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COURSE CODE

205411/ 205511/ 205611/ 205711/ 205811/255411

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
First Year - First Semester
COMMON FOR (MBA (G/FM/LM/T/HRM))
MANAGEMENT PRINCIPLES AND PRACTICES
(CBCS - 2020/2025-26 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. The scope of management includes _____ of the following activities.
 (a)Forecasting (b)Planning
 (c)Organising (d)All of the above
2. The approach that emphasizes the need to adjust management practices to suit different situations is known as _____ Approach.
 (a)Classical (b)Human Relations
 (c)Contingency (d)Scientific Management
3. _____ is known as the father of Scientific Management.
 (a)Henri Fayol (b)Fredrick Taylor
 (c)Elton Mayo (d)Max Weber
4. Taylor's "Time and Motion Studies" aimed to improve _____.
 (a)Employee Satisfaction (b)Organizational Structure
 (c)Operational Efficiency (d)Decision Making Processes
5. Peter Drucker is often credited with the development of _____.
 (a)Time and Motion Studies (b)Management by Objectives (MBO)
 (c)Theory X and Theory Y (d)Bureaucratic Theory

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6. The principle of universality in management suggests that _____.
- (a) Management principles are applicable only to business organizations
(b) Management principles can be applied to all types of organizations
(c) Management principles are culturally specific
(d) Management principles are outdated
7. Managing by Objectives (MBO) involves _____.
- (a) Top-down management
(b) Setting specific, agreed-upon objectives with employees
(c) Ignoring employee input
(d) Rigid adherence to pre-set goals
8. Effective planning leads to _____.
- (a) Increased chaos
(b) Better coordination of activities
(c) Disjointed efforts
(d) Lower productivity
9. Planning premises are _____.
- (a) Guidelines and assumptions to be considered in planning
(b) The end goals of planning
(c) Unrelated to organizational resources
(d) Irrelevant in the planning process
10. Operational decisions are typically made _____.
- (a) At the executive level
(b) By mid-level and lower-level managers
(c) By external stakeholders
(d) By top management only

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11. The rational decision-making model includes all the following steps except _____.
- (a) Defining the problem (b) Generating alternatives
(c) Ignoring the outcomes (d) Evaluating alternatives
12. Scenario planning is used in decision-making under _____.
- (a) Conditions of certainty (b) Conditions of risk
(c) Conditions of uncertainty (d) Conditions of routine
13. _____ is crucial for global organizing.
- (a) Ignoring local regulations (b) Understanding and adapting to different cultural contexts
(c) Maintaining a single management style worldwide (d) Reducing international collaboration
14. A strong organizational culture can _____.
- (a) Decrease employee motivation (b) Enhance organizational performance and cohesion
(c) Lead to frequent conflicts (d) Reduce adherence to company policies
15. Max Weber's theory of bureaucracy emphasizes _____.
- (a) Personal relationships (b) Structured hierarchy and rules
(c) Flexible organizational design (d) Informal group dynamics

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16. A narrow span of control leads to _____.
- (a) Fewer management levels and wider organizational structures
(b) More management levels and a taller organizational structure
(c) Fewer employee benefits
(d) Decreased managerial workload
17. Formal groups within an organization are _____.
- (a) Spontaneously formed
(b) Officially recognized and structured
(c) Socially driven
(d) Typically small and unstructured
18. Recruitment is the process of _____.
- (a) Evaluating employee performance
(b) Attracting and identifying potential candidates for job vacancies
(c) Conducting market research
(d) Setting organizational goals
19. Career development in an organization refers to _____.
- (a) The process of tracking employee attendance
(b) The lifelong process of managing learning, work, leisure, and transitions to move toward a personally determined and evolving preferred future
(c) Creating organizational budgets
(d) Conducting market research
20. According to Maslow's Hierarchy of Needs, _____ need is at the highest level.
- (a) Safety
(b) Esteem
(c) Social
(d) Self-actualization

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21. McGregor's Theory X assumes that employees are _____.
- (a) Naturally motivated and seek responsibility
 - (b) Lazy and need constant supervision
 - (c) Self-directed and enjoy their work
 - (d) Creative and seek challenges
22. One of the barriers to effective leadership is _____.
- (a) Clear communication
 - (b) Transparency
 - (c) Resistance to change
 - (d) Collaboration
23. Transactional leaders typically focus on _____.
- (a) Inspiring and motivating followers through charisma
 - (b) Maintaining the status quo and enforcing rules
 - (c) Empowering employees and promoting creativity
 - (d) Challenging the existing organizational structure
24. Effective communication is essential at all levels of management because it _____.
- (a) Increases organizational secrecy
 - (b) Reduces employee engagement
 - (c) Enhances coordination and collaboration
 - (d) Encourages micromanagement
25. Communication in management refers to _____.
- (a) Dictating orders to subordinates
 - (b) Passing on information and understanding between sender and receiver
 - (c) Maintaining silence in the workplace
 - (d) Ignoring feedback from employees

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26. One technique of effective coordination is _____.
- (a) Creating barriers to communication
 - (b) Encouraging micromanagement
 - (c) Establishing clear lines of authority and responsibility
 - (d) Limiting collaboration among teams
27. The coordination process involves _____.
- (a) Fragmentation of tasks and responsibilities
 - (b) Aligning activities and resources towards common goals
 - (c) Ignoring stakeholder feedback
 - (d) Promoting individual goals over organizational goals
28. A holistic approach to decision-making involves _____.
- (a) Focusing solely on financial outcomes
 - (b) Considering the broader impact of decisions on stakeholders and society
 - (c) Ignoring the long-term consequences of decisions
 - (d) Prioritizing personal interests over organizational goals
29. Business ethics refers to _____.
- (a) Maximizing profits at any cost
 - (b) Ethical conduct and decision-making in business
 - (c) Ignoring stakeholder interests
 - (d) Promoting unethical behavior
30. Contemporary perspectives in control devices may focus on _____.
- (a) Promoting chaos and confusion
 - (b) Embracing technological advancements for real-time monitoring
 - (c) Avoiding feedback mechanisms
 - (d) Encouraging isolation among departments

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31. Integrated control involves _____.
- (a) Fragmentation of control mechanisms
(b) Coordinating control activities across different departments and functions
(c) Ignoring performance feedback
(d) Micromanaging employees
32. Benchmarking involves _____.
- (a) Setting arbitrary performance standards
(b) Comparing organizational processes and performance with industry best practices
(c) Ignoring external factors affecting performance
(d) Focusing solely on internal operations
33. Total Quality Management (TQM) emphasizes _____.
- (a) Cutting costs at all costs
(b) Customer satisfaction and continuous improvement
(c) Isolating employees from decision-making processes
(d) Ignoring quality standards

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the evolution of management in short.
[OR]
(b) Explain the Fayol's Principles of Management briefly.
35. (a) Elucidate the purpose of planning in short.
[OR]
(b) Compare and contrast between decision making process under conditions of certainty and uncertainty in short.
36. (a) Describe about Effective Organising briefly.
[OR]
(b) Explain in short about Delegation of Authority.
37. (a) Distinguish between Selection and Recruitment briefly.
[OR]
(b) Illustrate the human factors of motivation in short.
38. (a) Explain in short about the different styles of leadership.
[OR]
(b) Discuss the role of communication in the decision making briefly.
39. (a) Elucidate the importance of Co-ordination briefly
[OR]
(b) Describe the holistic approach for managers in decision-making in short.
40. (a) Discuss the process of control devices of control briefly
[OR]
(b) Elucidate the new perspectives in management in short

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ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
First Year - First Semester
COMMON FOR MBA (G)/ FM/ LM/ T/ HRM
ORGANISATIONAL BEHAVIOUR
(CBCS - 2020/2025-26 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. _____ approach to OB emphasizes the importance of human needs and motivation in the workplace.

(a)Contingency	(b)Human Relations
(c)Systems	(d)Rational

2. _____ Model suggests that behaviours are influenced by consequences such as rewards or punishments.

(a)Rational	(b)Reinforcement
(c)Systems	(d)Contingency

3. In the context of behavior, which of the following best defines attitude?

(a)Behavior	(b)Emotion
(c)Cognition	(d)All of the above

4. _____ Theory believes that traits are consistent across different situations and over time.

(a)Humanistic	(b)Psychodynamic
(c)Social cognitive	(d)Trait

5. Among the following dimensions, _____ is not typically associated with attitude in organizational behavior studies.

(a)Behavioral	(b)Affective
(c)Spiritual	(d)Cognitive

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6. _____ types of attitudes are commonly identified in organizational behavior.
- (a)2 (b)5
(c)1 (d)10
7. Emotional Intelligence can be used as a managerial tool _____.
- (a)To create a hostile work environment (b)To avoid interacting with employees
(c)To build stronger relationships with staff and foster a positive work environment (d)To manipulate employees' emotions for personal gain
8. Among the following, _____ is not a key element of the learning process.
- (a)Attention (b)Motivation
(c)Retrieval (d)Reinforcement
9. Job satisfaction is related to _____.
- (a)Increased productivity (b)Lower absenteeism
(c)Improved customer service (d)All of the above
10. Problem solving involves _____.
- (a)Identifying and defining a problem (b)Generating and evaluating potential solutions
(c)Implementing and evaluating a chosen solution (d)All of the above

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11. According to the social facilitation theory, which of the following is more likely to occur in a group setting?
- (a)Improved performance on easy tasks (b)Impaired performance on difficult tasks
(c)No significant difference in performance (d)Decreased motivation
12. _____ is the term for the tendency for individuals to reduce their effort in group settings.
- (a)Social loafing (b)Group facilitation
(c)Ringelmann effect (d)None of the above
13. _____ Structure is not a type of organizational structure.
- (a)Functional (b)Divisional
(c)Matrix (d)Geographic
14. _____ is not a factor that influences organizational power
- (a)Size (b)Age
(c)Reputation (d)Leadership
15. The ability to influence others by using threats or punishments is known as _____.
- (a)Coercive power (b)Reward power
(c)Referent power (d)Expert power

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16. _____ technique is not effective in managing politics in organisations.
- (a)Increasing transparency in decision-making processes
(b)Encouraging open communication and feedback
(c)Creating ambiguous goals and roles
(d)Developing a strong organisational culture based on shared values
17. _____ personality trait is least likely to be associated with engaging in political behaviour within an organisation.
- (a)Machiavellianism
(b)Narcissism
(c)Low self-monitoring
(d)High conscientiousness
18. Which of the following is NOT a type of organisational conflict?
- (a)Task conflict
(b)Relationship conflict
(c)Process conflict
(d)Structural conflict
19. _____ is a strategy to resolve conflict in an organisation.
- (a)Avoiding the conflict
(b)Forcing a solution
(c)Compromising between parties
(d)Ignoring the conflict
20. _____ strategy is effective for managing stress in the workplace.
- (a)Increasing employee workload
(b)Offering time management training
(c)Reducing social interactions
(d)Ignoring employee concerns

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21. _____ can positively influence organisational climate.
- (a) High levels of employee autonomy
 - (b) Ambiguous job roles
 - (c) Poor communication from management
 - (d) High levels of conflict and stress
22. _____ approach is essential for sustaining organisational excellence.
- (a) Ignoring market trends
 - (b) Maintaining status quo
 - (c) Encouraging innovation and adaptability
 - (d) Reducing customer engagement
23. Organisational Culture can be defined as _____.
- (a) The official policies and procedures of an organisation.
 - (b) The shared values, beliefs, and norms that influence the way employees think, feel, and behave in an organisation.
 - (c) The financial performance of an organisation.
 - (d) The hierarchical structure of an organisation.
24. The primary focus of Edgar Schein's theory of organisational culture is _____.
- (a) Cultural dimensions across different countries
 - (b) Competing values within an organisation
 - (c) Levels of culture including artifacts, espoused values, and basic underlying assumptions
 - (d) Strategies for organisational change
25. _____ is a common issue in organisational culture.
- (a) Overemphasis on financial performance
 - (b) Lack of shared values and beliefs
 - (c) Too much employee autonomy
 - (d) Excessive external collaboration

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26. _____ is a key element of non-verbal communication.
- (a) Tone of voice
(b) Written words
(c) Email
(d) Listening skills
27. _____ is a non-verbal communication barrier that can impact understanding.
- (a) Use of simple language
(b) Consistent messaging
(c) Body language discrepancies
(d) Clear articulation
28. _____ is not a cause of organisational change.
- (a) Technological advancements
(b) Market competition
(c) Organisational inertia
(d) Regulatory changes
29. _____ characterizes proactive change.
- (a) Reacting to external pressures after they occur
(b) Anticipating and preparing for future challenges and opportunities
(c) Ignoring potential threats
(d) Responding to crises without planning
30. _____ is a primary focus of organisational behaviour in the context of global diversity.
- (a) Creating uniform business practices globally
(b) Leveraging diverse cultural perspectives for innovation
(c) Avoiding cultural integration
(d) Standardising employee benefits worldwide

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31. _____ is one of the key differences between countries that impacts organisational behaviour.
- (a) Identical employee motivations (b) Similar economic conditions
(c) Uniform regulatory environments (d) Varied cultural values and work ethics
32. _____ is a feature of OD.
- (a) Focus on individual performance alone (b) Emphasis on long-term change and improvement
(c) One-time project with no follow-up (d) Exclusion of employees from the change process
33. The OD process can be described by _____.
- (a) Identifying problems, planning interventions, implementing changes, and evaluating results (b) Implementing changes without feedback
(c) Ignoring employee input (d) Focusing only on top management

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the different models in Organisational Behaviour in short.
[OR]
(b) Explain the trait theory briefly.
35. (a) Elucidate the different types of attitudes in short.
[OR]
(b) Distinguish between Problem Solving and Decision Making in short.
36. (a) Describe about Group Cohesiveness briefly.
[OR]
(b) Explain the sources of Organisational power in short.
37. (a) Illustrate briefly about the impact of organisation politics in an organisation.
[OR]
(b) Compare and contrast between Constructive and Destructive Conflicts in short.
38. (a) Explain in short about the factors affecting organisation climate.
[OR]
(b) Discuss about the issues in an organisational culture briefly.
39. (a) Explain the various barriers in a Non-verbal Communication briefly
[OR]
(b) Distinguish between Proactive and Reaction Change in short
40. (a) Discuss the challenges faced at international level by OB briefly
[OR]
(b) Explain the process of Organisational Development in short

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M.B.A. DEGREE EXAMINATION, DECEMBER 2025
First Year - First Semester
COMMON FOR M.B.A. (G/FM/LM/T/HRM)
MANAGERIAL ECONOMICS
(CBCS - 2020/2025-26 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. The circular flow of economic activity primarily illustrates the interaction between which two main groups?

(a) Businesses and governments	(b) Households and financial institutions
(c) Households and businesses	(d) Governments and international trade partners

2. This of the following is considered a General Foundation of Managerial Economics.

(a) Political Science	(b) Accounting
(c) Microeconomics	(d) Sociology

3. How does managerial economics aid in decision making under risk and uncertainty?

(a) By ignoring potential risks and uncertainties	(b) By providing tools to analyze and quantify risks and uncertainties
(c) By relying solely on historical data	(d) By avoiding decisions involving any risk

4. What does the concept "Time Value of Money" suggest?

(a) Money has the same value regardless of when it is received	(b) Money received today is worth less than money received in the future
(c) Money received today is worth more than money received in the future	(d) The value of money is solely determined by inflation rates

5. Utility analysis attempts to _____.

(a) Measure the cost of goods	(b) Quantify consumer satisfaction
(c) Predict stock market prices	(d) Analyze production costs

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6. Marginalism is the process of analyzing _____.
- (a) Total costs and benefits
(b) Average costs and benefits
(c) Additional costs and benefits of a decision
(d) Fixed costs and benefits
7. Which of the following is NOT a determinant of demand?
- (a) Technology used in production
(b) Price of related goods
(c) Consumer income
(d) Consumer tastes and preferences
8. The Law of Demand states that, all else being equal _____.
- (a) As price increases, quantity demanded increases
(b) As price increases, quantity demanded decreases
(c) Demand is perfectly inelastic
(d) Demand is perfectly elastic
9. A supply curve that is perfectly inelastic is _____.
- (a) Horizontal
(b) Downward sloping
(c) Upward sloping
(d) Vertical
10. Market demand is derived from _____.
- (a) The supply of all firms in the market
(b) The individual demands of all consumers in the market
(c) The government regulations
(d) The production costs of firms

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11. In the short run, at least one input is _____.

(a) Variable

(b) Fixed

(c) Increasing

(d) Decreasing

12. Managerial uses of production function include _____.

(a) To optimize input usage and minimize costs

(b) To determine the firm's political strategy

(c) To analyze stock market performance

(d) To measure consumer satisfaction

13. Which of the following is a characteristic of perfect competition?

(a) Few sellers

(b) Differentiated products

(c) Barriers to entry

(d) Many buyers and sellers

14. Market equilibrium occurs when _____.

(a) Demand exceeds supply

(b) Supply exceeds demand

(c) Quantity demanded equals quantity supplied

(d) Prices are at their highest level

15. What is Nash Equilibrium in game theory?

(a) No player can improve their payoff by unilaterally changing their strategy

(b) The outcome where all players are worse off

(c) The outcome where one player always wins

(d) The outcome where players cooperate to maximize joint profits

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16. The Prisoner's Dilemma illustrates _____.

