, 1981
4. The early growth of merchant banking in the country is assigned to the \_\_\_\_\_.  
(a)FEMA (b)Foreign Exchange Regulation Act, 1973  
(c)Securities Contracts Act (d)Income-tax Act
5. Who nominates the Chairman of SEBI?  
(a)Parliament of India (b)President of India  
(c)Finance Minister of India (d)Union Government of India

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6. Which of the following committees is a SEBI committee?
- (a)Financial standing committee (b)Public accounts committee  
(c)Mutual Fund Advisory committee (d)Estimates committee
7. The First player of the Mutual fund industry was\_\_\_\_\_.
- (a)ICICI MF (b)UTI MF  
(c)SBI MF (d)LIC MF
8. Who establishes the Mutual Fund in India?
- (a)Securities Exchange Board of India (b)Asset Management Company  
(c)Sponsor (d)Shareholders
9. Which of the following is not a limitation of mutual funds?
- (a)No guarantee of return (b)Fees and Expenses  
(c)Poor Performance (d)(d) Professional Management
10. The Mutual fund industry follows which of the following regulation?
- (a)SEBI (Mutual fund) regulations 1996 (b)Mutual fund regulation 2004  
(c)Mutual fund regulation 2003 (d)RBI

11. Which is a full service credit rating agency exclusively set up for micro, small and medium enterprises?

- (a)SMERA (b)ICRA  
(c)ONICRA (d)CRISIL

12. A Credit Bureau is governed by which of the following act?

- (a)Securities and Exchange Board of India Act, 1992 (b)Reserve Bank of India Act, 1934  
(c)Credit Information Companies (Regulation) Act of 2005 (d)Securities and Exchange Board of India (Credit Rating Agencies) Regulations, 1999

13. The following one is a kind of fee based activity of a financial intermediary.

- (a)Hire purchase financing (b)Leasing  
(c)Capital issue management (d)Underwriting

14. Find the odd man out

- (a)Commercial paper (b)Share certificate  
(c)Certificate of deposit (d)Treasury bill.

15. The process of managing the sales ledger of a client by a financial service company is called \_\_\_\_\_.

- (a)Forfeiting (b)Factoring  
(c)Leasing (d)Securitization of deb

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16. UTI, LIC etc., are examples of

(a) Banking institution

(c) NBFIs

(b) Investment institution

(d) Development banks

17. LIC was established in.....

(a) 1956

(c) 1989

(b) 1964

(d) 1935

18. Which one of the followings is not the service provided under NBFCs?

(a) Leasing services

(c) Asset management services

(b) Implementing modernisation

(d) Mutual benefit finance services bank

19. Which one of the following is an example for Non-Banking Financial Institution?

(a) RBI

(c) IOB

(b) SBI

(d) LIC

20. Industrial Finance Corporation of India (IFCI) was established in :

(a) 1946

(c) 1948

(b) 1947

(d) 1949

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21. "Development Banks" are
- (a) Branches of commercial Banks whether in private or public sector, situated in rural area for upliftment of weaker sections of the society
  - (b) Financial sections which provide long term finance to industries
  - (c) Land development banks which provide development financing to agriculture
  - (d) None of these
22. Who works as RBI's agent at places where it has no office of its own?
- (a) State Bank of India
  - (b) Ministry of Finance
  - (c) Government of India
  - (d) International Monetary Fund
23. Which of the following is true about the functions performed by RBI -
- (i) It is the Bank of Issue
  - (ii) It acts as banker to the Government
  - (iii) It is the banker of other banks
  - (iv) It regulates the flow of credit
- (a) Both (i) and (ii)
  - (b) Both (iii) and (iv)
  - (c) All the Above
  - (d) None of the above
24. Which of these is a function of the stock exchange?
- (a) Role of an economic barometer
  - (b) Valuation of securities
  - (c) Encouraging investments and savings
  - (d) All of the above
25. How many companies are a part of Sensex (Stock Exchange Sensitive Index)?
- (a) 20
  - (b) 30
  - (c) 50
  - (d) 100

26. The total number of board members in the Securities and Exchange Board of India is \_\_\_\_\_.
- (a)5 (b)7  
(c)10 (d)9
27. The number of regional offices of the Securities and Exchange Board of India is \_\_\_\_\_.
- (a)One (b)Three  
(c)Four (d)Two
28. A contract between a buyer and a seller, entered on a particular date, regarding a transaction that they will fulfil at a later date, is known as \_\_\_\_\_.
- (a)Forward Contract (b)Future Contract  
(c)Fixed Contract (d)Derivative Contract
29. The first computerised stock exchange in India was \_\_\_\_\_.
- (a)Bombay Stock Exchange (BSE) (b)Multi Commodity Exchange (MCX)  
(c)National Stock Exchange (NSE) (d)Over-the-Counter Exchange of India (OCTEI)
30. NIFTY and SENSEX are calculated based on \_\_\_\_\_.
- (a)Free-Float capitalisation (b)Market capitalisation  
(c)Authorised share capital (d)Paid-up capital

31. Which of these derivatives does not get traded in the Indian Stock Exchanges?
- (a) Forward rate agreements (b) Index options  
(c) Stock futures (d) Index futures
32. Which of the following options is not available in India?
- (a) Commodity futures (b) Index options  
(c) Index futures (d) Commodity options
33. The Securities and Exchange Board of India (SEBI) is not responsible for \_\_\_\_\_.
- (a) Ensuring fair practices by companies (b) Investor protection  
(c) Improving the earnings of shareholders (d) Promoting efficient services by brokers

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the Concept and functions of Financial Services.  
[OR]  
(b) Illustrate the Needs and Objectives of Merchant banking
35. (a) Describe the regulations of SEBI.  
[OR]  
(b) Discuss the Merits and Demerits of Mutual Fund Services.
36. (a) Enumerate the recent developments of Mutual Fund.  
[OR]  
(b) Explain the objectives of Credit rating process.
37. (a) List out the procedures of Equity rating.  
[OR]  
(b) Explain the objectives of Credit rating process.
38. (a) What are the advantages and disadvantages of UTI?  
[OR]  
(b) Describe the Functions of Non- Banking Financial Companies.
39. (a) Discuss the regularity functions of IDBI.  
[OR]  
(b) Enumerate the roles and power of Reserve Bank of India.
40. (a) Explain the objectives and responsibilities of Investment Consultancies.  
[OR]  
(b) Explain the structure of SEBI.