- (a) The benefits of cooperation
- (b) The risks of competition
- (c) The difficulty of maintaining cooperation even when it is mutually beneficial
- (d) The advantage of having perfect information

17. Which of the following is an example of an explicit cost?

- (a) The opportunity cost of using a company-owned building
- (b) The salary paid to employees
- (c) The normal profit earned by the firm
- (d) The value of the owner's time spent working in the business

18. Economies of scale refer to _____.

- (a) Decreasing average costs as output increases
- (b) Increasing average costs as output increases
- (c) Constant average costs as output increases
- (d) A situation where total costs equal total revenue

19. Which economic theory emphasizes the role of innovation in profit generation?

- (a) Knight's uncertainty theory
- (b) Schumpeter's innovation theory
- (c) Clark's dynamic theory
- (d) Hawley's risk theory

20. Which theory of profit is attributed to Knight?

- (a) Dynamic Theory
- (b) Risk Theory
- (c) Uncertainty Theory
- (d) Innovation Theory

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21. Profit Planning and Forecasting can be done through:

- (a) Ignoring all external factors
- (b) Relying solely on past performance
- (c) Avoiding any form of data collection
- (d) Utilizing techniques like regression analysis and scenario planning

22. The Internal Rate of Return is the discount rate at which:

- (a) NPV is maximized
- (b) NPV is minimized
- (c) NPV equals zero
- (d) NPV is negative

23. Which of the following is a key macroeconomic factor that affects business decisions?

- (a) The price of a specific product
- (b) A single firm's advertising campaign
- (c) Inflation rate
- (d) A consumer's individual preferences

24. A business cycle refers to _____.

- (a) The daily operations of a business
- (b) The fluctuations in economic activity over time
- (c) The seasonal variations in sales
- (d) The depreciation of assets

25. Which of the following is a method used to measure national income?

- (a) The income approach
- (b) The cost approach
- (c) The pricing approach
- (d) The demand approach

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26. GDP (Gross Domestic Product) measures the:

- (a) Total value of goods and services produced by a country's residents.
- (b) Total value of goods and services produced within a country's borders.
- (c) Total income earned by a country's residents.
- (d) Total government spending.

27. Economic Regulations of Business are concerned with:

- (a) Maximizing a firm's profit at any cost
- (b) Regulating prices to reduce business profit
- (c) Ensuring fair competition and protecting consumers
- (d) Protecting firms from competition

28. Why are externalities regulated?

- (a) To allow firms to pursue profits without considering social costs
- (b) To improve efficiency and address market failures by internalizing costs
- (c) To protect the stock market
- (d) To help producers become monopolies

29. Which phase of the business cycle is typically associated with increased unemployment and decreased investment?

- (a) Expansion
- (b) Peak
- (c) Contraction/Recession
- (d) Trough

30. Profit maximization is often a key goal for firms because:

- (a) It solely benefits the owners, regardless of stakeholders
- (b) It ensures long-term survival and growth of the firm
- (c) It simplifies decision-making by ignoring costs
- (d) It always leads to ethical business practices

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31. Which of the following is a determinant of demand?

- (a) Price of substitute goods
(b) Cost of production
(c) Market supply
(d) Number of firms in the industry

32. Elasticity of demand measures:

- (a) The total quantity demanded at a given price
(b) The percentage change in demand due to a change in price
(c) The relationship between demand and supply
(d) The level of consumer satisfaction

33. Which of the following is a determinant of supply?

- (a) Consumer preferences
(b) Technological advancements
(c) Price of substitute goods
(d) Market demand

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the economic approach to managerial decision-making. What are the key assumptions and principles underlying this approach, and how does it contribute to effective business strategy?

[OR]

(b) Explain the significance of the time value of money in managerial economics. How is this concept used in business decision-making?

35. (a) How does the concept of Equi-marginalism help in business decision-making? Give an example of how it is applicable in resource allocation.

[OR]

(b) Explain the different types of price elasticity of demand. Explain how a business can use this information in its pricing decisions.

36. (a) What is Giffen Paradox? Explain the circumstances under which it occurs, and why it is considered an exception to the Law of Demand.

[OR]

(b) Briefly explain the managerial uses of production functions. How can they help businesses optimize their production processes?

37. (a) Explain the concept of market equilibrium. Why is it important for businesses to understand market equilibrium conditions?

[OR]

(b) Describe the Prisoner's Dilemma in the context of strategic behaviour of firms. How does it relate to price competition and cooperation?

38. (a) Explore the difference between Cost control and Cost reduction. Give suitable examples.

[OR]

(b) Briefly explain Schumpeter's theory of profit, focusing on the role of innovation.

39. (a) Explain the difference between profit maximization and wealth maximization as goals for a firm.

[OR]

(b) Discuss the impact of inflation on business decision-making. What strategies can businesses use to mitigate the negative effects of inflation?

40. (a) Explain the difference between GDP and GNP and give example.

[OR]

(b) Briefly discuss the purpose of regulating externalities. Give examples of common externalities that businesses might create.

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ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
First Year - First Semester
COMMON FOR M.B.A. (G/FM/LM/T/HRM)
QUANTITATIVE TECHNIQUES
(CBCS - 2020/2025-26 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. In quantitative modeling, a variable is _____.
 - (a) A factor that remains fixed throughout the analysis.
 - (b) A numerical value representing interest earned.
 - (c) A symbol representing a quantity that can assume different values.
 - (d) The final solution to the management problem.

2. The concept of trade-off in management decisions implies _____.
 - (a) Accepting a lesser outcome in one area to gain a benefit in another.
 - (b) Ignoring the costs associated with a decision.
 - (c) Achieving the absolute best outcome in all aspects simultaneously.
 - (d) Focusing only on maximizing profits regardless of other factors.

3. Which measure of central tendency represents the middle value in an ordered dataset?
 - (a) Mean
 - (b) Median
 - (c) Mode
 - (d) Range

4. Measures of dispersion (like range or standard deviation) quantify:
 - (a) The central point of the data.
 - (b) The most frequent value in the data.
 - (c) The spread or variability of the data around the central value.
 - (d) The total number of data points.

5. Graphical representation of functions in business helps to _____.
 - (a) Calculate exact probabilities.
 - (b) Visualize relationships and identify key points like break-even.
 - (c) Determine the sample size needed for a survey.
 - (d) Solve linear programming problems directly.

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6. The slope of a linear function represents _____.
- (a)The point where the function crosses the y-axis. (b)The total value of the function.
(c)The maximum value the function can reach. (d)The rate of change in the dependent variable.
7. Linear Programming (LP) is a mathematical technique used for:
- (a)Calculating probabilities of events. (b)Forecasting future sales with certainty.
(c)Optimizing a linear objective function subject to linear constraints. (d)Simulating complex non-linear systems.
8. The first step in formulating a Linear Programming problem typically involves:
- (a)Solving the problem using the simplex method. (b)Identifying the decision variables.
(c)Performing sensitivity analysis. (d)Finding the dual of the problem.
9. Correlation analysis is used to measure:
- (a)The cause-and-effect relationship between two variables. (b)The strength of the linear relationship between two variables.
(c)The optimal solution to a linear programming problem. (d)The probability of an event occurring.
10. Simple linear regression analysis aims to _____.
- (a)Determine if data comes from a normal distribution. (b)Find the average waiting time in a queue.
(c)Relationship b/w a dependent and an independent for prediction. (d)Allocate resources optimally among competing activities.

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11. Which method is used to test the optimality of a solution obtained for a Transportation Problem, rather than finding an initial feasible solution?
- (a) NWCM (b) VAM
(c) Least Cost Method (d) MODI
12. A type of decision –making environment is
- (a) Certainty (b) Uncertainty
(c) Risk (d) All of the above
13. A key utilisation of probability theory in business is:
- (a) Calculating exact future profits. (b) Eliminating all business risks.
(c) Assessing risk and making decisions under conditions of uncertainty. (d) Determining the optimal product price without market data.
14. If the probability of an event is calculated based on logical reasoning and symmetry (e.g., rolling a fair die), what type of probability is it?
- (a) Empirical Probability (b) Subjective Probability
(c) Classical Probability (d) Conditional Probability
15. In a standard deck of 52 playing cards, what is the probability of drawing a red card?
- (a) $1/2$ (b) $1/4$
(c) $1/52$ (d) $1/26$

N - 2136

16. A defining characteristic of quantitative methods used in OR is their reliance on:

- (a) Intuition and subjective judgment alone. (b) Historical narratives and case studies.
(c) Mathematical models and numerical data. (d) General observation without measurement.

17. Which of the following represents a potential limitation of Quantitative Methods/OR?

- (a) They always provide perfectly accurate predictions. (b) Models can sometimes oversimplify reality.
(c) They are universally easy and cheap to implement. (d) They completely eliminate the need for managerial judgment.

18. A common assumption in basic sequencing models is _____.

- (a) Processing times are unknown and variable. (b) New jobs arrive continuously during processing.
(c) Processing times are known, constant, independent of the sequence. (d) Multiple machines are available simultaneously for each job.

19. Sequencing problems fundamentally deal with determining the best:

- (a) Price for a product. (b) Location for a new facility.
(c) Order in which to perform a set of tasks or jobs. (d) Amount of inventory to hold.

20. What are essential components used in stochastic (probabilistic) simulation models to represent variability and uncertainty?

- (a) Random numbers (b) Decision variables from LP
(c) Constants only (d) Objective functions

N - 2136

21. A potential disadvantage of simulation is that:

- (a) It can only be applied to linear problems.
- (b) It cannot handle uncertainty or randomness.
- (c) It provides no insights for decision-making.
- (d) Building complex models can be time-consuming and costly, and results are often statistical estimates, not exact solutions.

22. A common performance measure analyzed in queuing systems is the:

- (a) Average number of customers waiting in the queue or system.
- (b) Probability of project completion.
- (c) Fixed cost of the service facility.
- (d) Correlation coefficient between arrival and service times.

23. Monte Carlo simulation can be applied to queuing problems, especially when:

- (a) The arrival and service patterns fit simple distributions like M/M/1 perfectly.
- (b) The system is very simple with only one server.
- (c) The goal is to find an algebraic formula for queue length.
- (d) Analytical solutions are difficult to obtain due to complex arrival/service patterns or system configurations.

24. The Expected Value of Perfect Information (EVPI) helps a decision-maker determine:

- (a) The actual profit that will be achieved.
- (b) The probability of the best state of nature occurring.
- (c) The maximum amount they should be willing to pay to get perfect information about the future state of nature.
- (d) The fixed costs associated with the decision.

25. Decision Tables (Pay-off/Loss Tables) are most useful in situations involving:

- (a) Decision making under certainty where the outcome is known.
- (b) Decision making under risk or uncertainty where multiple outcomes are possible for each decision.
- (c) Routine operational tasks with no choices.
- (d) Analyzing historical financial performance only.

N - 2136

26. The Minimax Regret criterion involves choosing the decision alternative that:

- (a) Maximizes the maximum possible payoff. (b) Minimizes the maximum potential regret.
(c) Maximizes the minimum possible payoff. (d) Minimizes the expected payoff.

27. Decision trees typically incorporate which of the following elements?

- (a) Only decision alternatives, with no probabilities or outcomes. (b) Only chance events and their probabilities.
(c) Decision nodes, chance nodes, probabilities, and payoffs/costs. (d) Correlation coefficients and regression lines.

28. In job sequencing, which of the following priority rules is used to minimize the total time taken to complete all jobs?

- (a) First Come First Served (FCFS). (b) Shortest Job First (SJF).
(c) Longest Job First (LJF). (d) Priority Number (PN).

29. In scheduling models, what does the term "makespan" refer to?

- (a) The total number of jobs to be processed. (b) The total time taken to complete all jobs.
(c) The average time between job arrivals. (d) The maximum time any job takes to complete.

30. Which of the following is an example of a non-linear function in business economics?

- (a) Total revenue function. (b) Linear demand function.
(c) Fixed cost function. (d) Profit function with quadratic terms.

N - 2136

31. Which of the following methods is used to assess the goodness-of-fit in regression analysis?
- (a) Mean Absolute Percentage Error (MAPE). (b) Coefficient of determination (R^2).
(c) Durbin-Watson statistic. (d) Variance Inflation Factor (VIF).
32. What does a correlation coefficient of -0.85 indicate about the relationship between two variables?
- (a) A strong positive linear relationship. (b) A moderate positive linear relationship.
(c) A strong negative linear relationship. (d) No linear relationship.
33. Which of the following methods is used to find the initial basic feasible solution in transportation problems?
- (a) Simplex Method. (b) North-West Corner Rule.
(c) Hungarian Method. (d) Branch and Bound Method.

PART - B

(7 X 6 = 42)

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

34. (a) Explain the concept of trade-off in quantitative analysis. How do constants and variables affect the formulation of mathematical models in business scenarios?

[OR]

- (b) Describe the significance of differentiation in optimizing business processes. Provide examples of how differentiation aids in solving business optimization problems.

35. (a) Explain the relevance of slope in business functions. How does understanding the elasticity of demand and the relationship between costs and activity levels inform managerial decisions?

[OR]

- (b) Discuss the importance of linear programming in industrial applications. Provide examples of how linear programming models are implemented in real-world business scenarios.

36. (a) Define correlation analysis. How does understanding the relationship between variables through correlation coefficients aid in business decision-making?

[OR]

- (b) Find out the initial basic feasible solution to the following transportation problem by a) North west corner cell method, b) Least cost cell method, c) VAM Model.

		Destination				Supply
		A	B	C	D	
Sources	1	3	1	7	4	300
	2	2	6	5	9	400
	3	8	3	3	2	500
Demand		250	350	400	200	

37. (a) Introduce the concept of probability in business decision-making. How does understanding probability assist managers in assessing risks and making informed choices?

[OR]

- (b) Explain the significance of probability distributions in business analytics. How do binomial, Poisson, and normal distributions differ, and what are their applications?

38. (a) Define queuing theory and its relevance to business operations. How does the WW/1 queuing model apply to service industries?

[OR]

- (b) A company produces two products, A and B. Each unit of A requires 2 hours of labor and 3 units of raw material. Each unit of B requires 4 hours of labor and 2 units of raw material. The company has 100 hours of labor and 120 units of raw material available. The profit per unit of A is ₹30, and per unit of B is ₹40. How many units of each product should the company produce to maximize profit?

39. (a) Explain how Monte Carlo simulation is used to address product launching problems. How does queuing theory inform decisions related to customer service and resource allocation?

[OR]

- (b) Explain the expected value of perfect information. How does understanding this concept influence risk assessment and decision-making under uncertainty?

40. (a) Construct a decision tree to evaluate investment options. How does this tool assist in comparing different courses of action based on expected outcomes?

[OR]

- (b) A company must decide whether to launch a new product. The possible outcomes and their probabilities are:

- ✓ High demand (0.3 probability): Profit of ₹200,000
- ✓ Medium demand (0.4 probability): Profit of ₹100,000
- ✓ Low demand (0.3 probability): Loss of ₹50,000

Should the company launch the product?

N - 2136

N - 2137

COURSE CODE

205415/205515/205615/205715/205815/255415

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
First Year - First Semester
COMMON FOR M.B.A. (G/FM/LM/T/HRM)
FINANCIAL AND MANAGEMENT ACCOUNTING
(CBCS - 2020/2025-26 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Which of the following is NOT typically considered a primary managerial use of accounting information?