**MBA DEGREE EXAMINATION, MAY 2024**  
**ONLINE PROGRAMME EXAMINATIONS**  
**Second Year - Fourth Semester**  
**FOREIGN EXCHANGE MANAGEMENT**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

## PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. .... quotations refer to the Price of foreign Currency in terms of one unit of home Currency.  
(a) Premium (b) Indirect  
(c) Risks (d) Swap
2. A Spot transaction can be defined as an agreement to buy or sell a specified amount of a foreign Currency within ..... business days of the transaction  
(a) Two (b) Thirteen  
(c) Five (d) Twelve
3. An exchange rate between two currencies that is derived from the exchange rates of those currencies with a third Currency is known as .....  
(a) Cross rate exchange (b) Forward rate exchange  
(c) Spot rate exchange (d) Spread rate exchange
4. There is a "basket" currency based on a weighted average of the currencies of member countries of the European Union.  
(a) European Currency Unit (ECU) (b) International Monetary System  
(c) Limited Flexibility Exchange Rate System (d) Pegged Exchange Rate Systems
5. The IFE uses ..... rates rather than inflation rate  
(a) Principle (b) Balance  
(c) Interest (d) Drawing

6. These ..... indicate degree of market integration of the domestic economy with the rest of the world
- (a) Floating System (b) Parity Conditions  
(c) Flow models (d) Asset values
7. The ..... gives various short-term and medium-term credit facilities depending upon the deficit country's needs.
- (a) Exchange rates (b) EMCF  
(c) ECU (d) Par
8. The World Bank would help countries with post-war reconstruction and general ..... development.
- (a) Flexible or Floating (b) Economic  
(c) SDR (d) Exchange rate mechanism
9. A currency ..... is defined as an agreement where two parties exchange a series of cash flows in one currency for a series of cash flows in another currency, at agreed intervals over an agreed period.
- (a) Gross national product (b) Gross domestic product (GDP)  
(c) Industrial (d) Swap
10. .... refers to the sum of all goods and services produced in the country, either by domestic or foreign companies
- (a) Gross Domestic Product Implicit Deflator (b) Consumer Price Index  
(c) Capacity Utilization (d) Gross Domestic Product (GDP)



11. .... is the right, but not the obligation, to buy a foreign currency at a specified price, up to the expiration date
- (a)Put Option (b)Money Market Hedge  
(c)Call Option (d)Transaction Exposure
12. .... stipulates to buy or sell at a specific price or better
- (a)Continuous Leakage Option Instruments (b)Limit Order  
(c)All-or-none-order (d)Options
13. Inflation has a ..... effect on credit rating.
- (a)Negative (b)Positive  
(c)Neutral (d)All of the above
14. .... is a rapidly growing form of licensing in which the familiar brand producer provides a standard package of products, systems and management services
- (a)Licensing (b)Franchising  
(c)Collaborative (d)Transfer
15. If the forward rate is lower than the existing Spot rate in the Forward Market, the Currency is trading at a forward .....
- (a)Over-the-counter (OTC) (b)Indirect  
(c)Bid (d)Discount

16. The most important reason for firms using currency swaps has been ..... and hedging
- (a) Standard currency swap
  - (b) Cost reductions
  - (c) Offsetting needs
  - (d) Currency swap
17. .... is a technique of optimizing cash flow movements with the joint efforts of subsidiaries.
- (a) Leading and Lagging
  - (b) Netting
  - (c) Put Option
  - (d) Interest Rate Swap
18. Perhaps the worst strategy is to leave all exposures .....
- (a) Unhedged
  - (b) Future
  - (c) Accuracy
  - (d) Low Risk: Low Reward
19. Companies can also respond to exchange rate changes by altering their ..... strategy, which deals with such areas as new product introduction.
- (a) Policies
  - (b) Product
  - (c) Conditions
  - (d) Employees
20. A currency future is the price of a particular currency for settlement at a specified ..... date.
- (a) Future
  - (b) Swap
  - (c) Option
  - (d) Forward

21. .... is a bank account held by one bank on behalf of another bank, typically in a foreign currency
- (a)VOSTRO Account (b)LORO Account  
(c)NOSTRO Account (d)EXIM Account
22. The fundamental principle of the classical gold standard was that each country should set a ..... value for its currency in terms of gold and then try to maintain this value.
- (a)Par (b)SDR  
(c)EMCF (d)ECU
23. Mobilising ..... spin off benefits that long-term foreign equity may bring to the Indian economy.
- (a)Franchising (b)Licensing  
(c)Direct Foreign Investment (DFI) (d)FDI
24. The ..... framework (implicitly) assumes that management is “passive” with regard to their Capital Investment once committed.
- (a)NPV (b)ROV  
(c)Mix (d)Abandon
25. The European Currency Unit serves as the accounting unit of the EMS and helps in the working of the .....
- (a)Exchange rate mechanism (b)EMCF  
(c)Exchange rates (d)ECU

26. The World Bank would help countries with post-war reconstruction and general ..... development.
- (a)Economic (b)Crawling peg  
(c)Wide band (d)SDR
27. Global integration of goods and services improves the overall ..... of resources and also tends to increase competition forcing firms to be more efficient.
- (a)Efficiency (b)Multiple options  
(c)Quantity (d)Sources
28. A firms in one country agrees to operate facilities or provide other management services to a firm in another country for an agreed upon fee is known as .....
- (a)Industrial agreement (b)Management contract  
(c)Entity agreement (d)Legal contract
29. The most important characteristic of the Eurocurrency market is that loans are made on a ..... rate basis.
- (a)Floating (b)Fixed  
(c)Eurocurrency (d)Cost of capital
30. .... are issued at a discount to the par value and mature at par value. Thus, they have no or very low interest payments
- (a)'Euro Equity Issue' or 'Global Equity Issue' (b)Cost of reserves  
(c)Floating (d)Deep Discount Convertibles

31. If the equity issue is made in a particular domestic market (and in the domestic currency of that market), it is known as a .....
- (a) Foreign Equity Issue (b) Foreign Bonds Issue  
(c) Domestic Market Issue (d) Currency Issue
32. .... are unsecured debt securities issued and sold in markets outside the home country of the issuer (borrower) and denominated in a currency different from that of the home country of the issuer.
- (a) Euro Bonds (b) Bunny Bonds  
(c) Foreign Bonds (d) National Bonds
33. .... are issued in dollars, yen and other currencies, to lure Asian investors.
- (a) Yankee Bonds (b) Bulldog Bonds  
(c) Dragon Bonds (d) Convertible Bonds

PART - B

(7 X 6 = 42)

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

34. (a) What problems do you think you would face as a business trying to operate in two foreign exchange markets?
- [OR]
- (b) Trace the evolution of foreign exchange from fixed to floating exchange rates in the International Monetary System.
35. (a) Explain the Purchasing Power Parity theory and the rationale behind it.
- [OR]
- (b) How are exchange rates determined in the following three systems: freely fluctuating, manage-fixed exchange rate and automatic-fixed exchange rate?
36. (a) Distinguish between a forward and a futures contract. Which of the two is more popular? Why?
- [OR]
- (b) When should a firm consider purchasing a put option for hedging? With a suitable example.
37. (a) Explain the criteria for assessing country risk by Euromoney and Institutional Investor.
- [OR]
- (b) Are interest rate swaps popular? Elucidate.
38. (a) How should a MNC reduce its foreign exchange risks?
- [OR]
- (b) What are leading and lagging and how should they be employed with regard to payment and collection?
39. (a) How are exchange rates determined in the following three systems: freely fluctuating, manage-fixed exchange rate and automatic-fixed exchange rate?
- [OR]
- (b) Briefly discuss the motives for increasing cross border investments by various corporations.

40. (a) “Because of its broad global environment, a number of disciplines (geography, history, political science, etc.) are useful to help explain the conduct of International Business.” Elucidate with examples.