(a) Cost analysis for pricing decisions	(b) Performance evaluation of departments
(c) Investment analysis for new projects	(d) Filing income tax returns

2. Cost accounting primarily falls under which broader area of accounting?

(a) Financial accounting	(b) Management accounting
(c) Tax accounting	(d) Auditing

3. Which of the following is a book of original entry?

(a) Ledger	(b) Trial Balance
(c) Journal	(d) Balance Sheet

4. Which accounting equation is always true?

(a) Assets - Owner's Equity = Liabilities	(b) Assets + Liabilities = Owner's Equity
(c) Revenue - Expenses = Assets	(d) Expenses - Revenue = Liabilities

5. Depreciation is the process of _____.

(a) Valuing an asset at its market value	(b) Allocating the cost of an asset over its useful life
(c) Increasing the value of an asset over time	(d) Accumulating cash for the replacement of an asset

N - 2137

6. Which of the following methods is used for preparing accounts from incomplete records?
- (a)Single-entry system (b)Double-entry system
(c)Triple-entry system (d)Matrix accounting
7. The written-down value method of depreciation is also known as:
- (a)Straight-line method (b)Diminishing balance method
(c)Sum-of-the-years' digits method (d)Annuity method
8. What is the primary purpose of the sinking fund method of depreciation?
- (a)To reduce the book value of an asset quickly (b)To simplify depreciation calculations
(c)To match revenue with expenses (d)To accumulate funds to replace the asset
9. In common size balance sheet, each line item is expressed as a percentage of:
- (a)Total Revenue (b)Net profit
(c)Total Assets (d)Total Liabilities
10. Which of the following analysis expresses each item as a percentage of the base year amount?
- (a)Horizontal Analysis (b)Vertical Analysis
(c)Trend Analysis (d)Ratio Analysis

N - 2137

11. Which of the following is a limitation of management statements?
- (a) They are always accurate and reliable
(b) They are subject to bias and manipulation
(c) They are prepared according to GAAP
(d) They are only useful for large corporations
12. Management statements are primarily intended for _____.
- (a) External stakeholders such as investors and creditors
(b) Internal management for decision-making
(c) Regulatory agencies for compliance
(d) All of the above
13. A high debt-to-equity ratio indicates _____.
- (a) Low financial risk
(b) High profitability
(c) Efficient asset utilization
(d) High financial risk
14. Which of the following ratios is NOT a profitability ratio?
- (a) Gross profit margin
(b) Net profit margin
(c) Return on assets (ROA)
(d) Inventory Turnover Ratio
15. A decrease in accounts payable would be considered a _____.
- (a) Source of funds
(b) Application of funds
(c) No effect on funds
(d) Increase in working capital

N - 2137

16. The schedule of changes in working capital is used to determine _____.
- (a)Cash balance at the end of the year
(b)Net profit for the year
(c)Increase or decrease in working capital
(d)Funds from operations
17. Which of the following is an investing activity?
- (a)Paying dividends
(b)Selling a building
(c)Repurchasing stock
(d)Paying accounts payable
18. Which activity is included in the Operating Activities section?
- (a)Purchase of a machine
(b)Sale of Shares
(c)Cash receipts from customers
(d)Repayment of a long-term loan
19. What are the three elements of cost?
- (a)Direct Materials, Direct Labor, and Overheads
(b)Fixed Costs, Variable Costs and Semi-Variable Costs
(c)Prime Costs, Conversion Costs, and Production Costs
(d)Product Costs, Period Costs and Opportunity Costs
20. Over-absorption of overheads occurs when _____.
- (a)Applied overheads are less than actual overheads
(b)Applied overheads are greater than actual overheads
(c)Budgeted overheads equal actual overheads
(d)Budgeted overheads are less than applied overheads

N - 2137

21. What is the formula for Reorder Level?

- (a) Maximum consumption x Maximum re-order period
- (c) Average consumption x Average re-order period

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

22. ABC analysis is a technique used to _____.

- (a) Classify inventory based on its value
- (c) Determine the optimal selling price

- (b) Calculate the cost of goods sold
- (d) Allocate overhead costs

23. Which budget shows the estimated quantity of units to be produced?

- (a) Material budget
- (c) Sales budget

- (b) Purchase budget
- (d) Production budget

24. What budget summarises all budgets into one?

- (a) Flexible budget
- (c) Cash budget

- (b) Master budget
- (d) Purchase budget

25. What does IRR stand for?

- (a) Investment recovery rate
- (c) Investment return ratio

- (b) Internal rate of return
- (d) Incremental revenue ratio

N - 2137

26. A project should be accepted if its NPV is:

(a) Negative

(b) Zero

(c) Positive

(d) Equal to the initial investment

27. Which depreciation method results in higher depreciation expenses in the early years of an asset's life?

(a) Straight line method

(b) Written down value method

(c) Sinking fund method

(d) Sum of the years digits method

28. Which of the following is NOT a type of financial statement analysis?

(a) Common size statement

(b) Trend analysis

(c) Comparative statement

(d) Cash flow analysis

29. What is the primary purpose of Fund Flow Analysis?

(a) To analyze the company's liquidity position

(b) To analyze the sources and uses of funds over a period

(c) To calculate the profitability of a company

(d) To calculate the company's financial ratios

30. Which of the following tools is used in Management Statement Analysis?

(a) Comparative statements

(b) Common size statements

(c) Trend analysis

(d) Cash flow statement

N - 2137

31. Budgetary control involves _____.

- (a) Setting targets and monitoring performance against those targets
 (b) Preparing financial statements
 (c) Complying with accounting standards
 (d) Analyzing financial ratios

32. What is a cost center?

- (a) A unit of output
 (b) A segment of the organization where costs are incurred but not directly related to revenue generation
 (c) A profit-making unit
 (d) A unit where only direct costs are incurred

33. What is capital rationing?

- (a) Unlimited funds available for investment
 (b) Limiting the number of projects to be undertaken
 (c) Funds are limited and need to be allocated among competing projects
 (d) Funds are allocated without consideration of investment profitability

PART - B

(7 X 6 = 42)

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

34. (a) Define accounting and explain its historical and managerial functions.

[OR]

(b) Record the following transactions in the Ledger of Mrs. Syed & Co.:

2003	Particulars	Rs
January 1	Commenced business with cash	4,00,000
1	Purchased Machinery	50,000
2	Purchased goods on credit from Ram	20,000
3	Purchased goods for cash	20,000
5	Sold goods for cash	10,000
7	Goods purchased from Ramesh	10,000
9	Return to Ram	1,000
10	Goods Sold to Murugan	30,000
13	Goods returned by Murugan	500
15	Draw cash from bank for office use	2,000
17	Draw cash from bank for private use	5,000
19	Purchased furniture	10,000
22	Paid for office rent	4,000
25	Paid for Salaries	30,000
27	Paid for Advertisement	4,000
30	Sold goods of Rs. 35,000 less 10% discount	

35. (a) From the following incorrect Trial Balance of Gupta & Co., you are required to prepare a correct Trial Balance:

Name of Accounts	Dr. Rs.	Cr. Rs.
Sales	5,00,000	-
Sales Return	10,000	
Purchases	-	3,00,000
Purchase Return	-	5,000
Sundry Debtors	4,00,000	-
Sundry Creditors	1,50,000	-
Fixed Assets	-	2,50,000
Opening Stock	-	1,50,000
Closing Stock	2,00,000	-
Capital	-	4,70,000
Operating Expenses	1,00,000	
General Reserve	-	1,00,000
Outstanding Expenses		10,000
Cash at Bank		25,000
Suspense Account		50,000
Total	13,60,000	13,60,000

[OR]

- (b) Discuss the concept and conversion methods for financial accounting

36. (a) Explain the techniques of financial statement analysis.

[OR]

- (b) Discuss the various types and tools of analysis used in management accounting.

37. (a) Analyse different types of financial ratios along with their uses and limitations.

[OR]

- (b) Discuss the need for fund flow analysis and computation of various sources and uses of funds.

38. (a) Discuss its managerial uses and list out the differences between fund flow and cash flow statements.

[OR]

- (b) Explain cost terminology and preparation of cost sheets.

39. (a) Discuss labor cost accounting, remuneration and incentive schemes of cost accounting.

[OR]

- (b) Kalyani Limited has following three materials for production J, K and F. Details are as follows:

Materials	J	K	F
Normal Usage	300	200	210
Minimum Usage	150	150	110
Maximum Usage	400	300	290
Re-order Quantity	800	1,000	800
Re-order Period	3 to 4	4 to 5	3 to 4

Calculate a) Re-order Level, b) Maximum Level, c) Minimum Level and d) Average Stock Level.

40. (a) Explain the budgetary control system and write the role of a master budget in financial planning and control.

[OR]

- (b) A choice is to be made between two competing projects which require an equal investment of Rs.50,000 and are expected to generate net cash flows as under

Year	Project - N	Project - M
1	25000	10000
2	15000	12000
3	10000	18000
4	Nil	25000
5	12000	8000
6	6000	4000

The cost of capital of the company is 10%. Which project proposal should be chosen and why? Evaluate the project proposal under Discounted pay-back period method.

N - 2137

N - 2138

COURSE CODE

205421/205521/205621/
205721/205821

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
First Year - Second Semester
COMMON FOR M.B.A. (G/FM/LM/T/HRM)
RESEARCH METHODS
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. The research is always

(a) Verifying the old knowledge	(b) Exploring new knowledge
(c) Filling the gap between knowledge	(d) All of these

2. Which of the following is the first step in starting the research process?

(a) Searching sources of information to locate the problem	(b) Survey of related literature
(c) Identification of the problem	(d) Searching for solution to the problem

3. Futuristic research is concerned with

(a) Studying past trends and their impact	(b) Developing theories based on historical data
(c) Predicting future events, trends, or technologies	(d) Conducting experiments on past discoveries

4. Which of the following is a key characteristic of experimental research?

(a) Observation analysis	(b) Manipulation of variables
(c) Surveys and questionnaires	(d) Literature review

5. A research problem is feasible only when ____

(a) It has utility and relevance	(b) It is researchable
(c) It is new and adds something to knowledge	(d) All of these

N - 2138

6. What is the primary objective of research?
- (a) To test hypothesis
(b) To analyze data
(c) To gain knowledge and understanding
(d) To develop theories
7. Which research design is most suitable for studying cause-and-effect relationships?
- (a) Exploratory Research Design
(b) Experimental Research Design
(c) Descriptive Research Design
(d) Observational Research Design
8. Formulation of hypothesis may not be required in
- (a) Survey method
(b) Historical studies
(c) Experimental studies
(d) Normative studies
9. The purpose of a control variable in research is to
- (a) Ensure that extraneous variables do not affect the dependent variable
(b) Replace the independent variable
(c) Be the main focus of the study
(d) Introduce bias into the research
10. How does research in social science contribute to policy making?
- (a) By providing data for policy decisions
(b) By evaluating the effectiveness of policies
(c) By identifying social problems that need policy attention
(d) All the above

N - 2138

11. Which one is called non- probability sampling?

(a)Cluster sampling

(c)Quota sampling

(b)Systematic sampling

(d)Stratified data sampling

12. Sampling is advantageous as it

(a)Saves time

(c)Both a & b

(b)Helps in capital saving

(d)Increases accuracy

13. ----- is a preferred sampling method for the population with finite size.

(a)Systematic sampling

(c)Cluster sampling

(b)Purposive sampling

(d)Area sampling

14. Which type of sampling allows for the calculation of sampling error?

(a)Convenience sampling

(c)Purposive sampling

(b)Purposive sampling

(d)Snowball sampling

15. One major advantage of secondary data collection is

(a)It is always more accurate than primary data

(c)It provides real-time, first-hand information

(b)It is time-saving and cost-effective

(d)It eliminates the need for analysis

N - 2138

16. Which type of data collection involves observing subjects in their natural environment?
- (a)Interviews (b)Experiments
(c)Observations (d)Questionnaires
17. What is the purpose of a questionnaire in data collection?
- (a)To collect qualitative data (b)To analyze data
(c)To present findings (d)To collect quantitative data
18. What type of schedule is used to collect data through face – to – face interactions?
- (a)Interview schedule (b)Questionnaire schedule
(c)Observation schedule (d)Postal schedule
19. Nominal scale is also known as
- (a)Categorical variable (b)Rational variable
(c)Predictor variable (d)Extraneous variable
20. Which of the following is not a type of validity?
- (a)Central variable (b)Criterion – related variable
(c)Rational variable (d)Construct variable

N - 2138

21. Why is data analysis important in research?

- (a) It helps in summarizing and making sense of raw data
(b) It eliminates the need for hypothesis testing
(c) It replaces the need for data collection
(d) It ensures research is always bias-free

22. What is the purpose of data editing?

- (a) To remove errors from the data
(b) To add new data to the existing data
(c) To transform the data into a suitable format
(d) To analyse the data

23. ----- used to check the relevance of the data obtained in percentage or proportion?

- (a) F test
(b) T test
(c) Chi-square test
(d) Z test

24. Paired t-test is applicable when the observations in the two samples are

- (a) Paired
(b) Correlated
(c) Equal in number
(d) All of the above

25. According to Kruskal-Wallis H-test, variable should be measured with

- (a) Discontinuous level
(b) Continuous level
(c) Both a & b
(d) Neither a or b

N - 2138

26. What is the primary goal of interpretation in research?
- (a) To collect data
(b) To analyze data
(c) To draw conclusions from the findings
(d) To develop a research design
27. What does a research report provide?
- (a) Total findings of the study
(b) Information
(c) Results
(d) References
28. A good research report should be written in a style that is
- (a) Complex and difficult to understand
(b) Clear, concise, and logical
(c) Informal and conversational
(d) Filled with unnecessary technical jargon
29. Bibliography given in a research report
- (a) Shows vast knowledge of the researcher
(b) Helps those interested in further research
(c) Has no relevance to research
(d) All of these
30. Primary data can be collected through by the
- (a) Researcher himself
(b) Government
(c) Auditor
(d) Banks and financial Institution

N - 2138

31. Information in the research is

- | | |
|-------------------|-------------------|
| (a)Raw data | (b)Input data |
| (c)Organized data | (d)Processed data |

32. Judgement sampling is also known as

- | | |
|-----------------------|-------------------------|
| (a)Purposive sampling | (b)Convenience sampling |
| (c)Extensive sampling | (d)Cluster sampling |

33. A successful research requirements

- | | |
|-------------|---------------------|
| (a)Planning | (b)Guidance |
| (c)Expert | (d)All of the above |

PART - B

(7 X 6 = 42)

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

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

[OR]

(b) Distinction between pure and applied research.

35. (a) Describe fully the techniques of research problem.

[OR]

(b) Explain the factors that affecting research design.

36. (a) What characteristics it must possess in order to be a good research hypothesis?

[OR]

(b) Explain the principles of effective sampling in research.

37. (a) Distinction between sampling and non- sampling research.

[OR]

(b) Enumerate the different methods of collection data.

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

[OR]

(b) Discuss the four types of measurement of scales.

39. (a) Explain the importance of processing and analysis of data.

[OR]

(b) What is Chi-square test? Explain its significance in statistical analysis?

40. (a) What are the guidelines for making valid interpretation?

[OR]

(b) Explain the various steps involved in drafting reports.

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
First Year - Second Semester
COMMON FOR M.B.A. (G/FM/LM/T/HRM)
BUSINESS ENVIRONMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. A healthy business environment implies
 - (a) Adverse conditions for growth
 - (b) Decreasing competition
 - (c) Favourable conditions for growth
 - (d) Limited technological disruption

2. Which of the following is an example of a microenvironment factor?
 - (a) Economic conditions
 - (b) Technological advancements
 - (c) Customers
 - (d) Political stability

3. The socio- cultural environment of a business includes.
 - (a) Technological advancements
 - (b) Caste structure
 - (c) Political stability
 - (d) Monetary policy

4. Which of the following is a factor affecting the political environment.
 - (a) Economic Conditions
 - (b) Technological advancements
 - (c) Cultural diversity
 - (d) Environmental Sustainability

5. What is the primary responsibility of businesses towards the government?
 - (a) Public agitation
 - (b) Tax evasion
 - (c) Regulatory compliance
 - (d) Political lobbying

6. The stability and efficiency of the political system are essential for
- (a) Increasing bureaucracy
 - (b) Promoting corruption
 - (c) Fostering business growth
 - (d) Encouraging political unrest
7. When was the planning commission of India scrapped by the Modi government?
- (a) 1st January 2015
 - (b) 13th August 2014
 - (c) 15th March 1950
 - (d) 8th February 2014
8. Which of the following is a government initiative to support SSIs?
- (a) Public Private Partnership (PPP)
 - (b) Micro, small and Medium Enterprises (MSME) Act
 - (c) Make in India initiative
 - (d) All of these
9. What does Gross Domestic Product (GDP) measure?
- (a) Total exports of a country
 - (b) Total government spending
 - (c) Total value of goods and services produced within a country
 - (d) Total population of a country
10. What does investment stimulate in an economy?
- (a) Population growth
 - (b) Unemployment
 - (c) Inflation
 - (d) Economic growth

11. What does the term “financial environment refer to?
- (a)Only financial institutions (b)Only financial markets
(c)Various factors, institutions, markets and conditions (d)Only government’s policies that influence the financial system
12. Which Institution regulates the Securities market in India?
- (a)RBI (b)SEBI
(c)IRDAI (d)NABARD
13. Which of the following is a tool used by central banks to control inflation?
- (a)Fiscal policy (b)Monetary policy
(c)Supply-side policy (d)Demand-side policy
14. What is the primary motivation of FDI?
- (a)To exploit natural resources (b)To access new markets
(c)To reduce labour costs (d)To acquire new technology
15. The primary objective of labour legislation
- (a)To protect the interest of employers (b)To promote economic growth
(c)To safeguard the rights and interests of workers (d)To reduce labour costs

16. Which of the following is a benefit of good industrial relations?
- (a)Increased productivity
(c)Reduced labour turnover
- (b)Improved worker morale
(d)All of these
17. What is a key argument in favour of social responsibility of business?
- (a)It increases profits by focusing solely on shareholders
(c)It reduces employee satisfaction and loyalty
- (b)It enhances the company's reputation and brand image
(d)It prioritizes short term gains over long term sustainability
18. Which of the following is not an element of the social and cultural environment?
- (a)Social structures
(c)Economic institutions
- (b)Cultural beliefs and values
(d)Social processes
19. How does technology influence the economy?
- (a)By decreasing global connectivity
(c)By driving innovation and productivity
- (b)By increasing resources scarcity
(d)By promoting cultural stagnation
20. Which technology allows businesses to access and store data over the internet?
- (a)Artificial Intelligence
(c)Augmented Reality
- (b)Big data analysis
(d)Cloud computing

21. What is the role of businesses in protecting the ecological environment?
- (a) To reduce environmental impact
(b) To increase their environmental impact
(c) To ignore environmental regulations
(d) To only follow environmental regulations when necessary
22. What is the purpose of the Industries Development and Regulation Act 1951?
- (a) To promote economic growth
(b) To regulate industrial activity
(c) To protect the environment
(d) To ensure public safety
23. Which of the following is a key feature of the new economic policy?
- (a) Increased protectionism and tariffs
(b) Reduced role of public sector
(c) Increased government spending and taxation
(d) Increased regulation of industries
24. The primary objective of the Environment Protection Act, 1986?
- (a) To protect economic growth
(b) To protect the environment and prevent pollution
(c) To regulate industrial activity
(d) To ensure public safety
25. The goal of liberalisation is to
- (a) Societal structure based on socialism
(b) Economic Planning
(c) Economic reforms
(d) Land reforms

26. When was the LPG concept introduced in India?

(a)1981

(b)1995

(c)1990

(d)1991

27. Which of the following international organization deals with the trade rules among different nations?

(a)OPEC

(b)WTO

(c)STC

(d)UNO

28. What is privatization?

(a)Transfer of public sector assets to private entities

(b)Government regulation of private enterprises

(c)Increase in government ownership

(d)Nationalization of industries

29. Who introduced the new economic policy of India?

(a)Vallabhbhai patel

(b)P.V. Narasimha Rao

(c)Dr. Manmohan Singh

(d)Rajiv Gandhi

30. _____ is a part of economic policy of a country?