[OR]

- (b) ‘The International Monetary System, as we have today, has evolved through several different exchange rate arrangements over a period of time’. Comment.

N1115

N1116

COURSE CODE

205443C2/205542

**MBA DEGREE EXAMINATION, MAY 2024**  
**ONLINE PROGRAMME EXAMINATIONS**  
**Second Year - Fourth Semester**  
**Common for MBA(G)/FM**  
**MULTINATIONAL FINANCIAL MANAGEMENT**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Risk of two securities with different expected return can be compared with:  
(a) Coefficient of variation  
(b) Standard deviation of securities  
(c) Variance of Securities  
(d) None of the above
2. A portfolio having two risky securities can be turned risk less if  
(a) The securities are completely positively correlated  
(b) If the correlation ranges between zero and one  
(c) The securities are completely negatively correlated  
(d) None of the above.
3. The globalization of business activates have ----- the complexity as well as the importance of the financial manager's duties  
(a) Increased  
(b) Decreased  
(c) Ignored  
(d) Vanished
4. International finance is concerned with -----  
(a) Exchange rates of currencies  
(b) Monetary systems of the world  
(c) Foreign direct investments  
(d) All the above
5. The Foreign direct investment includes -----  
(a) Tangible good  
(b) Intangible good  
(c) Intellectual property  
(d) human resources

N1116

6. The three disputes of FDI are over ---

- (a)Hobby
- (b)Interest
- (c)Regard
- (d)Concern

7. A market – driven economy designed to satisfy the needs of

- (a)Consumers
- (b)Entrepreneurs
- (c)The Government
- (d)Managers

8. Which of the following is NOT an example of Political risk

- (a)Government regulations
- (b)Cost of production
- (c)War
- (d)Civil unrest

9. Capital budgeting is also referred to as ----- appraisal.

- (a)Cash inflow
- (b)Capital investment
- (c)Project
- (d)business

10. This, ----- capital investment appraisal technique compares the profit that can be earned by the concerned project to the amount of initial investment capital that would be required for the project.

- (a)Internal rate of return
- (b)Accounting rate of Return
- (c)Net present value
- (d)Profitability index



11. CAPM accounts for:
- (a) Unsystematic risk
  - (b) Systematic risk
  - (c) Both a and b
  - (d) None of the above
12. The APV method to value a project should be used:
- (a) When the financing feedbacks are numerous and important
  - (b) When the project's target debt to value ratio is constant over the life of the project
  - (c) When the project's capital is rebalanced over the life of the project
  - (d) Under none of these circumstances
13. Cash management is a broad term used for collected and managing cash. Speculative motive of holding cash refers to
- (a) Holding cash to utilization in its internal projects
  - (b) Holding the cash for any future loss the company is expecting
  - (c) Holding the cash to avail any future investment opportunity
  - (d) Holding the cash to utilize it for international project
14. Which of the following is a legitimate reason for international investment?
- (a) Dividends from a foreign subsidiary are tax exempt in the United States.
  - (b) Most governments do not tax foreign corporations.
  - (c) There are possible benefits from international diversification.
  - (d) International investments have less political risk than domestic investments.
15. Shares are a part of the investment portfolio
- (a) Insurance market
  - (b) Financial market
  - (c) Securities market
  - (d) Banking system

16. Cash Budget is prepared because it
- (a) Indicates probable cash position as a result of planned operations.
  - (b) It indicates in advance cash excess or shortage
  - (c) It indicates the need of short term borrowings
  - (d) All the above
17. The accounts receivable that cannot be collected because of their bankruptcy or another reason are termed as:
- (a) Collectible accounts
  - (b) Bad customers
  - (c) Doubtful accounts
  - (d) Uncollectible accounts
18. Selling accounts receivable to a third party at a reduced price is part of the collection process known as –
- (a) Settling
  - (b) Writing off
  - (c) suing
  - (d) Factoring
19. 'Buffer stock' is the level of stock.
- (a) Half of the actual stock
  - (b) at which the ordering process should part
  - (c) Minimum stock level below which actual stock should not fall
  - (d) Maximum stock in inventory
20. Which of the following is true for Inventory control?
- (a) Economic order quantity has minimum total cost per order
  - (b) Inventory carrying costs increases with quantity per order
  - (c) Ordering cost decreases with lot size
  - (d) All of the above

21. Variability in the rate of return is known as  
(a)Return (b)Risk  
(c)Interest (d)volatility
22. The sum of long-term financing is called:  
(a)Equity (b)Debt  
(c)Weighted average cost of capital (d)Total capitalization
23. The cost of common equity for a firm is  
(a)The required rate of return on the company's stock (b)The yield to maturity on the bond  
(c)The risk-free rate (d)The market risk premium
24. Which of the above factors helps to determine the structure of a firm  
(a)Government policies (b)Degree of control  
(c)Cost of capital (d)All of the above
25. The bonds with shorter maturity will have be --- duration  
(a)Moderate (b)Higher  
(c)Lower (d)Average

26. In financial seniority, 'senior debt' refers to:

- (a) Mortgage bonds
- (c) Debenture bonds

- (b) Common Stock
- (d) All of the above

27. Cost of capital can be –

- (a) Explicit
- (c) either explicit or implicit

- (b) Implicit
- (d) None of the above

28. What are the components of capital structure?

- (a) Debts and Equity
- (c) Debts, revenue and equity

- (b) Debts, Preferred stock and Equity
- (d) All of the above

29. The most commonly accepted goal of the MNC is:

- (a) To maximize revenues
- (c) To maximize profitability of the firm

- (b) To maximize shareholder wealth
- (d) both a) and b)

30. Which of the following criteria is often preferred?

- (a) NPV
- (c) PI

- (b) IRR
- (d) All the above

31. Which of the following is not included in the cost of inventory?
- (a) Purchasing cost (b) Transport in cost  
(c) Import duty (d) Selling costs
32. The person who is appointed to assets the stock broker is called...
- (a) Remises (b) Authorised clerk  
(c) Commission broker (d) Tarawaniwala
33. The time period between placing an order and its receipt in stock is called....
- (a) Lead time (b) Carrying time  
(c) Shortage time (d) Overtime

PART - B

(7 X 6 = 42)

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

34. (a) Describe the key activates of Financial Management ?
- [OR]
- (b) Explain the overview of Global Financial Markets?
35. (a) Discuss the importance of Foreign Direct Investment?
- [OR]
- (b) What are the operating policies associated with risk?
36. (a) Bring out the importance of capital Budgeting decisions?
- [OR]
- (b) Explain the importance of APV?
37. (a) Describe the functions of international cash management?
- [OR]
- (b) Briefly explain the concept of intercompany loans?
38. (a) Describe important sources of financing of accounts receivables?
- [OR]
- (b) What is inventory management? How does it works?
39. (a) Distinguish between Off shore production and Local purchase?
- [OR]
- (b) Explain the various sources of long term financing?
40. (a) Describe the various types of Debenture instrument?
- [OR]
- (b) Explain the Net Present Value Method (NPV).

**MBA DEGREE EXAMINATION, MAY 2024 ONLINE**  
**PROGRAMME EXAMINATIONS**  
**Second Year - Fourth Semester**  
**Common for MBA(G)/FM**  
**PROJECT FINANCE**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. A scientific approach to the assessment of the success of any programme/ Project is the hall-mark of any modern evaluation system primarily on account of two factors is known as ....  