(a)Industrial policy

(b)Export policy

(c)Import policy

(d)All of these

31. Consumer protection Act was enacted in the year

- (a)1989 (b)1986
(c)1985 (d)1981

32. What does “NITI” stand for in the context of NITI Aayog?

- (a)National Institute for Technology and Innovation (b)National institution for Transforming India
(c)National Institute for Trade and Industry (d)National Institute for Transforming India

33. Foreign Banks in India are regulated by

- (a)Their home country’s central bank (b)SEBI
(c)RBI (d)Ministry of Finance

PART - B

(7 X 6 = 42)

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

34. (a) Explain the main features of the business environment.

[OR]

(b) Describe the different environmental factors having an impact on business.

35. (a) What expectations can business have from the government?

[OR]

(b) Discuss the role government in promoting SSI in India.

36. (a) Evaluate the significance of sustainable trade and investment practice in the global economy.

[OR]

(b) Explain the importance of capital market..

37. (a) What are the benefits of EXIM policy?

[OR]

(b) Outline the common forms of workers participations in management.

38. (a) Define social and cultural environment. How does it influence business?

[OR]

(b) Discuss the impact of technology on business decisions.

39. (a) Explain the objectives of industrial licensing.

[OR]

(b) Describe the need for clean energy and reduction of carbon footprint.

40. (a) Explain the various dimensions of liberalisation and their effects on business growth.

[OR]

(b) Discuss the role of World Bank in global economic development.

N - 2140

COURSE CODE

205423/205523/

205623/205723/

205823

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
First Year - Second Semester
COMMON FOR MBA (G/FM/LM/T/HRM)
BUSINESS LAWS
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. A voidable contract

(a) Is void from beginning

(b) Becomes void when it ceases to be enforceable

(c) Is void when aggrieved party wants to avoid

(d) When law treats it void

2. All commercial agreements

(a) Are legally binding

(b) Are not legally binding

(c) Are legally binding if made in accordance with the provisions of the law

(d) Are legally binding even if no party intends so

3. A proposal can be accepted

(a) By sending a letter of acceptance

(b) By fulfilling conditions of the offer

(c) By doing the act as desired by the offeror

(d) In any of the above ways

4. Acceptance to an offer may be given by

(a) Adding conditions

(b) Accepting conditions of the offer

(c) Accepting consideration sent by the offer

(d) Both (b) & (c)

5. Consideration or object of an agreement is unlawful

(a) If it is prohibited by law

(b) If court regards it immoral

(c) If it is fraudulent

(d) In all of the above cases

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6. A contract is discharged
- (a) When all the parties perform their promises
 - (b) When performance of contract becomes impossible
 - (c) When one party makes a breach of contract
 - (d) In all the above cases
7. A surety is discharged from liability by
- (a) Material alteration in terms
 - (b) Revocation notice by surety
 - (c) Discharge of principal by creditor
 - (d) All of the above
8. A person appointed to contract on behalf of another person, is known as
- (a) Agent
 - (b) Principal
 - (c) Servant
 - (d) Contractor
9. In case of breach of warranty, the buyer can
- (a) Refuse to pay the price
 - (b) Claim damages only
 - (c) Return the goods
 - (d) Repudiate the contract
10. A property in the goods means the
- (a) Possession of goods
 - (b) Custody of goods
 - (c) Ownership of goods
 - (d) Both (a) and (b)

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11. Under the carriage of goods by sea Act, 1925, the term carrier includes
- (a) Only the ship owner
 - (b) Only the master of the ship
 - (c) The ship owner or charterer who enters into a contract of carriage
 - (d) Port authorities
12. The carriage by Air Act, 1972 gives effect to
- (a) The Hague rules
 - (b) The Warsaw convention
 - (c) The Rotterdam rules
 - (d) The Montreal protocol
13. The Negotiable Instrument Act was enacted in the year
- (a) 1981
 - (b) 1885
 - (c) 1881
 - (d) 1985
14. A negotiable instrument should be presented for payment to the party who is
- (a) Primarily liable
 - (b) Willing to make payment
 - (c) Secondary liable
 - (d) Capable of making payment
15. The Life insurance Corporation Act was passed in the year
- (a) 1938
 - (b) 1956
 - (c) 1961
 - (d) 1999

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16. The sources of Insurance Law in India includes

- (a) Customary Laws
- (b) Judicial decisions
- (c) Legislation
- (d) All of these

17. A partnership firm is

- (a) A separate legal entity from the partners forming it
- (b) A collective name of all those individuals who constitute it
- (c) A juristic person
- (d) Both as in clause (a) & (c)

18. The main objective of the General insurance business Nationalisation Act 1973 is

- (a) To privatize insurance business
- (b) To regulate health insurance only
- (c) To nationalize and consolidate the general insurance business India
- (d) To allow foreign companies in insurance

19. Every partner of the firm has a right to access and inspect all the books of the firm

- (a) Personally
- (b) Through his agent
- (c) Through his legal representative
- (d) Either (a) or (b) or (c) above

20. A partnership firm may be dissolved

- (a) On expiry of the firm
- (b) On completion of the venture
- (c) Death of a partner
- (d) In any of the above contingencies subject to a contract to the contrary

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21. A company incorporated outside India but having a place of business in India is known as a
- (a) Indian Company (b) Foreign Company
(c) Private Company (d) Government Company
22. As per Sec. 56 of the companies Act 1956 a prospectus must contain
- (a) Details of the company employees (b) Name of the company suppliers
(c) True, accurate and complete disclosure of all material facts (d) Names of competitors
23. A company comes into existence from the mentioned in its
- (a) Articles of association (b) Memorandum of Association
(c) Certificate of incorporation (d) Prospectus
24. Which company is mandatory required to hold an AGM?
- (a) Public company (b) Private company
(c) Partnership firm (d) One person company
25. Who is responsible for issuing digital signature certificate
- (a) Supreme Court (b) Registrar of companies
(c) Certifying Authorities (d) Central Bureau of Investigation

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26. The rationale behind the IT Act 2000 was to

- (a) Promote agricultural digitization
- (c) Create new taxation laws

- (b) Facilitate E-commerce and E-governance
- (d) Limit the use of digital technology

27. The fee for filing an RTI application is

- (a) Rs .5
- (c) Rs.50

- (b) Rs.10
- (d) Rs.100

28. The primary duty of liquidator is to

- (a) Continue business operations
- (c) Collect assets and settle liabilities

- (b) Sell company shares
- (d) Elect new directors

29. Free consent in a contract means consent should be given without _____.

- (a) Coercion
- (c) Fraud or misrepresentation

- (b) Undue influence
- (d) All of the above

30. Disputes related to insurance claims can be filed under:

- (a) National Company Law Tribunal (NCLT)
- (c) Election Commission of India

- (b) Insurance Ombudsman
- (d) Lok Sabha

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31. A partnership firm must have at least:

- | | |
|----------------|----------------|
| (a) 2 partners | (b) 3 partners |
| (c) 4 partners | (d) 5 partners |

32. The General Insurance Corporation (GIC) was formed in

- | | |
|----------|----------|
| (a) 1956 | (b) 1965 |
| (c) 1972 | (d) 1973 |

33. The Articles of Association contain:

- | | |
|---|--|
| (a) The internal rules and regulations of the company | (b) The objectives of the company |
| (c) Details of the directors' remuneration | (d) Details of the company's liabilities |

PART - B

(7 X 6 = 42)

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

34. (a) "All contracts are agreements but all agreements are not contracts" Discuss.

[OR]

(b) Explain the legal rules regarding a valid offer.

35. (a) Define consideration. What are essentials of valid consideration?

[OR]

(b) Distinguish between Pledge and Bailment.

36. (a) Enumerate the rights and duties of a seller in respect of the sale of the goods.

[OR]

(b) What are the duties of a common carrier?

37. (a) State the rights and liabilities of the parties to a negotiable instruments.

[OR]

(b) Discuss the rights of an insurer under a fire insurance policy.

38. (a) State the classification of partner and partnership.

[OR]

(b) Discuss the different modes of dissolution of a firm.

39. (a) What are the powers and duties of the director of a company.

[OR]

(b) Explain the process of E-filing of documents on the MCA portal

40. (a) Explain the objectives of IT Act 2000.

[OR]

(b) Explain the different modes of winding up of a company.

N - 2141**COURSE CODE****205424/205524/205624/205724/205824**

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
First Year - Second Semester
COMMON FOR M.B.A. (G/FM/LM/T/HRM)
MANAGEMENT INFORMATION SYSTEM
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. What does MIS primarily focus on?
 - (a) Hardware development
 - (b) Information processing
 - (c) Customer satisfaction
 - (d) Physical storage management

2. Which component is NOT a part of an Information System?
 - (a) Software
 - (b) People
 - (c) Database
 - (d) Raw materials

3. A well-designed MIS should provide:
 - (a) Irrelevant data
 - (b) Timely and accurate information
 - (c) Unstructured reports
 - (d) Only past records

4. The main characteristic of a Management Information System is:
 - (a) Manual report generation
 - (b) Data redundancy
 - (c) Systematic data processing
 - (d) Unorganized data storage

5. Which of the following is an example of a Transaction Processing System (TPS)?
 - (a) Inventory management
 - (b) Payroll processing
 - (c) Decision support system
 - (d) Executive information system

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6. What is the main disadvantage of MIS?

- (a)Improves efficiency
- (c)Reduces workload

- (b)Requires skilled personnel
- (d)Automates decision-making

7. The term "Big Data" in MIS refers to:

- (a)Small-scale data processing
- (c)Paper-based record-keeping

- (b)Large volumes of structured and unstructured data
- (d)Manual data entry

8. A Decision Support System (DSS) helps managers by:

- (a)Providing real-time transaction records
- (c)Supporting problem-solving with analytical tools
- (b)Automating routine tasks
- (d)Processing employee salaries

9. Which of the following is NOT a function of an Executive Information System (EIS)?

- (a)Strategic decision support
- (c)Processing transactions
- (b)Data visualization
- (d)High-level data analysis

10. Artificial Intelligence in MIS is used for:

- (a)Manual data entry
- (c)Paper-based processing
- (b)Enhancing decision-making through machine learning
- (d)Eliminating MIS functionality

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11. What is an example of an expert system?
- (a) Payroll software
(b) Stock market prediction system
(c) Data backup software
(d) Word processing application
12. The role of ERP (Enterprise Resource Planning) software is to:
- (a) Manage business processes efficiently
(b) Replace MIS
(c) Store physical records
(d) Perform only financial analysis
13. Which of the following is NOT an advantage of cloud computing in MIS?
- (a) Cost efficiency
(b) Scalability
(c) Dependency on internet connectivity
(d) Increased hardware requirements
14. What is the primary function of a Communication Network in MIS?
- (a) Data processing
(b) Information storage
(c) Enabling data exchange
(d) Reducing security risks
15. An example of a Local Area Network (LAN) is:
- (a) The Internet
(b) Office intranet
(c) A country-wide banking system
(d) Mobile data networks

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16. E-Commerce is an example of:

- (a) A manual transaction system
- (b) A computerized sales process
- (c) Traditional business processes
- (d) An offline communication method

17. Which of the following is NOT a function of a database in MIS?

- (a) Storing data
- (b) Retrieving information
- (c) Decision-making
- (d) Physical inventory management

18. Which protocol is commonly used for secure online transactions?

- (a) HTTP
- (b) FTP
- (c) HTTPS
- (d) SMTP

19. Which storage medium is best suited for long-term data retention?

- (a) RAM
- (b) Hard disk drive
- (c) Cache memory
- (d) CPU registers

20. Which of the following is an input device used in MIS?

- (a) Monitor
- (b) Printer
- (c) Keyboard
- (d) Speaker

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21. The biggest security challenge in MIS is:

- (a) Data redundancy
- (c) System speed

- (b) Cybersecurity threats
- (d) Lack of data availability

22. Encryption is primarily used for:

- (a) Securing data transmission
- (c) Deleting data permanently

- (b) Increasing processing speed
- (d) Reducing system costs

23. A key feature of Green Computing in MIS is:

- (a) Increased power consumption
- (c) More use of paper

- (b) Environmentally friendly technology usage
- (d) Expensive system maintenance

24. Which of the following is an example of Business Intelligence in MIS?

- (a) Sending emails
- (c) Printing documents

- (b) Generating sales reports
- (d) Typing letters

25. Ethical issues in MIS include:

- (a) Unauthorized data access
- (c) Manual data handling

- (b) Increased storage costs
- (d) Slow internet connectivity

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26. What does CRM stand for in MIS?

- (a) Computer Resource Management
- (b) Customer Relationship Management
- (c) Cloud Resource Management
- (d) Centralized Record Management

27. Which type of MIS is most commonly used for financial transactions?

- (a) Transaction Processing System (TPS)
- (b) Decision Support System (DSS)
- (c) Executive Information System (EIS)
- (d) Expert System

28. Which of the following is an application of AI in business?

- (a) Manual bookkeeping
- (b) Chatbots for customer service
- (c) Paper-based invoicing
- (d) Using traditional marketing methods

29. Social media analytics in MIS helps businesses by:

- (a) Tracking consumer behavior
- (b) Reducing server costs
- (c) Slowing down business processes
- (d) Limiting customer engagement

30. What is an ethical concern related to data privacy in MIS?

- (a) Secure passwords
- (b) Unauthorized access to personal data
- (c) Cloud storage
- (d) Use of data analytics

N - 2141

31. A firewall in MIS is used for:

- (a) Preventing unauthorized network access
 (b) Increasing system speed
 (c) Printing reports
 (d) Managing human resources

32. What is the purpose of Business Process Reengineering (BPR)?

- (a) To automate decision-making
 (b) To redesign business processes for efficiency
 (c) To reduce the workforce
 (d) To replace managers with AI

33. Which of the following is NOT a characteristic of a well-structured MIS?

- (a) Accuracy
 (b) Timeliness
 (c) Complexity
 (d) Relevance

PART - B

(7 X 6 = 42)

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

34. (a) Explain the concept of Information Systems and their role in an organization.

[OR]

(b) Discuss the various types of Information Systems with examples.

35. (a) Describe the process of MIS development and its key components.

[OR]

(b) Explain the limitations of MIS and how they can be overcome.

36. (a) Differentiate between MIS and Decision Support Systems (DSS).

[OR]

(b) Explain the role of Artificial Intelligence in Decision Support Systems.

37. (a) Discuss the role of Executive Information Systems in modern organizations.

[OR]

(b) Explicate the significance of Expert Systems in MIS.

38. (a) Explain how MIS is implemented in Indian organizations.

[OR]

(b) Discuss the recent developments in Information Technology affecting MIS.

39. (a) Describe the impact of Communication Networks on MIS.

[OR]

(b) Discuss the advantages and disadvantages of Local Area Networks (LAN) and Wide Area Networks (WAN).

40. (a) Enumerate the ethical challenges in Information Systems? Explain with examples.

[OR]

(b) Describe security threats in MIS and how they can be mitigated.

N - 2142**COURSE CODE****205425/205525/205625/
205725/205825**

**ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
First Year - Second Semester
COMMON FOR M.B.A. (G/FM/LM/T/HRM)
HUMAN RESOURCE MANAGEMENT
(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 Human Resource Management (HRM)?

(a) Profit

(b) People

(c) Production

(d) Promotion

2. What is the nature of HRM?

(a) Static

(b) Dynamic

(c) Technical

(d) Financial

3. Which of the following is a key objective of HRM?

(a) Cost reduction

(b) Employee development

(c) Marketing

(d) Sales growth

4. Which phase of HRM involves employee separation and retirement?

(a) Acquisition

(b) Development

(c) Maintenance

(d) Separation

5. Which of the following is a competitive challenge in HRM?

(a) Employee retention

(b) Product design

(c) Supply chain management

(d) Advertising

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6. Which HRM model emphasizes employee development and satisfaction?
- (a) Harvard Model (b) Michigan Model
(c) Guest Model (d) Warwick Model
7. A document listing the qualifications and skills required for a job is called _____.
- (a) Job Description (b) Job Specification
(c) Employee Handbook (d) Work Manual
8. The systematic process of hiring and managing employees falls under _____.
- (a) Human Resource Management (b) Marketing Management
(c) Financial Management (d) Operations Management
9. Personnel policies ensure _____ in decision-making.
- (a) Consistency (b) Randomness
(c) Uncertainty (d) Bias
10. The first step in the selection process is _____.
- (a) Interview (b) Job Offer
(c) Resume Screening (d) Employee Orientation

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11. A key benefit of using IT in recruitment is _____.
- (a)Limited applicant pool (b)Cost reduction
(c)Time-consuming process (d)Manual paperwork
12. A document used by candidates to provide personal and professional details is called _____.
- (a)Offer Letter (b)Application Form
(c)Resignation Letter (d)Payroll Slip
13. The primary goal of the selection process is _____.
- (a)Reducing employee benefits (b)Hiring the best-suited candidate
(c)Increasing employee turnover (d)Eliminating training needs
14. The most common mistake interviewers make is _____.
- (a)Structured questioning (b)Judging too quickly
(c)Taking notes (d)Asking job-related questions
15. A key advantage of a computer-aided interview is _____.
- (a)Subjective evaluation (b)Standardized assessment
(c)Increased personal bias (d)Higher cost than traditional interviews

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16. A training program designed for a specific purpose like leadership development is called _____.
- (a)General Training (b)Special Purpose Training
(c)On-the-job Training (d)Induction Training
17. A common training method for supervisors focusing on decision-making and leadership is _____.
- (a)Role-playing (b)Physical training
(c)Assembly line training (d)Job rotation
18. Which software is commonly used in Human Resource Management for payroll processing?
- (a)SAP HR (b)Tally
(c)Photoshop (d)AutoCAD
19. What is the main focus of a Human Resource Audit?
- (a)Marketing Strategies (b)Legal Compliance and HR Policies
(c)Financial Accounting (d)Product Innovation
20. What is the primary purpose of executive development programs?
- (a)Recruitment (b)Training
(c)Development (d)Appraisal

N - 2142

21. What is the primary purpose of wage and salary administration?
- (a) To motivate employees
(b) To reward employees
(c) To determine fair compensation
(d) To reduce labor costs
22. Which of the following is a type of incentive?
- (a) Bonus
(b) Fringe benefit
(c) Salary increase
(d) Promotion
23. What is the MBO approach to performance appraisal?
- (a) Management by Objectives
(b) Management by Exception
(c) Management by Results
(d) Management by Delegation
24. What is the purpose of an appraisal interview?
- (a) To discipline employees
(b) To evaluate employee performance
(c) To set performance goals
(d) To provide feedback and coaching
25. Which factor contributes the most to labour attrition?
- (a) Job Security
(b) Lack of Career Growth
(c) Employee Recognition
(d) Flexible Work Environment

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26. Which of the following refers to a company offering shares to employees as a form of compensation?
- (a)Employee Bonus Scheme (b)Performance-Based Pay
(c)Sweat Equity (d)Fringe Benefits
27. Which type of benefit is legally mandated by the government for employees?
- (a)Performance Bonus (b)Statutory Benefits
(c)Wellness Programs (d)Travel Allowance
28. Which of the following is a key method of accident prevention in the workplace?
- (a)Flexible Work Hours (b)Safety Training Programs
(c)Performance Appraisal (d)Employee Grievance Handling
29. Approach helping in resolving employee grievances effectively.
- (a)Open-Door Policy (b)Layoffs
(c)Salary Deduction (d)Demotion
30. Method allowing workers to participate in management decisions.
- (a)Performance Appraisal (b)Workers' Participation in Management
(c)Disciplinary Action (d)Employee Transfer

N - 2142

31. Audit in HR refers to?

- (a) Financial assessment
- (c) Inventory check

- (b) Personnel evaluation
- (d) Customer feedback

32. Scope of HRIS includes?

- (a) Employee data
- (c) Stock trading

- (b) Business loans
- (d) Logistics

33. Objective of personnel records is?

- (a) Compliance
- (c) Branding

- (b) Marketing
- (d) Sales

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the objectives of HRM in an organisation.

[OR]

(b) Explain the different phases of Human Resource Management and their significance.

35. (a) Describe the importance of Human Resource Planning in an organisation.

[OR]

(b) Differentiate between internal and external sources of recruitment.

36. (a) Explain the concept of simulation testing and its advantages in the selection process.

[OR]

(b) Describe the training process with key steps involved in planning and execution.

37. (a) Discuss the importance of human resource accounting in an organization.

[OR]

(b) Enumerate the various types of Incentives and Bonus Schemes used to motivate employees.

38. (a) Explain the need for employee retention and common problems faced by employees.

[OR]

(b) Discuss the importance of effective communication in the appraisal interview.

39. (a) Describe the impact of promotions, demotions, and transfers on employees and organizations.

[OR]

(b) Explain the importance of welfare and safety measures in employee well-being.

40. (a) Elaborate the various methods of handling employee grievances and managing dismissals.

[OR]

(b) Describe the scope of HRIS in modern organizations.

N - 2142

N - 2143

COURSE CODE

205431/205531/205631/
205731/205831

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
Second Year - Third Semester
COMMON FOR M.B.A (G/FM/LM/T/HRM)
MARKETING MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Which of the following is not a function of marketing?

(a) Buying	(b) Warehousing
(c) Cost accounting	(d) Selling

2. The "4 Ps" in marketing mix stand for:

(a) Product, Price, Place, Promotion	(b) Product, People, Process, Profit
(c) Promotion, Planning, Profit, Process	(d) People, Price, Product, Planning

3. Market segmentation is based on:

(a) Geographical factors	(b) Demographic factors
(c) Psychographic factors	(d) All of the above

4. The process of identifying and dividing a broad market into sub-groups is called:

(a) Targeting	(b) Positioning
(c) Segmentation	(d) Forecasting

5. Which of the following is a demographic variable?

(a) Personality	(b) Income
(c) Lifestyle	(d) Values

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6. Consumer behaviour helps marketers to understand:
- (a)How consumers think
 - (b)What consumers buy
 - (c)Why consumers buy
 - (d)All of the above
7. A company's micro environment includes:
- (a)Competitors
 - (b)Legal system
 - (c)Economy
 - (d)Technology
8. Which of the following is not an external marketing environment factor?
- (a)Technological forces
 - (b)Cultural forces
 - (c)Financial forces
 - (d)Psychological forces
9. The sequence of stages a product goes through in its life is called:
- (a)Product path
 - (b)Marketing mix
 - (c)Product life cycle
 - (d)Product segmentation
10. The first stage in the product life cycle is:
- (a)Growth
 - (b)Maturity
 - (c)Introduction
 - (d)Decline

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11. Branding helps in:

- (a) Mass production
- (c) Product identification

- (b) Price fluctuation
- (d) Reducing cost

12. Planned obsolescence refers to:

- (a) Continuous production
- (c) Lowering the price

- (b) Designing products to become outdated
- (d) Keeping inventory

13. The 7 Ps of services marketing include all except:

- (a) Product
- (c) Partnership

- (b) Price
- (d) People

14. Test marketing is done to:

- (a) Reduce cost
- (c) Understand customer response

- (b) Study competition
- (d) Increase awareness

15. Pricing determined by government is called:

- (a) Free pricing
- (c) Negotiated pricing

- (b) Administered pricing
- (d) Seasonal pricing

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16. Skimming pricing is suitable when:

- (a) Demand is low
- (b) Competitors are many
- (c) Product is new and innovative
- (d) Market is declining

17. Penetration pricing strategy aims at:

- (a) High initial price
- (b) High profit margin
- (c) Gaining market share quickly
- (d) Niche marketing

18. Pricing below cost is called:

- (a) Dumping
- (b) Discounting
- (c) Premium pricing
- (d) Value pricing

19. Logistics is related to:

- (a) Communication
- (b) Physical distribution
- (c) Advertising
- (d) Branding

20. Physical distribution does not include:

- (a) Warehousing
- (b) Transportation
- (c) Financing
- (d) Inventory control

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21. Modern retailing includes:

- (a) Street vending
- (c) Door-to-door sales

- (b) Malls
- (d) Manual shops

22. Channel conflict can arise due to:

- (a) Cooperation among intermediaries
- (c) Exclusive distribution

- (b) Overlapping roles
- (d) Correct pricing

23. The function of middlemen includes:

- (a) Manufacturing
- (c) Banking

- (b) Transportation
- (d) Product designing

24. Personal selling involves:

- (a) Mass communication
- (c) TV advertisement

- (b) Door-to-door sale
- (d) Online campaigns

25. Impersonal selling is carried out through:

- (a) Salesperson interaction
- (c) Social media ads

- (b) Email marketing
- (d) Posters and hoardings

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26. Sales force management includes:

- (a) Recruitment and training
- (c) Advertising budget

- (b) Product development
- (d) Financial auditing

27. Advertisement copy is:

- (a) Target report
- (c) Brand symbol

- (b) Content of advertisement
- (d) Packaging

28. Public relations focus on:

- (a) Customer buying
- (c) Company's image

- (b) Branding
- (d) Selling at discount

29. Direct marketing includes:

- (a) Wholesaling
- (c) Radio ads

- (b) Mail-order selling
- (d) Distributors

30. Integrated marketing communication combines:

- (a) Price and product
- (c) HR and logistics

- (b) Sales promotion, PR, direct marketing
- (d) Distribution and branding

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31. Advertisement media selection is influenced by:

- | | |
|------------|----------------------|
| (a) Budget | (b) Target audience |
| (c) Reach | (d) All of the above |

32. Customer Relationship Marketing (CRM) focuses on:

- | | |
|------------------------------|------------------------|
| (a) Profit alone | (b) One-time sales |
| (c) Long-term customer value | (d) Aggressive selling |

33. Data warehousing helps in:

- | | |
|----------------------------|----------------------------------|
| (a) Advertising design | (b) Physical product development |
| (c) Customer data analysis | (d) Creating hoardings |

PART - B

(7 X 6 = 42)

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

34. (a) Explain the scope and importance of marketing.

[OR]

(b) Discuss the modern marketing concept.

35. (a) Briefly provide the various bases of market segmentation.

[OR]

(b) Explain the different targeting and positioning strategies.

36. (a) Explain the factors affecting consumer behaviour.

[OR]

(b) Describe the internal and external environment of marketing.

37. (a) Give in details about the stages of the product life cycle.

[OR]

(b) Explain branding strategies with suitable examples.

38. (a) Discuss the methods of pricing and its objectives.

[OR]

(b) Explain the price mix management practices.

39. (a) Write a note on distribution channels and logistics decisions.

[OR]

(b) Explain the functions and importance of middlemen.

40. (a) Explain the importance and process of personal selling.

[OR]

(b) Discuss the factors influencing advertisement media selection.

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COURSE CODE

205432/205532/
205632/205732/
205832

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
Second Year - Third Semester
(COMMON FOR M.B.A (G/ FM/LM/T/HRM))
FINANCIAL MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. The primary goal of financial management is:

- | | |
|-----------------------------------|------------------------|
| (a) Maximizing profit | (b) Minimizing cost |
| (c) Maximizing shareholder wealth | (d) Ensuring liquidity |

2. Working capital refers to:

- | | |
|--|--|
| (a) Total assets minus total liabilities | (b) Current assets minus current liabilities |
| (c) Long-term liabilities | (d) Fixed assets |

3. Capital structure means:

- | | |
|----------------------------|-----------------------------------|
| (a) Structure of assets | (b) Composition of current assets |
| (c) Mix of debt and equity | (d) Composition of shareholders |

4. The technique of capital budgeting which considers time value of money is:

- | | |
|-----------------------|-------------------------------|
| (a) Payback Period | (b) Accounting Rate of Return |
| (c) Net Present Value | (d) Average Rate of Return |

5. Cost of capital is also known as:

- | | |
|--------------------|------------------------|
| (a) Risk-free rate | (b) Discount rate |
| (c) Dividend rate | (d) Prime lending rate |

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6. A firm's dividend policy affects:

- (a) Liquidity position
- (c) Shareholder wealth

- (b) Working capital
- (d) Retained earnings only

7. The ratio that measures a firm's ability to pay short-term liabilities is:

- (a) Debt-Equity Ratio
- (c) Inventory Turnover

- (b) Current Ratio
- (d) Return on Capital

8. Leverage refers to:

- (a) Use of equity capital
- (c) Use of fixed assets

- (b) Use of working capital
- (d) Use of fixed cost funds

9. The concept of time value of money means:

- (a) Value of money remains same
- (c) Value of money decreases over time

- (b) Money has no future value
- (d) Money received today is worth more than money received in future

10. A zero-coupon bond pays:

- (a) Monthly interest
- (c) No periodic interest

- (b) Annual interest
- (d) Only dividends

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11. The most liquid asset is:

(a) Stock

(c) Debtors

(b) Cash

(d) Equipment

12. The term 'ploughing back of profits' refers to:

(a) Issuing bonus shares

(c) Retaining profits

(b) Declaring dividends

(d) Paying taxes

13. The formula for Net Present Value (NPV) is:

(a) Total inflows – Total outflows

(c) Present value of cash inflows – Initial investment

(b) Average return – Discount rate

(d) IRR – Cost of capital

14. IRR stands for:

(a) Internal Revenue Return

(c) Immediate Rate of Return

(b) Internal Rate of Return

(d) Independent Revenue Result

15. Which of the following affects capital budgeting decisions?

(a) Accounting norms

(c) Depreciation

(b) Cash flows

(d) Audit fees

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16. Cost of equity can be calculated using:

- (a)CAPM model
- (c)NPV method

- (b)Payback method
- (d)ARR method

17. EBIT stands for:

- (a)Earnings Before Investment Tax
- (c)Earnings Before Internal Transactions

- (b)Earnings Before Interest and Taxes
- (d)Earnings Between Investments and Transfers

18. Floation cost is associated with:

- (a)Production cost
- (c)Cost of issuing securities

- (b)Marketing cost
- (d)Administrative expenses

19. A higher debt-equity ratio indicates:

- (a)High financial leverage
- (c)Strong equity

- (b)Low leverage
- (d)High liquidity

20. Which of the following is a non-cash expense?

- (a)Salaries
- (c)Depreciation

- (b)Rent
- (d)Interest

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21. The optimal capital structure maximizes:

(a)EPS

(c)Market value of the firm

(b)Total assets

(d)Working capital

22. Financial planning involves:

(a)Budgeting only

(c)Increasing profits

(b)Forecasting financial needs

(d)Reducing taxes

23. Payback period is useful in evaluating:

(a)Risk

(c)Liquidity

(b)Profitability

(d)Recovery of investment

24. Which source of finance has the highest cost?

(a)Equity

(c)Retained earnings

(b)Debentures

(d)Preference shares

25. Credit policy of a firm affects its:

(a)Fixed cost

(c)Capital structure

(b)Working capital

(d)Profit margin

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26. Capital budgeting decisions are based on:

- (a) Historical data
- (b) Incremental cash flows
- (c) Accounting profit
- (d) Past records

27. The degree of operating leverage is concerned with:

- (a) Capital mix
- (b) Fixed operating cost
- (c) Debt capital
- (d) Dividends

28. Dividend decision is concerned with:

- (a) Profit and loss
- (b) Retained earnings
- (c) Distribution of earnings to shareholders
- (d) Taxation

29. Profit maximization is criticized because it:

- (a) Ignores risk
- (b) Focuses on cash flow
- (c) Considers time value
- (d) Enhances shareholder wealth

30. The future value of a single amount is calculated using:

- (a) Simple average
- (b) Compound interest
- (c) Discounting
- (d) Net asset value

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31. The return expected by investors is called:

- | | |
|----------------------|----------------------|
| (a) Opportunity cost | (b) Cost of capital |
| (c) Discount rate | (d) Risk-free return |

32. A capital asset is:

- | | |
|-----------------------|--|
| (a) Any current asset | (b) Any fixed asset used for income generation |
| (c) Inventory | (d) Cash balance |

33. One of the assumptions of NPV method is:

- | | |
|--|---------------------------|
| (a) Cash flows are uncertain | (b) Discount rate changes |
| (c) Cash flows are reinvested at cost of capital | (d) No taxes involved |

PART - B

(7 X 6 = 42)

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

34. (a) Define Financial Management. What are its primary objectives?