(a) Early Evaluation	(b) Performance Evaluation
(c) Adequacy Evaluation	(d) Project Evaluation
  
2. For increasing the capacity of existing units are called ..... projects  

(a) New	(b) Diversification
(c) Modernisation	(d) Expansion
  
3. The role of Project Consultant involves maintaining process improvement projects as well as superior ..... service  

(a) Production	(b) Resolving skill
(c) Time managing	(d) Customer
  
4. A Project Consultant is responsible for creating contractual agreement documents is called ..... skill  

(a) Leadership	(b) Documentation
(c) Updated	(d) Script writing
  
5. Many times, the machinery suppliers provide the facility of ..... In such cases, banks may be approached to give guarantee for the payment of deferred instalments to the machinery supplier  

(a) Deferred Credit	(b) Line Of Credit
(c) Asset Credit	(d) Equipment Finance Scheme

6. Issue of ..... debentures and ..... bonds are another method of raising loan funds
- (a)Secured Convertible/ Unsecured Convertible      (b)Unsecured Convertible/ Secured Convertible  
(c)Interests payable on convertible debentures/ Bonds      (d)Debentures/ Bonds
7. Working capital (fund-based) limit of the company should not be less than .....
- (a)Rs.5 Crores      (b)Rs.4 Crores  
(c)Rs.10 Crores      (d)Rs.11 Crores
8. In general usage, .....is considered a synonym of high-risk capital. i.e., long-term funds invested in new enterprises
- (a)Global Depository Receipts (GDRs)      (b)Foreign Currency Convertible Bonds (FCCBs)  
(c)Venture Capital      (d)Commercial Paper
9. .... assets such as goodwill, patents, copyrights, promotion costs, etc
- (a)Intangible      (b)Tangible  
(c)Assessment Of Fixed Capital      (d)Types Of Products
10. The term ..... refers to the capital required for day-to-day operations of a business enterprise
- (a)Working Capital      (b)Outstanding Debts  
(c)Fixed Capital      (d)Tangible Assets

11. The ..... of a company is to be determined initially at the time the company is floated
- (a)Capital Structure (b)Retaining Control  
(c)Trading On Equity (d)Nature Of Enterprise
12. The ..... also decide the capital structure of the company. There are periods when people want to have absolute safety. In such cases, it will be appropriate to raise funds by issue of debentures
- (a)Purpose Of Financing (b)Legal Requirements  
(c)Nature Of Enterprise (d)Market sentiments
13. In case of ....., necessary appraisal should be done regarding composition of Board of Directors, constitution and powers of Management Committee, Chief executive and other executives.
- (a)Proprietary Concern (b)Partnership Firms  
(c)Corporate Sector (d)Public Sector
14. 'Lack of delegation of powers to professional staff and frustration among them' -is ..... style of Management
- (a)Autocratic (b)Democratic  
(c)Laissez-faire (d)Transformational
15. With respect to input ..... can be expressed in Sugar mill, Cottonseed expeller unit, Solvent extraction plant, etc.
- (a)Quantity Of Main Raw Material (b)Quantity Of Finished Product  
(c)Number Of Machines (d)Number Of Employees



16. Various machines are grouped accordingly, to the operations they perform, e.g., all the Lathes together. – is known as .....
- (a)Line Layout (b)Group Layout  
(c)Functional Layout (d)Plant Layout
17. Through Directly from manufacturers, Open market, Dealers/ Distributors/ Selling agents, etc., Quotas allotted to the unit is .....
- (a)Indigenous Raw Material (b)Imported Raw Material  
(c)Proximity Raw Material (d)Utilities
18. The progress regarding development of growth centres should be ascertained while making the choice of .....
- (a)Product (b)Location  
(c)Market (d)People
19. The percentage should be decided keeping in view the type of product, packing charges, distribution system and other market conditions prevailing in the industry is ..... Expenses
- (a)Selling (b)Buying  
(c)Transportation (d)Administrative
20. Use of funds for capital expenditure and preliminary expenses should be shown according to the requirements of the project estimated while examining the ..... of the project
- (a)Capital Cost (b)Share Capital  
(c)Labour Cost (d)Working Capital

21. Difference between ..... and ..... is called contribution
- (a)Goods/ resale (b)Sale price/ variable cost  
(c)Purchase/ Sales (d)Loans / Earnings
22. Volume of production, a percentage of installed capacity, amount of sales are the terms helpful to express .....
- (a)Profit (b)Earnings  
(c)Return on Investment (d)Break-even point
23. While evaluating different projects according to ..... analysis technique, projects having high "value added" contents are to be ranked high.
- (a)Social cost benefit (b)Value added per unit of capital  
(c)Capital output ratio (d)Employment potential
24. .... include those items which are neither tradable items nor labour costs.
- (a)An industrial project (b)Tradeable items  
(c)Residual items (d)Wages
25. .... is important to see that the receivables are within reasonable limits.
- (a)Receivables (b)Other Important Items  
(c)Inventories (d)Profitability

26. If all the efforts for recovery fail, banks may to .... the advances
- (a) Deduct (b) Write – off  
(c) Discount (d) Add
27. The Reserve Bank had set up a study group popularly known as ..... to analyse the problems of sick units and explore their remedies
- (a) MRTP Act (b) Tiwari Committee  
(c) BIFR (d) Industrial Company/Financing Bank
28. .... to the unit in the matter of supply of raw material quota, power connection, availability of all other critical inputs and above all an assured market.
- (a) Close monitoring (b) Preferential allotment  
(c) Price-preference (d) Preferential treatment
29. Ascertain whether there have been any changes in the manufacturing process being used by the unit. If a new process has been developed which is more economical, make cost-benefit analysis of the new process is known as .....
- (a) Commercial appraisal (b) Financial appraisal  
(c) Management appraisal (d) Technical appraisal
30. Sick Industrial companies covered by the definitions have to be dealt with as per the .... of the Act
- (a) Debts (b) Provisions  
(c) Shares (d) Equity

31. According to loan agreement, companies are generally required to obtain prior approval of institution is called .....
- (a) Social Regulation (b) Regulatory Policies  
(c) Regulatory controls (d) Regulatory content
32. Execution of loan agreement and other necessary legal documents is not sufficient for disbursing the amount is called .....
- (a) Execution (b) Disbursement  
(c) Supervision (d) Acceptance
33. Lending institutions have to ensure the feasibility of the project in term of its size from the point of view of the society is known as .....
- (a) International competitiveness (b) Contribution to government revenue  
(c) Economics of scale (d) Employment generation

PART - B

(7 X 6 = 42)