[OR]

(b) Explain the scope and functions of financial management in a business enterprise.

35. (a) Explain the steps involved in the preparation of a financial plan.

[OR]

(b) Discuss the essentials of a sound financial plan with suitable examples.

36. (a) From the following data, compute the Net Present Value (NPV) and advise whether the project should be accepted. Assume a discount rate of 10%.

Initial Investment: ₹3,00,000

Yearly Cash Inflows:

Year 1 – ₹70,000

Year 2 – ₹90,000

Year 3 – ₹1,00,000

Year 4 – ₹80,000

Year 5 – ₹60,000

Present Value of ₹1 @10%:

Year 1 – 0.909, Year 2 – 0.826, Year 3 – 0.751, Year 4 – 0.683, Year 5 – 0.621

[OR]

(b) Describe the advantages and disadvantages of NPV compared to the Payback Period method.

37. (a) Explain the concept of capital structure. What are the determinants of an ideal capital structure?

[OR]

(b) Explain about the financial leverage with a suitable example.

38. (a) A company provides the following details:

Equity Capital: ₹5,00,000 (cost of equity = 14%)

Preference Shares: ₹2,00,000 (cost = 10%)

Debentures: ₹3,00,000 (cost = 8%)

Calculate the Weighted Average Cost of Capital (WACC) using book value weights.

[OR]

(b) Explain the significance of WACC in capital budgeting decisions.

39. (a) Calculate Operating Cycle from the following information:

Raw material in stock – 30 days

Work-in-progress – 15 days

Finished goods – 20 days

Debtors collection period – 40 days

Creditors payment period – 25 days

[OR]

(b) Discuss the factors affecting working capital requirements of a business.

40. (a) A company has the following data:

Current Assets – ₹6,50,000

Inventory – ₹2,00,000

Current Liabilities – ₹3,00,000

Calculate:

(i) Current Ratio

(ii) Quick Ratio

[OR]

(b) Explain the concepts of liquidity and solvency.

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ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
Second Year - Third Semester
M.B.A. (GENERAL)
INDUSTRIAL RELATIONS MANAGEMENT
(CBCS - 2023 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Which article of the Constitution of India guarantees the right to form associations or unions?

(a) Article 14

(b) Article 19(1)(c)

(c) Article 21

(d) Article 32

2. Directive Principles of State Policy are

(a) Enforceable by court

(b) Supreme laws

(c) Non-justiciable

(d) Fundamental duties

3. Trade union movement is primarily aimed at

(a) Increasing product prices

(b) Enhancing employee welfare

(c) Promoting industrial exports

(d) Controlling company ownership

4. Union organization includes

(a) Only managers

(b) Only government officials

(c) Registered worker associations

(d) Consumer groups

5. The Indian Trade Union Act was enacted in

(a) 1926

(b) 1920

(c) 1935

(d) 1947

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6. Central trade unions in India are recognized by

- (a) Private firms
- (c) Ministry of Labour

- (b) Individual employers
- (d) Political parties

7. Intra-union rivalry refers to

- (a) Disputes between unions in different companies
- (c) Competition between union and management

- (b) Conflict within the same union
- (d) HR conflicts

8. ILO stands for

- (a) International Law Organization
- (c) International Labour Organization

- (b) Indian Labour Office
- (d) International Labour Operations

9. Voluntary welfare measures are provided

- (a) By government only
- (c) By court orders

- (b) Mandated by law
- (d) At employer's discretion

10. PCR rights refer to

- (a) Physical Contact Rules
- (c) Protective Civil Rights

- (b) Personal Conduct Rights
- (d) Paid Compensation Rights

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11. Industrial relations primarily involve

- (a) Supply chain operations
- (c) Marketing strategies

- (b) Social obligations of industry
- (d) Financial reporting

12. Employers' role in IR includes

- (a) Blocking union growth
- (c) Promoting mutual understanding

- (b) Ignoring social concerns
- (d) Reducing working hours only

13. Joint consultation involves

- (a) Individual grievances
- (c) One-way communication

- (b) Cooperation between employer and employee representatives
- (d) Employee strikes

14. Conciliation is a

- (a) Legal punishment
- (c) Dispute resolution method

- (b) Management audit
- (d) Type of bonus

15. Adjudication involves

- (a) Informal discussions
- (c) Political settlement

- (b) Mutual agreements
- (d) Legal judgment by an authority

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16. Grievance procedure ensures

- (a) More strikes
- (c) Structured resolution of worker complaints

- (b) Delays in resolution
- (d) Less employee engagement

17. Bipartite agreements are made between

- (a) Government and employees
- (c) Court and union

- (b) Employer and employees
- (d) Trade union and consumers

18. Collective bargaining does not include

- (a) Negotiation
- (c) Individual decision

- (b) Agreement
- (d) Implementation

19. Strike is a method of

- (a) Holiday announcement
- (c) Dispute settlement by workers

- (b) Wage increase
- (d) Layoff policy

20. Wage boards are constituted to

- (a) Control inflation
- (c) Conduct employee exams

- (b) Determine fair wages in industry
- (d) Approve subsidies

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21. Safety committees help in

- (a)Wage settlement
- (c)Preventing workplace accidents

- (b)Production planning
- (d)Conducting surveys

22. Codes of conduct help in

- (a)Promoting conflict
- (c)Encouraging strikes

- (b)Ensuring discipline and ethical behaviour
- (d)Protecting union rivalry

23. Ergonomics is the study of

- (a)Employee mood
- (c)Workplace design for efficiency and safety

- (b)Labour turnover
- (d)Labour contracts

24. Insurance in safety management covers

- (a)Cost of raw materials
- (c)Tax deductions

- (b)Legal liabilities
- (d)Accidental risks of employees

25. Upward communication is

- (a)Management to workers
- (c)Employees to management

- (b)Between departments
- (d)Trade unions to media

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26. Suggestion schemes are part of

- (a) Employee punishment
- (c) Personnel counselling

- (b) Discipline committee
- (d) Communication strategies

27. NGC stands for

- (a) National Growth Council
- (c) National Green Corps

- (b) National Guidance Committee
- (d) New Government Code

28. BPO labour refers to

- (a) Agricultural workers
- (c) Factory workers

- (b) Call center and service process workers
- (d) Construction site employees

29. Which of the following was a key factor in the growth of trade unions in India?

- (a) Industrial liberalization
- (c) Foreign investments

- (b) National freedom movement
- (d) Technological advancement

30. Statutory welfare measures are implemented through

- (a) Union decisions
- (c) Government legislation

- (b) Employer discretion
- (d) Shareholder meetings

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31. A major challenge in collective bargaining is

- (a) Lack of employer interest
 (b) Strong union leadership
 (c) Bipartite negotiation failure
 (d) Manager training programs

32. Notice board suggestions fall under which type of communication?

- (a) Upward
 (b) Vertical
 (c) Lateral
 (d) Downward

33. Fundamental rights in the Indian Constitution are mainly covered under

- (a) Part IV
 (b) Part III
 (c) Part V
 (d) Part I

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the salient features of the Indian Constitution related to industrial relations.

[OR]

(b) Explain the concept of labour movement and its significance.

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

[OR]

(b) Explain how inter-union rivalry affect industrial peace. Briefly discuss international labour movements like ILO, ICTU, and WFTU.

36. (a) Discuss the objectives and functions of voluntary and statutory welfare measures.

[OR]

(b) Examine the concept of industrial relations and the role of government, employers, and unions in maintaining them.

37. (a) Discuss the functions and importance of joint consultation and works committees.

[OR]

(b) Explain adjudication and voluntary arbitration. How does grievance procedure support industrial harmony?

38. (a) Explain collective bargaining, its process, advantages, and limitations.

[OR]

(b) Discuss the causes and consequences of strikes and lockouts. What role do wage boards play in dispute resolution?

39. (a) Explain different types of employee safety programs.

[OR]

(b) Discuss the functions of the safety committee. How does ergonomics contribute to workplace efficiency?

40. (a) Highlight the importance of employee communication tools like house journals, notice boards, and suggestion schemes.

[OR]

(b) Examine the implications of child labour and contract labour in India.

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COURSE CODE

205433C1

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
Second Year - Third Semester
M.B.A. (GENERAL)
MANAGEMENT OF FUNDS
(CBCS - 2023 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Which of the following statements is not true with regard to Commercial paper?

(a) Is a long-term unsecured promissory note with a fixed maturity period.	(b) It usually has a maturity period of 15 days to one year.
(c) It is sold at a discount and redeemed at par.	(d) Companies use this instrument for bridge financing.

2. Trade credit comes under the category of:

(a) Short-term funds	(b) Long-term funds
(c) Internal sources of funds	(d) Both B & C

3. The allocated function is performed by

(a) The Financial markets	(b) The Capital markets
(c) The Money markets	(d) All the above

4. The finance manager is accountable for _____.

(a) Earning capital assets of the company	(b) Effective management of a fund
(c) Arrangement of financial resources	(d) Proper utilization of funds

5. The unorganized financial system includes _____.

(a) Commercial banks	(b) Merchant banks
(c) Indigenous banks	(d) All of the above

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6. Which one is not a component of the financial system?
- (a)Financial market (b)Financial institutions
(c)Financial services (d)Financial budgeting
7. Which of the following decisions affects the size of assets, profitability, and competitiveness of a firm?
- (a)Dividend decision (b)Working capital decision
(c)Capital Budgeting decision (d)None of the above
8. Which of the following would be the result of including flotation costs in the analysis of a project?
- (a)It will increase the initial outflow of cash for the project (b)It will increase the rate of return for the project
(c)It will increase the Net Present Value (NPV) of the project (d)It will have zero effect on the current value of the project
9. Which of the accompanying addresses how much time it takes for a capital budgeting venture to recuperate its underlying expense?
- (a)Redemption period (b)Maturity period
(c)Investment period (d)Payback period
10. ----- is the rate which equates the present value of expected future cash flows with the cost of the investment
- (a)Internal Rate of Return (b)Average Rate of Return
(c)Alternate Rate of Return (d)Expected Rate of Return

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11. Capital rationing means ----- in favour of more acceptable projects.
- (a)Distribution of capital (b)Raising the capital
(c)Utilization of capital (d)Expected capital
12. In cash flow estimation and risk analysis, the real rate will be equal to the nominal rate if there is -
- (a)No inflation (b)High inflation
(c)No transactions (d)No acceleration
13. The market in which new securities are issued by the corporations to raise funds is called:
- (a)Primary markets (b)Secondary markets
(c)Gross markets (d)Proceeds markets
14. If the coupon rate is equal to the going rate of interest, then the bond will be sold
- (a)At a par value (b)Below its par value
(c)More than its par value (d)Seasoned par value
15. ----- is the rate of return for the most viable business opportunity for a company that they will forgo by selecting any other project
- (a)Specific cost (b)Implicit cost
(c)Explicit cost (d)None of the above

N - 2147

16. The cost of equity share capital is greater than the cost of debt because
- (a)Equity shares carry a higher risk than debts (b)The face value of equity shares is lower than the face values of debentures in most cases
- (c)Equity shares do not provide a fixed dividend rate (d)Equity shares are not easily saleable
17. The main aim of capital structure is to:
- (a)Maximise owner's return and minimize the cost of capital (b)Maximise owner's return and maximize the cost of capital
- (c)Minimise owner's return and minimize the cost of capital (d)Minimise owner's return and maximize the cost of capital
18. Capital structure is an optimal mix of which of the following options:
- (a)Sales and profits (b)Debt and equity
- (c)Current assets and fixed assets (d)None of the above
19. Financial leverage means
- (a)Increase in total earnings per share in the company (b)Maximise equity
- (c)Minimising debts (d)The balance between equity and debt
20. How can the optimal capital structure be maintained?
- (a)Increase in the credit rating of the firm (b)A good record of revenue
- (c)A stable dividend policy (d)All of the above

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21. A lease that is generally not cancellable and covers the full economic life of the asset is known as:
- (a) Sale and leaseback
 - (b) Operating lease
 - (c) Financial lease
 - (d) Economic lease
22. From the point of view of the lessee, a lease is a:
- (a) Working capital decision
 - (b) Financing decision
 - (c) Buy or make a decision
 - (d) Investment decision
23. Venture capital is originated in -----
- (a) India
 - (b) France
 - (c) Britain
 - (d) USA
24. In the implementation stage of a project, venture capital firms provide ----- finance.
- (a) Start up
 - (b) Seed finance
 - (c) Instalment finance
 - (d) All of the above
25. The depository receipts issued by a company in the USA are known as-----
- (a) Global Depository Receipts
 - (b) American Depository Receipts
 - (c) Foreign Currency Convertible Bonds
 - (d) All of the above

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26. The FCCBs are issued in a foreign currency and carry a ----- interest rate which is ----- than the rate of any other similar non-convertible debt instrument.
- (a)Fixed, higher
(c)Fluctuating, lower
- (b)Fixed, lower
(d)Fluctuating, higher
27. Which of the following is the main reason behind the investments of MNCs?
- (a)To benefit foreign countries
(c)For the welfare of unprivileged people
- (b)To provide financial support to the country's government
(d)To increase the assets and earn profits
28. When did the government remove the barriers to investment in India?
- (a)1990
(c)1992
- (b)1991
(d)1995
29. Assets that are leased under an operating lease should be:
- (a)Depreciated by the lessee over the economic life of the asset
(c)Regarded as an operating activity by lessees and lease payments charged to profits and loss on a systematic basis.
- (b)Recognized by the lessee as an asset and depreciated according to the pattern of economic benefits from use.
(d)Recognised as an unidentifiable intangible asset and tested annually for impairment.
30. Under this type of lease, the lessor can lease the asset to more than one person:
- (a)Financial lease
(c)Operating lease
- (b)Leveraged lease
(d)Sale and leaseback

N - 2147

31. Debentures indicate the
- (a) Short-term borrowings of the company
(b) Directors share in the company
(c) The investment of equity shareholders
(d) Long-term borrowings of a company
32. 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
33. Floation costs are those expenses which are incurred while -----
- (a) Issuing securities
(b) Repayment of debts
(c) Negotiation for business deal
(d) Repayment of debt and equity

PART - B

(7 X 6 = 42)

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

34. (a) Brief about various sources of short-term finance in India.
- [OR]
- (b) Bring out the consequences of misallocation of funds to the company.
35. (a) How does the financial system help the mobilization and allocation funds? - Discuss.
- [OR]
- (b) Narrate the methods to evaluate the profitable opportunity.
36. (a) Explain the uses and shortcomings of Pay Back Period.
- [OR]
- (b) Enlighten the advantages and disadvantages of capital rationing.
37. (a) Write a note on the types and functions of the capital market. Outline the procedures to calculate the cost of capital with suitable illustrations.
- [OR]
- (b) Outline the procedures to calculate the cost of capital with suitable illustrations.
38. (a) Explain the factors determine the capital structure decisions.
- [OR]
- (b) What is meant by financial leverage? Why it is important to business?
39. (a) Write the difference between operating lease and financial lease.
- [OR]
- (b) List and explain the advantages and disadvantages of venture capital.
40. (a) Explain the various components of syndicated loans.
- [OR]
- (b) Present the difference between international finance and domestic finance.

N - 2147

N - 2148

COURSE CODE

205434A2/

205834

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
Second Year - Third Semester
M.B.A. (GENERAL)
LABOUR LEGISLATIONS – I
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

(33 X 1 = 33)

PART - A

Answer **all** the questions.

1. Which section mandates the fencing of machinery in a factory?

(a)Section 18	(b)Section 21
(c)Section 25	(d)Section 30

2. Who grants approval for the establishment of a factory under the Factories Act, 1948?

(a)Factory Manager	(b)Occupier
(c)State Government or Chief Inspector	(d)Central Government

3. The manager is responsible for compliance with the provisions of the Act under which section?

(a)Section 7B	(b)Section 8
(c)Section 7	(d)Section 100

4. What is the maximum imprisonment for contravention of the provisions of the Act under Section 92?

(a)3 months	(b)6 months
(c)1 year	(d)2 years

5. In which of the following cases is the employer not liable to pay compensation?

(a)Injury caused while operating machinery	(b)Injury caused by worker under the influence of drugs
(c)Injury due to failure of safety equipment	(d)Death during work hours

N - 2148

6. For permanent total disablement, the compensation is:
- (a) 60% of monthly wages \times relevant factor
(b) 50% of annual salary
(c) Fixed by the court
(d) Paid in monthly installments
7. If compensation is payable to a woman or a person under legal disability, it shall be paid:
- (a) Directly in cash
(b) Through money order
(c) To the Commissioner for disbursement
(d) To the employer
8. Which section mandates the submission of returns regarding compensation paid?
- (a) Section 10A
(b) Section 16
(c) Section 17
(d) Section 19
9. The term 'workman' is defined under which section of the Industrial Disputes Act, 1947?
- (a) Section 2(a)
(b) Section 2(l)
(c) Section 2(s)
(d) Section 2(z)
10. The primary duty of a Conciliation Officer is to:
- (a) Enforce legal penalties
(b) Dismiss employees
(c) Promote fair wages
(d) Mediate and promote settlement of disputes

N - 2148

11. The Labour Court is constituted under which section of the Industrial Disputes Act, 1947?
- (a)Section 7
(c)Section 11
- (b)Section 9
(d)Section 14
12. Under Section 18, a settlement is binding on:
- (a)Employer only
(c)All parties to the dispute
- (b)Workmen only
(d)The government only
13. Unfair labour practices by workmen include:
- (a)Peaceful strike
(c)Coercive actions against non-striking workmen
- (b)Legal protest
(d)Requesting higher wages
14. The term 'award' under the Act includes:
- (a)Any gift given to workers
(c)A legal punishment
- (b)Any settlement arrived in writing
(d)Bonus declaration
15. The Shops and Establishments Act, 1947 primarily governs:
- (a)Industrial undertakings
(c)Non-factory commercial establishments
- (b)Agricultural labour
(d)Government offices

N - 2148

16. Failure to register under the Act may lead to:

- (a) Extra working hours
- (b) Tax refund
- (c) Penalty or prosecution
- (d) Promotion of the manager

17. Under the ESI Act, registration of a factory or establishment is:

- (a) Optional
- (b) Required only for public companies
- (c) Mandatory
- (d) Required after one year of operation

18. As per the latest rates, the employee's contribution under ESI is typically:

- (a) 1.75% of wages
- (b) 0.75% of wages
- (c) 4.75% of wages
- (d) 5.25% of wages

19. The primary function of an Inspector under the ESI Act is to:

- (a) File income tax returns
- (b) Issue business licenses
- (c) Ensure compliance with the Act and examine records
- (d) Recruit employees

20. Failure to pay ESI contributions is considered a/an:

- (a) Civil wrong
- (b) Administrative lapse
- (c) Offence under the ESI Act
- (d) Technical error

N - 2148

21. The Employees' Provident Funds and Miscellaneous Provisions Act was enacted in the year:
- (a)1948 (b)1950
(c)1952 (d)1961
22. The Central Board of Trustees under EPF is constituted by the:
- (a)Finance Ministry (b)EPFO
(c)Central Government (d)RBI
23. If an employer defaults in contribution, the EPF authorities can recover the amount through:
- (a)Civil Court (b)Income Tax Department
(c)Certificate to the Recovery Officer (d)Labour Union
24. Inspectors appointed under the EPF Act are now referred to as:
- (a)Vigilance officers (b)Enforcement officers
(c)Provident fund agents (d)Grievance officers
25. The online facility for transfer of EPF accounts is available through:
- (a)RBI Portal (b)MCA Portal
(c)EPFO Member Portal (d)Income Tax Portal

N - 2148

26. An establishment can be exempted from the EPF Scheme if it provides:

- (a) Only salary slips
- (b) A better or equivalent provident fund scheme
- (c) Free meals
- (d) Less than 10 employees

27. Disputes regarding contract labour are decided by:

- (a) Consumer Court
- (b) District Court
- (c) Industrial Tribunal or Labour Court
- (d) Human Rights Commission

28. Labour Inspectors appointed under the Act have the power to:

- (a) Arrest workers
- (b) Fire employees
- (c) Enter premises and examine records for compliance
- (d) Approve salary hikes

29. Unfair labour practices are listed under:

- (a) Schedule I
- (b) Schedule II
- (c) Schedule III
- (d) Fifth Schedule

30. Section 33 of the Industrial Disputes Act deals with:

- (a) Wage fixation
- (b) Unfair trade practices
- (c) Change in service conditions during proceedings
- (d) Bonus settlement

N - 2148

31. Which of the following is an exception to employer's liability?
- (a) Permanent total disablement
(b) Injury due to worker's intoxication
(c) Occupational disease
(d) Accidental death
32. For permanent total disablement, compensation is calculated as a percentage of:
- (a) Basic pay
(b) Fixed bonus
(c) Monthly wages and relevant factor
(d) Gratuity
33. Employer's contribution to the EPF scheme is:
- (a) 6%
(b) 8.33%
(c) 12%
(d) 14%

PART - B

(7 X 6 = 42)

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

34. (a) Briefly explain the duties of the occupier and manager as per the Factories Act, 1948 in ensuring compliance with the Act.
- [OR]
- (b) Discuss the penalty provisions under the Factories Act, 1948. What punishments are imposed for violation of different sections of the Act?
35. (a) What is the procedure for the review of half-monthly payments under the Act? Under what circumstances can such reviews be requested?
- [OR]
- (b) Explain the provisions relating to the distribution of compensation under the Workmen's Compensation Act, 1923. What is the role of the Commissioner in this regard?
36. (a) What is the role of the 'appropriate government' in referring disputes for adjudication under the Act? How does it impact the dispute resolution process?
- [OR]
- (b) Explain the procedure for settlement of industrial disputes under the Industrial Disputes Act, 1947. What role do Conciliation Officers and Labour Courts play in this process?
37. (a) Discuss the provisions related to 'offences by companies' under Section 39 of the Industrial Disputes Act, 1947. Who is held liable and under what conditions?
- [OR]
- (b) Why is the Shops and Establishments Act important in the context of unorganized and service sectors? Discuss its significance in regulating employment conditions.
38. (a) How does the ESI Act ensure the medical and financial welfare of employees through its contribution-based system?
- [OR]
- (b) Discuss the powers, functions, and duties of Inspectors under the ESI Act, 1948. How do they ensure compliance with the Act?

39. (a) Under what circumstances can an employee withdraw or transfer the provident fund amount? What are the rules and procedures to be followed?

[OR]

- (b) Who is authorized to conduct inquiries and issue orders related to EPF contribution defaults? What is the nature of such inquiries under Section 7A?

40. (a) Explain the procedure for transfer of an employee's provident fund account when they change their employment. How does this ensure continuity of benefits?

[OR]

- (b) What measures are provided in the Act to ensure fair treatment and working conditions for contract labourers? How does the Act promote resolution of disputes at the workplace level?

N - 2148

N-2150

COURSE CODE

205434C2/ 205534

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
Second Year - Third Semester
M.B.A. (GENERAL)
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. Total risk includes:

- (a) Only systematic risk
- (c) Market risk

- (b) Unsystematic risk
- (d) Both systematic and unsystematic risks

2. Standard deviation is a measure of:

- (a) Return
- (c) Trend

- (b) Risk
- (d) Liquidity

3. Systematic risk is also known as:

- (a) Unique risk
- (c) Market risk

- (b) Diversifiable risk
- (d) Asset-specific risk

4. Which of the following eliminates unsystematic risk?

- (a) Buying more of same stock
- (c) Selling all stocks

- (b) Diversification
- (d) Borrowing

5. Fundamental analysis helps to determine:

- (a) Intraday prices
- (c) Intrinsic value

- (b) Speculation value
- (d) Trendline

N-2150

6. Technical analysis ignores:

- (a) Price trends
- (c) Economic conditions

- (b) Market news
- (d) Volume

7. Dow Theory helps in:

- (a) Portfolio balancing
- (c) Market trend prediction

- (b) Risk analysis
- (d) Derivative pricing

8. Support level in charting is:

- (a) Upper resistance
- (c) Technical flaw

- (b) Lower price limit
- (d) Trend volume

9. Candle-stick charts are used in:

- (a) Fundamental analysis
- (c) Technical analysis

- (b) Econometrics
- (d) Sectoral study

10. Efficient Market Hypothesis assumes:

- (a) Information is free and available
- (c) Market can be manipulated

- (b) Only few investors know info
- (d) Prices are irrational

N-2150

11. Portfolio refers to:

- (a) Only stocks
- (c) Collection of investments

- (b) Only bonds
- (d) Cash balance

12. Markowitz theory emphasizes:

- (a) Hedging
- (c) Diversification

- (b) Single security return
- (d) Budgeting

13. Efficient frontier shows:

- (a) Random outcomes
- (c) Optimal portfolios

- (b) Unstable returns
- (d) Return above market

14. CAPM was developed by:

- (a) Fisher
- (c) Sharpe and Lintner

- (b) Keynes
- (d) Friedman

15. CAPM assumes:

- (a) Irrational investors
- (c) Homogeneous expectations

- (b) Unlimited borrowing
- (d) Heterogeneous portfolios

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16. Beta in CAPM is a measure of:

- (a) Risk-free return
- (c) Systematic risk

- (b) Market return
- (d) Unsystematic risk

17. SML connects:

- (a) Treasury bills and inflation
- (c) Equity and bonds

- (b) Beta and expected return
- (d) Liquidity and volume

18. Sharpe Ratio is used to measure:

- (a) Absolute risk
- (c) Company sales

- (b) Risk-adjusted return
- (d) Alpha

19. Treynor Ratio considers:

- (a) Total risk
- (c) ROI

- (b) Beta
- (d) EPS

20. Jensen's Alpha measures:

- (a) Market return
- (c) Fund volatility

- (b) Manager performance
- (d) Time value

N-2150

21. Portfolio revision may be caused by:

- (a) Change in inflation
- (c) Interest rate change

- (b) Change in investor goals
- (d) All of the above

22. A formula plan is used in:

- (a) Banking
- (c) Portfolio revision

- (b) Insurance
- (d) Tax calculation

23. Performance evaluation of a portfolio excludes:

- (a) Sharpe Ratio
- (c) ROI

- (b) CAPM
- (d) Company P/E

24. Which of the following is not a characteristic of investment?

- (a) Risk
- (c) Speculation

- (b) Return
- (d) Time

25. Which is a physical investment?

- (a) Equity shares
- (c) Gold

- (b) Bonds
- (d) Mutual funds

N-2150

26. Investment is mainly for:

- (a) Gambling
- (c) Future benefits

- (b) Quick profit
- (d) Tax evasion

27. Speculation is characterized by:

- (a) High risk and short-term
- (c) Stable returns

- (b) Long-term planning
- (d) Government bonds

28. Which is a financial asset?

- (a) Building
- (c) Mutual fund

- (b) Gold
- (d) Artwork

29. Which of these is not an investment avenue?

- (a) Real estate
- (c) Paintings

- (b) Bank deposits
- (d) Derivatives

30. Which security pays a fixed return?

- (a) Equity
- (c) Preference shares

- (b) Bonds
- (d) Debentures

N-2150

31. Derivatives derive value from:

- | | |
|----------------------|--------------------|
| (a) Own performance | (b) Company assets |
| (c) Underlying asset | (d) Annual report |

32. The reward for taking risk is:

- | | |
|-------------|------------|
| (a) Capital | (b) Return |
| (c) Price | (d) Cost |

33. Return on investment considers:

- | | |
|-----------------------------|---------------|
| (a) Interest | (b) Risk |
| (c) Income and capital gain | (d) Brokerage |

PART - B

(7 X 6 = 42)

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

34. (a) Explain the objectives and characteristics of investment

[OR]

(b) Differentiate between physical and financial investments with suitable examples.

35. (a) Describe the major investment avenues in India.

[OR]

(b) Discuss the key features and benefits of mutual funds as an investment vehicle.

36. (a) What are the components of return? Explain how to calculate returns on equity and bond investments.

[OR]

(b) Explain how risk is measured using standard deviation and beta with examples

37. (a) What are the key steps and tools used in fundamental analysis of a company

[OR]

(b) Explain the different types of charts used in technical analysis with illustrations.

38. (a) Describe the role of correlation and diversification in portfolio management.

[OR]

(b) Explain the assumptions and limitations of the Capital Asset Pricing Model (CAPM).

39. (a) Define Efficient Market Hypothesis. Explain the implications of EMH for investors.

[OR]

(b) Compare and contrast the Sharpe ratio, Treynor ratio, and Jensen's Alpha in evaluating portfolio performance.

40. (a) What are the types and techniques of portfolio revision? Give examples.

[OR]

(b) Write a short note on Arbitrage Pricing Theory and its significance in investment decisions.

N-2150

N - 2151

COURSE CODE

205435A3/

205835

**ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025.**

Second Year - Third Semester

M.B.A. (GENERAL)

TRAINING AND DEVELOPMENT

(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

(33 X 1 = 33)

PART - A

Answer **all** the questions.

1. ROI in training stands for:

(a)Rate of implementation	(b)Return on investment
(c)Ratio of input	(d)Record of initiatives

2. What is a key factor in fixing training duration?

(a)Cost per employee	(b)Experience of trainer
(c)Learning cycle	(d)Type of industry

3. CSR funds in India are being used for:

(a)Political campaigns	(b)Financial investments
(c)Training and development programs	(d)Audit and taxation

4. Kirkpatrick's model is related to:

(a)Organizational structure	(b)Evaluation of training effectiveness
(c)Compensation analysis	(d)Recruitment testing

5. What is the difference between training and development?

(a)Training is for future roles, development is for current	(b)Development is for current roles, training is for future
(c)Training is job-specific, development is career-oriented	(d)Both are same

N - 2151

6. Which analysis helps in identifying gaps in employee performance?
- (a) Individual analysis (b) Product analysis
(c) Location analysis (d) Financial analysis
7. Which is not an internal source of trainer?
- (a) Line manager (b) Departmental head
(c) External consultant (d) HR executive
8. What type of training is typically provided to new recruits?
- (a) Executive coaching (b) Induction training
(c) On-the-job training (d) Technical seminar
9. Which method of training involves actual working conditions?
- (a) Simulation (b) Vestibule
(c) Role-play (d) On-the-job
10. Which tax is levied by the state on professional income?
- (a) GST (b) Income tax
(c) Professional tax (d) Capital gains tax

N - 2151

11. Which of the following is part of performance consulting?
- (a) Tax planning
 - (b) Strategic training alignment
 - (c) Public relations
 - (d) Recruitment
12. Which component is not part of a training climate?
- (a) Openness
 - (b) Support
 - (c) Resistance
 - (d) Cultural adaptation
13. What is the most direct method to assess ROI?
- (a) Survey analysis
 - (b) IRR calculation
 - (c) CPA analysis
 - (d) Cost-benefit analysis
14. What is the final step in training evaluation according to Kirkpatrick?
- (a) Reaction
 - (b) Learning
 - (c) Behaviour
 - (d) Results
15. What are learning cycles mainly based on?
- (a) Employee age
 - (b) Feedback and reflection
 - (c) Trainer profile
 - (d) Technical tools

N - 2151

16. Which of the following is true about simulation training?
- (a) Done in actual workplace
 - (b) High risk involved
 - (c) Uses artificial environments
 - (d) Not suitable for executive training
17. Which training method is commonly used in defence?
- (a) Apprenticeship
 - (b) Case study
 - (c) Role play
 - (d) Simulation
18. What is the main purpose of executive development?
- (a) Learning basic operations
 - (b) Managing routine tasks
 - (c) Preparing for leadership roles
 - (d) Handling grievances
19. IRR in training evaluation stands for:
- (a) Internal Revenue Reporting
 - (b) Internal Rate of Return
 - (c) Indexed Return Ratio
 - (d) International ROI
20. What does CPA stand for in training?
- (a) Certified Public Accountant
 - (b) Cost Performance Analysis
 - (c) Critical Process Application
 - (d) Current Policy Alignment

N - 2151

21. Ice-breaking sessions are used in training to:

- (a) Improve discipline
- (c) Assess knowledge

- (b) Build rapport and ease
- (d) Conduct evaluation

22. Which is a key trait for a successful trainer?

- (a) Financial skills
- (c) Sales skills

- (b) Interpersonal communication
- (d) Legal knowledge

23. What is included in task analysis?

- (a) Product profitability
- (c) Job roles and performance gaps

- (b) Time taken for break
- (d) Compensation range

24. What is the main objective of training?

- (a) Improve employee satisfaction
- (c) Increase workload

- (b) Enhance employee performance
- (d) Reduce HR cost

25. Which of the following is a horizontal level of training?

- (a) CEO level training
- (c) Operational training

- (b) Cross-departmental training
- (d) Strategic training

N - 2151

26. What is the first step in training need assessment?

(a) Program evaluation

(c) Organizational analysis

(b) Task analysis

(d) Cost-benefit analysis

27. What is GST primarily related to?

(a) Professional tax

(c) Indirect taxation

(b) Service tax

(d) Direct taxation

28. Which of the following is a key duty of a training manager?

(a) Designing marketing strategies

(c) Identifying training needs

(b) Conducting performance reviews

(d) Preparing financial reports

29. Organizational climate for training refers to:

(a) External environment

(c) Geographical climate

(b) Organizational support for training

(d) Industrial labour policies

30. Which of the following is an off-the-job training method?

(a) Job rotation

(c) Simulation

(b) Coaching

(d) Apprenticeship

N - 2151

31. What is a key feature of executive development programmes?
- (a) Focus on technical skills (b) Focus on blue-collar workers
(c) Focus on leadership and decision-making (d) Focus on routine jobs
32. What is a key parameter for measuring training effectiveness?
- (a) Number of training days (b) Number of trainers
(c) Key performance indicators (KPI) (d) Training budget
33. Which of the following is not a type of training evaluation?
- (a) Formative (b) Summative
(c) Diagnostic (d) Passive

PART - B

(7 X 6 = 42)

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

34. (a) Distinguish between education, training, and development with examples.
[OR]
(b) Write a note on official training, including horizontal, vertical, top, and bottom level training.
35. (a) Describe the organizational structure of a training department and its relevance.
[OR]
(b) Discuss the role of organizational, task, and individual analysis in training needs identification.
36. (a) What are the challenges faced by training managers in today's organizational environment?
[OR]
(b) Describe the features and functions of a favorable organizational climate for training and development.
37. (a) Compare and contrast on-the-job and off-the-job training methods with suitable examples.
[OR]
(b) Explain the implications and significance of executive development in managerial effectiveness.
38. (a) Write a note on key performance parameters used in training evaluation.
[OR]
(b) Explain the implications of training evaluation in aligning training outcomes with organizational goals.
39. (a) Discuss the concept of linking training needs and objectives with learning theories and training methods.
[OR]
(b) Explain the concept of learning cycles and factors to be considered while fixing training duration.
40. (a) How do cultural differences and ice-breaking activities influence training outcomes?
[OR]
(b) Describe Kirkpatrick's model of training evaluation and its application in corporate training.