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

34. (a) Elaborate the different stages in a project cycle.
- [OR]
- (b) What is the role of Project Consultant?
35. (a) What are the features of equipment finance scheme?
- [OR]
- (b) What are the points to be considered by a company while accepting public deposits?
36. (a) Explain the various factors determining the working capital of an enterprise.
- [OR]
- (b) What are the points to be considered by an entrepreneur while matching project requirements with available financial assistance from various sources?
37. (a) As a banker how would you undertake managerial appraisal?
- [OR]
- (b) What do you mean by technical appraisal'?
38. (a) Explain the various parameters of technical appraisal of a project.
- [OR]
- (b) What are the uses of sensitivity analysis?
39. (a) What are the points to be considered by a banker while analysing Break-even point of a borrowing unit?
- [OR]
- (b) What is SRR? How is it computed?
40. (a) Suggest few tips for improving recovery.
- [OR]

(b) Explain the procedures followed by BIFR in the rehabilitation of sick industrial units

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**MBA DEGREE EXAMINATION, MAY 2024**  
**ONLINE PROGRAMME EXAMINATIONS Second**  
**Year - Fourth Semester**  
**MBA(FINANCIAL MANAGEMENT)**  
**INVESTMENT AND DERIVATIVES MARKET**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. The Indian Debt market has traditionally been a \_\_\_\_\_ market.  
(a) Retail (b) Wholesale  
(c) Cash (d) Lot
2. A debt market is a part of the \_\_\_\_\_ market.  
(a) Money (b) Capital  
(c) Cash (d) Paper
3. \_\_\_\_\_ proclaims that stocks take a random and unpredictable path that makes all methods of predicting stock prices futile in the long run.  
(a) Random Walk Theory (b) Random Run Theory  
(c) Planned Walk Theory (d) Planned Run Theory
4. An investor brought a share of ABC Ltd at Rs 100/-. After a year investor sold the same share a Rs 110/-. Dividend received by the investor during the period is Rs. 5/-. Calculate returns earned by investor.  
(a) 20 % (b) 25 %  
(c) 15 % (d) 30 %
5. The type of swaps in which the fixed payments of interest are exchanged by two counterparties for floating payments of interest are called \_\_\_\_\_.  
(a) float-fixed swaps (b) interest rate swaps  
(c) indexed swaps (d) counter party swaps

6. Hedging risk for a long position is accomplished by
- (a) taking another long position (b) taking a short position  
(c) taking additional long and short positions in equal amounts (d) taking a neutral position
7. Portfolio approach to investing is primarily focused on which of the following:
- (a) Diversification (b) Value protection  
(c) Return appreciation (d) Risk optimization
8. Contract to individual stocks, stability of Portfolio Risk( $\beta$ ) dramatically increases with
- (i) High return portfolios ( $R_p > R_F$ )  
(ii) Larger portfolios ( $n_p > 50$ )  
(iii) Longer investment duration ( $t_p > 26$  weeks)  
(iv) Increased trading volume ( $R_p > R_M$ )  
(v) High premium portfolios ( $R_p > R_M$ )
- (a) (i), (ii) and (iii) only (b) (ii), (iii) and (iv) only  
(c) (ii), (iii) and (iv) only (d) (i), (iv) and (v) only
9. \_\_\_\_\_ Bonds are securities which do not have a fixed coupon rate.
- (a) Floating Rate (b) Zero  
(c) Junk (d) Liquid
10. The disadvantage of swaps is that they \_\_\_\_\_.
- (a) Lack of liquidity (b) Suffer from default risk  
(c) Both A & B (d) B only

11. An option allowing the holder to buy an asset in the future is a
- (a)put option (b)call option  
(c)swap (d)premium
12. A put option gives the owner
- (a)the right to sell the underlying security (b)the obligation to sell the underlying security  
(c)the right to buy the underlying security (d)the obligation to buy the underlying security
13. What is the value of a stock that pays \$1.50 in dividends if the required rate of return is 10% and the dividend is expected to grow at 5%?
- (a)\$100 (b)\$30  
(c)\$75 (d)\$10
14. The zero-growth dividend model:
- (a)gives the highest value for a common stock (b)is the most accurate model to use  
(c)is equivalent to the valuation model for preferred stock (d)assumes the highest required return possible
15. At 28 February 2021, Megabucks plc has an issued share capital of £25m, made up of ordinary shares of 50 pence each. Profit for the year to 28 February 2021 amounted to £20 million. Dividends for the year were 16 pence per share. The current market price of shares in Megabucks plc is 520 pence. What is the price/earnings ratio of Megabucks plc?
- (a)1.25 (b)6.50  
(c)13.00 (d)32.50



16. How is the P/E ratio is determined?

- (a)The expected growth rate of dividends
- (c)All the above

- (b)The required rate of return
- (d)The expected dividend payout ratio

17. Organized options markets are different from over-the-counter options markets for all of the Following reasons except

- (a)exercise terms
- (c)regulation

- (b)physical trading floor
- (d)standardized contracts

18. The advantages of the over-the-counter options market include all of the following except

- (a)customized contracts
- (c)freedom from government regulation

- (b)privately executed
- (d)lower prices

19. Options on individual stocks are referred to as

- (a)stock options
- (c)American options

- (b)futures options
- (d)individual options

20. If, for a \$1000 premium, you buy a \$100,000 call option on bond futures with a strike price of 110, and at the expiration date the price is 114

- (a)your profit is \$4000
- (c)your profit is \$3000

- (b)your loss is \$4000
- (d)your loss is \$3000

N1118

21. An option allowing the owner to sell an asset at a future date is a \_\_\_\_.
- (a)Put option (b)Call option  
(c)Forward option (d)Future contract
22. Composite value of traded stocks group of secondary market is classified as
- (a)Stock index (b)Primary index  
(c)Stock market index (d)Limited liability index
23. Which Government initiative/policy announcement gave the first major impetus to agricultural futures market?
- (a)National Agriculture Policy, 2000 (b)National Agriculture Market (eNAM)  
(c)land reforms (d)encouragement to cooperative joint farming
24. What is Arbitrage?
- (a)entering into sell and purchase transaction in spot market (b)entering into purchase transaction in spot & futures market  
(c)simultaneously entering into sell and purchase transactions in two or more markets (d)entering into sell transaction in spot and futures market
25. The number of future contract outstanding is called .....?
- (a)Liquidity (b)Float  
(c)Volume (d)Turnover

26. \_\_\_\_\_ regulates the Government securities market
- (a)SEBI (b)RBI  
(c)IRDA (d)AMFI
27. Share and securities which can be held in electronic format constitute the \_\_\_\_\_.
- (a)Fixed account (b)DEMAT account  
(c)Saving account (d)Recurring account
28. Which of the following are called 'gilt edged securities'?
- (a)shares of Public Limited companies (b)Stocks of Mutual Funds  
(c)Government Securities (d)Shares of Private Limited companies
29. Start Up plc has produced its first set of financial results. Ordinary shares in the company were issued at the start of the financial year at a price of £2.00 each. The par value of each ordinary share in Start Up was 10 pence. 50 million shares were issued by the company and the first year's profit for the year is £15m. The current market price of the shares is £2.70. What is the price/earnings ratio of Start Up plc?
- (a)0.11 (b)0.33  
(c)6.67 (d)9.00
30. The amount paid for an option is the
- (a)strike price (b)premium  
(c)discount (d)commission

31. \_\_\_\_\_ are the largest investors in the Debt market.

(a) Retail Investors

(b) Banks

(c) Broking Firms

(d) Placement Firms

32. If you purchase a \$100,000 interest-rate futures contract for 105, and the price of the Treasury securities on the expiration date is 108

(a) your profit is \$3000.

(b) your loss is \$3000.

(c) your profit is \$8000.

(d) your loss is \$8000.

33. The price specified on an option that the holder can buy or sell the underlying asset is called the

(a) premium

(b) call

(c) strike price

(d) put

PART - B

(7 X 6 = 42)

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

34. (a) Distinguish between debt and equity market.

[OR]

(b) Elaborate Debt pricing theorems.

35. (a) Discuss about Risk and Return Structure.

[OR]

(b) Write a note on Horizon Analysis of debt portfolio management.

36. (a) Explain about Bond Swaps.

[OR]

(b) Write a note on factors governing equity market growth.

37. (a) Explain the types of Equity Valuation Models

[OR]

(b) Define and explain P/E Ratio.

38. (a) Elaborate Value of Options.

[OR]

(b) Write a note on Valuation and Expiration.

39. (a) Write a note on factors affecting of value of call option and put option.

[OR]

(b) Distinguish between Futures and Options.

40. (a) Describe the benefits of Index Based Futures.

[OR]

(b) What are the different types of Government Securities in India?



**MBA DEGREE EXAMINATION, MAY 2024**  
**ONLINE PROGRAMME EXAMINATIONS**  
**Second Year - Fourth Semester**  
**MBA(Financial Management)**  
**(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. What does the 'Standardize' step in the Six-S framework primarily aim to achieve?
  - (a)Implementing new strategies
  - (b)Ensuring sustainability
  - (c)Maintaining consistency and uniformity
  - (d)Removing unnecessary items
  
2. In the context of growth management, what does 'Sustain' refer to within the Six-S framework?
  - (a)Continuously improving processes
  - (b)Organizing the workplace
  - (c)Implementing new technologies
  - (d)Ensuring initial success
  
3. What do 'growth sinews' typically refer to in a business context?
  - (a)Strategies to reduce operational costs
  - (b)Elements that strengthen and support growth
  - (c)Methods to downsize a company
  - (d)External factors impacting growth
  
4. When prioritizing growth strategies, which factor is often crucial for businesses to consider?
  - (a)Short-term profitability
  - (b)Stagnant market trends
  - (c)Diversification of risks
  - (d)Reduction of customer base
  
5. Which growth strategy involves expanding a business's product line or services offered within the same market?
  - (a)Vertical integration
  - (b)Horizontal integration
  - (c)Concentric diversification
  - (d)Conglomerate diversification

6. In a vertical growth strategy, what does "backward integration" refer to?
- (a)Expanding into new geographical markets                      (b)Acquiring suppliers or sourcing raw materials  
(c)Diversifying into unrelated industries                      (d)Expanding product lines
7. What is a characteristic of an organic growth strategy?
- (a)Rapid market expansion through mergers and                      (b)Creating new products or services internally  
    acquisitions  
(c)Reducing market share to focus on core business                      (d)Diversifying into unrelated industries
8. Which strategy focuses on penetrating existing markets with existing products or services?
- (a)Market development                      (b)Product development  
(c)Diversification                      (d)Market penetration
9. Weaknesses along with external opportunities and threats?
- (a)McKinsey Model                      (b)SWOT Analysis  
(c)TOWS Matrix                      (d)PESTLE Analysis
10. In the TOWS matrix, what does the "T" represent?
- (a)Threats                      (b)Tactics  
(c)Targets                      (d)Trends

11. In the context of staging growth, what does the term 'staging' imply?
- (a) Gradual and sequential progression
  - (b) Rapid and sporadic advancements
  - (c) Unplanned and erratic expansion
  - (d) Static and unchanging development
12. How does inertia escape contribute to organizational growth?
- (a) By maintaining the status quo for stability
  - (b) By resisting change to preserve traditions
  - (c) By breaking away from resistance to propel growth
  - (d) By promoting complacency within the workforce
13. Which factor is crucial for maintaining strategic core competition within an organization?
- (a) Adhering strictly to traditional methods
  - (b) Embracing complacency within teams
  - (c) Continuously innovating and evolving strategies
  - (d) Avoiding competitive analyses
14. What is the primary purpose of change management tools in an organization?
- (a) To maintain the status quo
  - (b) To resist any form of change
  - (c) To facilitate and manage transitions effectively
  - (d) To discourage employee feedback
15. What is a critical aspect of allocating resources for growth within an organization?
- (a) Limiting access to necessary resources
  - (b) Prioritizing short-term gains over long-term sustainability
  - (c) Ensuring adequate funding and support for initiatives
  - (d) Overcommitting resources to non-strategic areas



16. Which of the following is not one of the Six-S principles of growth management?
- (a) Standardize (b) Sort  
(c) Strategize (d) Sustain
17. Which step in the Six-S framework involves arranging items in a manner that promotes efficient workflow?
- (a) Sort (b) Set in Order  
(c) Shine (d) Standardize
18. Which of the following is considered a growth incentive for businesses?
- (a) Increased competition (b) High taxation  
(c) Access to new markets (d) Economic downturns
19. Which factor is often considered a growth barrier for businesses?
- (a) Skilled workforce availability (b) Technological advancements  
(c) Access to capital (d) Diversified product range
20. Which strategy involves increasing market share by merging with or acquiring competitors?
- (a) Horizontal integration (b) Concentric diversification  
(c) Conglomerate diversification (d) Forward integration

21. What is a key focus of improvement strategies in business?
- (a)Expanding into unrelated industries                      (b)Reducing market share  
(c)Enhancing operational efficiency                      (d)Increasing debt burden
22. Which strategy emphasizes creating uncontested market space and making competition irrelevant by creating new market demand?
- (a)Organic strategy                      (b)Blue Ocean Strategy  
(c)Ansoff's Model                      (d)Red Ocean Strategy
23. Ansoff's Matrix includes which of the following growth strategies?
- (a)Market penetration, market development, product development, diversification                      (b)Cost leadership, differentiation, focus  
(c)Horizontal integration, vertical integration, conglomerate diversification                      (d)Blue Ocean Strategy, Red Ocean Strategy, Green Ocean Strategy, Yellow Ocean Strategy
24. The McKinsey 7S model primarily focuses on:
- (a)Analyzing competitive forces                      (b)Assessing market trends  
(c)Aligning organizational elements for success                      (d)Evaluating internal and external factors
25. Which framework is primarily used for assessing the macro-environmental factors affecting a business?
- (a)McKinsey Model                      (b)SWOT Analysis  
(c)TOWS Matrix                      (d)PESTLE Analysis

26. Which term refers to the process of breaking away from the status quo and initiating growth in an organization?
- (a) Staging growth  
(b) Inertia escape  
(c) Strategic stagnation  
(d) Incremental development
27. What characterizes a supportive organizational culture?
- (a) Resistance to change and innovation  
(b) Hierarchical structure with rigid communication channels  
(c) Encouragement of collaboration, learning, and adaptability  
(d) Emphasis on individual achievements over team efforts
28. How do supportive systems and processes impact organizational performance?
- (a) By stifling innovation and creativity  
(b) By creating bureaucratic hurdles  
(c) By fostering an environment conducive to growth and efficiency  
(d) By promoting individualistic approaches
29. In the context of competition, what does having a strategic core entail?
- (a) Relying solely on traditional methods  
(b) Continuously adapting and improving core competencies  
(c) Avoiding any changes to established practices  
(d) Maintaining a stagnant organizational culture
30. What is a primary purpose of employee development plans in an organization?
- (a) Restricting career progression  
(b) Stifling innovation  
(c) Enhancing skills and capabilities  
(d) Reducing workforce engagement

31. Which aspect is essential for effectively monitoring organizational growth?
- (a) Ignoring performance metrics (b) Consistent evaluation and analysis  
(c) Infrequent reviews of progress (d) Avoiding setting benchmarks
32. What characterizes the phase of "growth through coordination" in Greiner's model?
- (a) Increased autonomy among departments (b) Introduction of new innovative processes  
(c) Enhanced coordination and communication (d) Centralized decision-making
33. What's a crucial consideration for enhancing effectiveness within an organization?
- (a) Educating customer engagement (b) Emphasizing rigid processes over adaptability  
(c) Continuous evaluation and improvement of workflows (d) Avoiding feedback mechanisms

PART - B

(7 X 6 = 42)

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

34. (a) Explain SIX-S process of growth management.  
[OR]  
(b) How identifying growth opportunities in sinews?
35. (a) How developing growth sinews in proposition and plan?.  
[OR]  
(b) What are the entry enticements business in growth management?.
36. (a) Explain improvement strategies in growth  
[OR]  
(b) Distinguish between evolutionary growth and continuous growth.
37. (a) Venture strategies in organic growth – Justify.  
[OR]  
(b) Describe Ansoff's model about blue ocean strategies.
38. (a) Explain McKinsey model about growth management.  
[OR]  
(b) What are the internal and external factors while choosing the strategic growth the choice.
39. (a) What are the staging growth in management?  
[OR]  
(b) How importance efficient decision making program in growth management?
40. (a) Explain employee development plans in growth management.  
[OR]  
(b) What are the resources of growth of employee development plans?



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COURSE CODE

205415/205515/205615/205715/205815

**MBA DEGREE EXAMINATION, MAY 2024**  
**ONLINE PROGRAMME EXAMINATIONS**  
**First Year - First Semester**  
**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 focus of financial accounting is on \_\_\_\_\_ .  
(a) Past performance (b) Future projections  
(c) Internal operations (d) Decision-making
2. Cost accounting is helpful in \_\_\_\_\_.  
(a) Making pricing decisions (b) Reporting financial information to external stakeholders  
(c) Preparing income statements and balance sheets (d) Assessing the financial health of the organization
3. \_\_\_\_\_ accounting concept states that financial statements should reflect the assumption that the entity will continue to operate in the foreseeable future  
(a) Going concern (b) Matching  
(c) Materiality (d) Consistency
4. \_\_\_\_\_ is a book of original entry.  
(a) Ledger (b) Cash Book  
(c) Trial Balance (d) Journal
5. \_\_\_\_\_ type of error is recorded twice.  
(a) Error of Principle (b) Error of Omission  
(c) Error of Commission (d) Error of Original Entry

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6. \_\_\_\_\_ summarizes a company's revenues and expenses over a specific period.
- (a)Income statement (b)Statement of Affairs  
(c)Balance Sheet (d)Cash flow statement
7. \_\_\_\_\_ depreciation method evenly allocates the cost of an asset over its useful life.
- (a)Straight-line (b)Double-declining balance  
(c)Units of production (d)Sum-of-the-years- digits
8. \_\_\_\_\_ is typically prepared using the conversion methods in incomplete records accounting.
- (a)Income Statement (b)Balance Sheet  
(c)Cash flow statement (d)Statement of changes in equity
9. The primary objective of financial statement analysis in management accounting is \_\_\_\_\_
- (a)To prepare financial statements (b)To evaluate the financial performance and position of a company  
(c)To record financial transactions (d)To calculate taxes
10. The primary purpose of trend 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. The primary focus of management statements is \_\_\_\_\_
- (a) Compliance with legal requirements (b) Communicating with external stakeholders  
(c) Supporting internal decision-making and strategic planning (d) Providing information for tax reporting purposes
12. What is the purpose of making a provision for depreciation in the accounts?
- (a) To charge the cost of fixed assets against profits (b) To show the current market value of fixed asset  
(c) To make cash available to replace fixed assets (d) To make a provision for repairs
13. Comparative Statement of Profit & Loss provides information about:
- (a) Rate of increase or decrease in revenue from operations (b) Rate of increase or decrease in cost of revenue from operations  
(c) Rate of increase or decrease in net profit (d) All of the above
14. Which of the below options is/are the purpose or objective of financial analysis?
- (a) To assess the current profitability of the firm (b) To measure the solvency of the firm  
(c) To assess the short- term and long-term liquidity position of the firm (d) All of the above
15. Which of the following ratios does come under Activity/Operating ratios?
- (a) Current ratio (b) Quick ratio  
(c) Inventory Turnover ratio (d) Proprietary ratio



16. The \_\_\_\_\_ is a measure of liquidity that excludes generally the least liquid asset.
- (a)Liquid ratio, Accounts receivable. (b)Current ratio, inventory.  
(c)Liquid ratio, inventory. (d)Current ratio, Accounts receivable.
17. Which of the following rules stands true while preparation of Schedule of changes in working capital?
- (a)An increase in current assets increases working capital. (b)An increase in current assets decreases working capital.  
(c)An increase in current liabilities decreases working capital. (d)An increase in current liabilities increases working capital.
18. Given Net profit for the year Rs 2, 50,000 Transferred to general reserves Rs 40,000 and old machinery bought for Rs 50,000 was sold for Rs 20,000. Calculate funds from operations.
- (a)Rs 2, 80,000 (b)Rs 2, 20,000  
(c)Rs 2, 90,000 (d)Rs 3, 00,000
19. The cash flow statement categorises cash flows as per:
- (a)Operating and non- operating cash flows (b)Investing and non- operating cash flows  
(c)Inflows and outflows (d)Operating, investing and financing activities
20. When total sources of funds are Rs.1,25,000 and total applications of funds are Rs. 1,50,000. The result would be \_\_\_\_\_
- (a)Net increase in working capital by Rs.25,000 (b)Net decrease in working capital by Rs.25,000  
(c)No effect on working capital (d)None of the above

21. Activity Based Costing brings accuracy and reliability in product cost determination by focussing on in the cost incurrence.

(a)Cause and effect relationship

(b)Cost absorption

(c)Cost allocation

(d)Cost apportionment

22. Re-ordering level is calculated as

(a)Maximum consumption rate x Maximum re-order period

(b)Minimum consumption rate x Minimum re-order period

(c)Maximum consumption rate x Minimum re-order period

(d)Minimum consumption rate x Maximum re-order period

23. Calculate EOQ (approx.) from the following details:

Annual Consumption: 24000 units

Ordering cost: Rs. 10 per order

Purchase price: Rs. 100 per unit

Carrying cost: 5%

(a)310

(b)400

(c)290

(d)300

24. ABC analysis is an inventory control technique in which:

(a)Inventory levels are maintained

(b)Inventory is classified into A, B and C category with A being the highest quantity, lowest value

(c)Inventory is classified into A, B and C Category with A being the lowest quantity, highest value

(d)Either b or c

25. Prime cost plus variable overhead is known as \_\_\_\_\_

(a)Cost of sales

(b)Production cost

(c)Total cost

(d)Marginal cost

26. Operating costing is suitable for \_\_\_\_\_

(a) Job order business

(b) Contractors

(c) Sugar industries

(d) Service industries

27. Cost accounting was developed because of the \_\_\_\_\_

(a) Limitations of the financial accounting

(b) Limitations of the management accounting

(c) Limitations of the human resource accounting

(d) Limitations of the double entry accounting

28. The costs of conversion of inventories include:

(a) Costs directly related to the units of production

(b) Systematic allocation of fixed and variable production overheads

(c) Systematic allocation Selling and distribution costs

(d) Both a and b

29. If the total cost of 1000 units is Rs.60000 and that of 1001 units is Rs.60400, then the increase of Rs.400 in the total cost is \_\_\_\_\_

(a) Prime cost

(b) All variable overheads

(c) Marginal cost

(d) None of the above

30. The term 'Contribution' refers to the \_\_\_\_\_

(a) Excess of selling price over variable cost per unit

(b) Difference between the selling price and total cost

(c) Subscription towards raising capital

(d) None of the above

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31. While preparing sales budget, which of the following factors are considered?
- (a) Non-operational factors (b) Environmental factors  
(c) Both a and b (d) None of the above
32. Budgetary control system acts as a friend, philosopher and guide to the:
- (a) Management (b) Shareholders  
(c) Creditors (d) Employees
33. Production budget is depended on:
- (a) Purchase budget (b) Sales budget  
(c) Cash budget (d) Overhead budget

PART - B

(7 X 6 = 42)

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

34. (a) What are the differences between cost accounting and Management accounting?

[OR]

- (b) What is Double entry system of book-keeping? Explain its advantages?

35. (a) Mrs. Vandana runs a small printing firm. She was maintaining only some records, which she thought, were sufficient to run the business. On April 01, 2013, available information from her records indicated that she had the following assets and liabilities: Printing Press Rs. 5,00,000, Buildings Rs. 2,00,000, Stock Rs. 50,000, Cash at bank Rs. 65,600, Cash in hand Rs. 7,980, Dues from customers Rs. 20,350, Dues to creditors Rs. 75,340 and Outstanding wages Rs. 5,000. She withdrew Rs. 8,000 every month for meeting her personal expenses. She had also introduced Rs. 15,000 during the year as additional capital. On March 31, 2014 her position was as follows : Press Rs. 5, 25,000, Buildings Rs. 2,00,000, Stock Rs. 55,000, Cash at bank Rs. 40,380, Cash in hand Rs. 15,340, Dues from customers Rs. 17,210, Dues to creditors Rs. 65,680. Calculate the profit made by Mrs. Vandana during the year using statement of affairs method.

[OR]

- (b) Calculate the Amount of annual Depreciation and Rate of Depreciation under Straight Line Method (SLM) from the following:

Purchased a second-hand machine for ₹ 96,000, spent ₹ 24,000 on its cartage, repairs and installation, estimated useful life of machine 4 years. Estimated residual value ₹ 72,000.

36. (a) From the following statement of profit and loss for the years ended 31<sup>st</sup> March, 2012 and 2013, prepare common-size.

Particulars	Note no.	31 <sup>st</sup> March 2013	31 <sup>st</sup> March 2012
<b>1. Income</b>			
Revenue from operations (net sales)		12,50,000	10,00,000
<b>2. Expenses</b>			
Purchase of stock In trade		8,70,000	7,20,000
Change in inventories		(20,000)	30,000
Depreciation and amortization expenses		30,000	20,000
Other expenses		50,000	30,000
<b>Total</b>		<b>9,30,000</b>	<b>8,00,000</b>
<b>3. Profit before Tax(I-II)</b>		3,20,000	2,00,000
<b>4. Less: Income tax</b>		96,000	60,000
<b>5. Profit after Tax (III-IV)</b>		<b>2,24,000</b>	<b>1,40,000</b>

[OR]

- (b) Explain briefly about the tools of Financial Statements Analysis.

37. (a) Calculate Inventory Turnover Ratio from the following:

	₹
Opening Inventory	29,000
Closing Inventory	31,000
Revenue from Operations, i.e., Sales	3,20,000
Gross Profit Ratio 25%	

[OR]

- (b) Explain the merits and demerits of fund flow analysis.

38. (a) From the following statement of profit and loss for the years ended 31<sup>st</sup> March, 2012 and 2013, prepare common-size.

Particulars	Note no.	31 <sup>st</sup> March 2013	31 <sup>st</sup> March 2012
<b>1. Income</b>			
Revenue from operations (net sales)		12,50,000	10,00,000
<b>2. Expenses</b>			
Purchase of stock In trade		8,70,000	7,20,000
Change in inventories		(20,000)	30,000
Depreciation and amortization expenses		30,000	20,000
Other expenses		50,000	30,000
<b>Total</b>		<b>9,30,000</b>	<b>8,00,000</b>
<b>3. Profit before Tax(I-II)</b>		3,20,000	2,00,000
<b>4. Less: Income tax</b>		96,000	60,000
<b>5. Profit after Tax (III-IV)</b>		<b>2,24,000</b>	<b>1,40,000</b>

[OR]

- (b) What are the objectives of cost accounting?



39. (a) The John Equipment Company estimates its carrying cost at 15% and its ordering cost at \$9 per order.

The estimated annual requirement is 48,000 units at a price of \$4 per unit.

Required:

- a) What is the most economical number of units to order?
- b) How many orders should be placed in a year?
- c) How often should an order be placed?

[OR]

- (b) From the information given below, calculate P/V Ratio, Fixed expenses, expected profit if sales are budgeted at Rs. 90, 000.

Year	sales	Profit
2004	1, 80, 000	30, 000
2005	2, 60, 000	50, 000

40. (a) S. K. Brothers wish to approach the bankers for temporary overdraft facility for the period from October 2019 to December 2019. During the period of this period of these three months, the firm will be manufacturing mostly for stock. You are required to prepare a cash budget for the above period.

Month	Sales (Rs.)	Purchases (Rs.)	Wages (Rs.)
August	3,60,000	2,49,600	24,000
September	3,84,000	2,88,000	28,000
October	2,16,000	4,86,000	22,000
November	3,48,000	4,92,000	20,000
December	2,52,000	5,36,000	30,000

(a) 50% of credit sales are realized in the month following the sales and remaining 50% in the second following.

(b) Creditors are paid in the month following the month of purchase

(c) Estimated cash as on 1-10-2019 is Rs.50,000.

[OR]

- (b) The selling price is Rs.20 per bucket. If it is desired to work the factory at 50% capacity the selling price falls by 3%. At 90% capacity the selling price falls by 5% accompanied by a similar fall in the price of material. You are required to prepare a statement the profit at 50% and 90% capacities and also calculate the break- even points at this capacity production.

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