N - 2151

N - 2153**COURSE CODE****205435C3/****205535**

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025.
Second Year - Third Semester
M.B.A. (GENERAL)
FINANCIAL SERVICES AND INSTITUTIONS
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Which of these is a Development Financial Institution in India?

(a)RBI

(b)IDBI

(c)SEBI

(d)NABARD

2. Gilt-edged securities are issued by:

(a)Corporates

(b)Mutual funds

(c)Government

(d)NBFCs

3. OTCEI stands for:

(a)Over the Counter Exchange of India

(b)Online Trading Centre of Eastern India

(c)Organized Trade Credit Exchange of India

(d)Open Treasury Corporation Exchange of India

4. SEBI is responsible for:

(a)Tax collection

(b)Environmental protection

(c)Capital market regulation

(d)Postal services

5. Financial instruments include:

(a)Shares and bonds

(b)Machines and tools

(c)Buildings and real estate

(d)None of the above

N - 2153

6. Which of these is a feature of financial services?

- (a) Tangibility
- (c) Perishable

- (b) Intangible and customer-oriented
- (d) Concrete deliverables

7. Merchant bankers are regulated by:

- (a) RBI
- (c) IRDA

- (b) SEBI
- (d) TRAI

8. Mutual funds help in:

- (a) Stockbroking
- (c) Risk diversification

- (b) Tax evasion
- (d) Commodity pricing

9. Performance of mutual funds is evaluated based on:

- (a) NAV
- (c) P/E Ratio

- (b) EPS
- (d) Asset turnover

10. CARE is a:

- (a) Financial newspaper
- (c) Banking association

- (b) Credit rating agency
- (d) Insurance product

N - 2153

11. The debt rating assesses:

- (a) The equity price movement
- (c) Performance of gold assets

- (b) Repayment ability of debt instruments
- (d) Banking reforms

12. LIC is primarily engaged in:

- (a) Currency printing
- (c) Insurance and investment

- (b) Loan syndication
- (d) Agricultural research

13. The role of IDBI includes:

- (a) Issuing currency
- (c) Monitoring inflation

- (b) Providing long-term finance for industrial development
- (d) Conducting entrance exams

14. IFCI was originally established to:

- (a) Promote foreign investments
- (c) Finance industrial projects

- (b) Provide short-term loans
- (d) Act as a central bank

15. Gilt securities are also referred to as:

- (a) Government securities
- (c) Preference shares

- (b) Gold-backed bonds
- (d) Debentures of PSUs

N - 2153

16. BSE stands for:

- (a) Bombay Stock Exchange
- (c) Bharat Securities Exchange

- (b) Bank Stock Exchange
- (d) None of the above

17. NSE is known for introducing:

- (a) Regional trading
- (c) Electronic trading system

- (b) Floor-based trading
- (d) Barter system

18. Investor education is promoted by:

- (a) SEBI
- (c) LIC

- (b) RBI
- (d) IRDA

19. Investment consultancies help investors by:

- (a) Filing taxes
- (c) Giving advice on investment avenues

- (b) Providing credit
- (d) Selling insurance

20. Which one is not a development financial institution?

- (a) ICICI
- (c) SIDBI

- (b) IFCI
- (d) BSE

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21. The main regulator of the securities market in India is:
- (a)RBI (b)SEBI
(c)NABARD (d)IRDA
22. NBFCs are allowed to:
- (a)Accept demand deposits (b)Offer banking services
(c)Provide financial services without a banking license(d)Print currency
23. Which of these helps small investors invest in diversified portfolios?
- (a)Venture capital (b)Mutual funds
(c)Treasury bills (d)Corporate bonds
24. Which of the following is not a function of financial services?
- (a)Capital formation (b)Allocation of funds
(c)Regulation of industries (d)Mobilization of savings
25. Merchant banking primarily deals with:
- (a)Public and private placement of securities (b)Commercial banking services
(c)Insurance underwriting (d)Loan recovery

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26. SEBI regulations apply to:

- (a) Cooperative societies
- (c) Real estate developers

- (b) Lead managers in merchant banking
- (d) Retail traders

27. Which of the following is not a type of mutual fund scheme?

- (a) Equity fund
- (c) Endowment fund

- (b) Debt fund
- (d) Balanced fund

28. The first mutual fund in India was established by:

- (a) SEBI
- (c) UTI

- (b) LIC
- (d) SBI

29. CRISIL is known for:

- (a) Tax advisory
- (c) Stock exchange

- (b) Credit rating services
- (d) Insurance coverage

30. Which factor does not contribute to credit rating?

- (a) Management quality
- (c) Horoscope

- (b) Industry trends
- (d) Past repayment behavior

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31. Which is an international credit rating agency?

- (a) IRDA (b) Fitch
(c) NABARD (d) SIDBI

32. UTI and LIC provide:

- (a) Trade license services (b) Educational loans
(c) Portfolio management services (d) Legal advisory

33. Which of the following is a key service provided by NBFCs?

- (a) Legal arbitration (b) Credit rating
(c) Loans and advances (d) Police verification

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the various financial instruments available in the Indian financial system along with their merits and demerits.

[OR]

(b) Distinguish between public and private placement of capital issues and discuss the role of merchant bankers in each.

35. (a) Explain the process and significance of inspection by SEBI on merchant banking operations.

[OR]

(b) Evaluate the merits and demerits of mutual fund investments and how their performance is assessed.

36. (a) Explain the key regulations applicable to mutual funds in India as per SEBI guidelines.

[OR]

(b) Define credit rating. Discuss its objectives and importance in the financial system.

37. (a) Describe the rating process followed by credit rating agencies such as CRISIL, ICRA, and CARE.

[OR]

(b) Describe the procedure for equity rating and debt/deposit rating.

38. (a) Write a detailed note on international credit rating agencies and their functions.

[OR]

(b) Explain the portfolio management services offered by UTI and LIC to investors.

39. (a) Describe the various financial services provided by NBFCs to individual and corporate investors.

[OR]

(b) Describe the contribution of ICICI and IRBI towards industrial development in India.

40. (a) Discuss the regulatory measures implemented by RBI for maintaining financial stability.

[OR]

(b) Discuss the role of SEBI in investor education and in regulating stock exchanges.

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COURSE CODE

205442A1/

205841

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025.
Second Year - Fourth Semester
M.B.A. (GENERAL)
COMPENSATION MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Which of the following is a key component of compensation?

(a) Advertisement

(b) Recruitment

(c) Promotion

(d) Salary

2. Wage structure is influenced by:

(a) Competitor's salary levels

(b) Festivals

(c) Birthdays

(d) Staff turnover

3. The principle of wage and salary administration is to ensure:

(a) Delayed incentives

(b) Fair and equitable payment

(c) Random payment

(d) Less productivity

4. Wage differentials occur due to:

(a) Same experience

(b) Equal location

(c) Equal jobs

(d) Differences in skill and job responsibility

5. Minimum wage is:

(a) Bonus amount

(b) Decided by trade unions

(c) Legally mandated lowest wage

(d) Decided by workers

N-2155

6. Job evaluation helps in:

- (a) Determining fair compensation
- (c) Adjusting holidays

- (b) Calculating tax
- (d) Estimating leave

7. Which of the following is a monetary incentive?

- (a) Feedback
- (c) Training

- (b) Recognition
- (d) Bonus

8. Fringe benefits are provided for:

- (a) Non-salaried staff
- (c) Employee welfare

- (b) Overhead expenses
- (d) Cost cutting

9. KPP stands for:

- (a) Key Performance Parameters
- (c) Knowledge Payroll Program

- (b) Key Pricing Policy
- (d) Key Promotion Plan

10. Which Act governs minimum wages in India?

- (a) Income Tax Act
- (c) Minimum Wages Act

- (b) Factories Act
- (d) Payment of Wages Act

N-2155

11. Pay compression refers to:

- (a) Same bonus
- (c) Equal pay to all

- (b) New hires earning more than seniors
- (d) Reduced incentives

12. Which of these is a non-monetary incentive?

- (a) Travel allowance
- (c) Profit sharing

- (b) Flexible hours
- (d) Cash bonus

13. Job analysis is essential for:

- (a) Promotions
- (c) Recruitment only

- (b) Marketing
- (d) Determining compensation

14. Which method is used in job evaluation?

- (a) Value chain analysis
- (c) Point rating

- (b) Gantt chart
- (d) Time-motion study

15. What is a component of executive compensation?

- (a) Basic pay only
- (c) Night shifts

- (b) Daily wages
- (d) Stock options and perquisites

N-2155

16. Institutional mechanism for wage fixation includes:

- (a) HR interns
- (c) Wage boards

- (b) Job seekers
- (d) Tax officers

17. Bonus Act was enacted in the year:

- (a) 1956
- (c) 1980

- (b) 1965
- (d) 1975

18. Direct compensation includes:

- (a) Salary
- (c) Tea allowance

- (b) Transport
- (d) Health insurance

19. Knowledge workers expect:

- (a) Manual labor
- (c) Variable pay + learning opportunities

- (b) Same job profile
- (d) Uniform wages

20. Profit sharing is a type of:

- (a) Leave policy
- (c) Fixed wage

- (b) Fringe benefit
- (d) Group incentive

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21. Performance-linked pay is also called:

(a)Gratuity

(c)Variable pay

(b)Fixed bonus

(d)Time-bound pay

22. Which is NOT a principle of wage administration?

(a)Equity

(c)Transparency

(b)Delay

(d)Uniformity

23. Pay surveys are used for:

(a)Benchmarking compensation

(c)Tax filing

(b)HR branding

(d)Auditing

24. Which of the following is a key role of HR in compensation?

(a)Factory layout

(c)Managing vendor payments

(b)Payroll processing

(d)Branding

25. What is a typical element of compensation planning?

(a)Product design

(c)Water bills

(b)Land cost

(d)Salary budget forecast

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26. Wage settlement is mostly done through:

- (a) Appraisals
- (c) Exit interview

- (b) Collective bargaining
- (d) Demand-supply data

27. What is a typical challenge in compensation management?

- (a) Sales decline
- (c) Wage inflation

- (b) Job design
- (d) Branding

28. Which factor influences international compensation?

- (a) Exchange rate
- (c) Media outreach

- (b) National holidays
- (d) Street lighting

29. Non-financial compensation includes:

- (a) Salary hike
- (c) TA

- (b) Recognition
- (d) DA

30. Wage fixation depends on:

- (a) Cafeteria service
- (c) Brand name

- (b) Region size
- (d) Job content and worth

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31. Classification of rewards may include:

- (a) Full-time and part-time
- (c) Workload and training

- (b) Monetary and non-monetary
- (d) Job location

32. Performance appraisal helps in:

- (a) Audit clearance
- (c) Transport plan

- (b) Wage deduction
- (d) Incentive allocation

33. Perquisites include:

- (a) Retirement benefit only
- (c) Leave policy

- (b) Uniforms
- (d) Car, house rent paid by employer

PART - B

(7 X 6 = 42)

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

34. (a) Define compensation. Explain its objectives and types.

[OR]

(b) Discuss wage levels and wage structures with suitable examples.

35. (a) Explain the principles of wage and salary administration.

[OR]

(b) Evaluate the significance of wage theories in fixing salaries.

36. (a) What are wage differentials? Discuss their causes.

[OR]

(b) Explain the elements and characteristics of a good wage plan.

37. (a) Describe the procedure of job evaluation

[OR]

(b) Explain ESOP and non-monetary incentives.

38. (a) What are fringe benefits? Why are they important in compensation design?

[OR]

(b) Describe the components of executive compensation

39. (a) Discuss the role of institutional mechanisms in wage fixation.

[OR]

(b) Explain the determinants and objectives of incentive payments.

40. (a) Explain the key provisions of the Payment of Bonus Act and Minimum Wages Act.

[OR]

(b) What are the current trends in compensation for knowledge workers and executives?

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N - 2161

COURSE CODE

205442C1/ 205541

**ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
Second Year - Fourth Semester
M.B.A. (GENERAL)
FOREIGN EXCHANGE MANAGEMENT
(CBCS - 2020 onwards)**

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. The interbank rate is primarily used:

- (a) For customer transactions
- (c) For government budgeting

- (b) Between central banks only
- (d) Between banks for large transactions

2. The merchant rate is applicable when:

- (a) RBI deals with IMF
- (c) Banks exchange currency among themselves

- (b) A bank deals with a customer
- (d) Exporters exchange currency

3. TT Buying Rate is used when:

- (a) Traveller's cheques are encashed
- (c) Transfer is through banking channel

- (b) Cash is exchanged
- (d) Gold is traded

4. A well-developed foreign exchange market results in:

- (a) Increased inflation
- (c) Restriction on trade

- (b) Efficient price discovery
- (d) Weak exchange control

5. The interest rate parity theory suggests:

- (a) Riskless arbitrage is possible
- (c) Forward rate equals interest-adjusted spot

- (b) Exchange rate remains fixed
- (d) Central bank fixes interest

N - 2161

6. Flow model assumes exchange rate is determined by:

- (a) Trade flows only
- (c) Stock prices

- (b) Capital inflow only
- (d) Labour laws

7. Forecasting exchange rates helps in:

- (a) Avoiding exports
- (c) Fixing tax rates

- (b) Managing currency exposure
- (d) Determining interest rate

8. NEER is:

- (a) Inflation-adjusted rate
- (c) A swap mechanism

- (b) Average exchange rate not adjusted for inflation
- (d) Market interest rate

9. One feature of a forward contract is:

- (a) Daily market settlement
- (c) Over-the-counter dealing

- (b) Standardized contract
- (d) Stock market listing

10. Cancellation of a forward contract results in:

- (a) Settlement loss or gain
- (c) Regulatory fine

- (b) No impact
- (d) Fixed premium

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11. The buyer of a call option has the:

- (a) Obligation to sell
- (c) Right to sell

- (b) Right to buy
- (d) Obligation to deliver

12. One demerit of currency options is:

- (a) Unlimited loss
- (c) No flexibility

- (b) Complexity and premium cost
- (d) Cannot hedge

13. Internal risk management is useful when:

- (a) Derivatives are mandatory
- (c) Only borrowing is done

- (b) Exposures are low or internalized
- (d) Market is volatile

14. Risk shifting refers to:

- (a) Passing risk to another party contractually
- (c) Getting government insurance

- (b) Avoiding payment
- (d) Selling derivatives

15. Money market hedge involves:

- (a) Options trading
- (c) No market instruments

- (b) Borrowing and lending in domestic and foreign currency
- (d) Currency swaps

N - 2161

16. A currency swap allows:

- (a) Exchange of bonds
- (b) Exchange of debt for equity
- (c) Exchange of principal and interest in different currencies
- (d) Elimination of inflation

17. Economic exposure differs from transaction exposure in that it:

- (a) Involves real cash flow
- (b) Affects long-term competitiveness
- (c) Is short-term and contract-based
- (d) Cannot be hedged

18. A company may reduce economic exposure by:

- (a) Avoiding exports
- (b) Shifting production to foreign markets
- (c) Increasing debt
- (d) Using only TT rates

19. A stable exchange rate contributes to:

- (a) Reduced inflation
- (b) Investment predictability
- (c) Unstable interest
- (d) More imports

20. Currency devaluation leads to:

- (a) Higher import costs
- (b) Cheaper imports
- (c) Lower exports
- (d) Reduced demand

N - 2161

21. LORO account means:

- (a) Our account in their books
- (c) A third-party account

- (b) Their account in our books
- (d) Central bank reserve

22. Indian banks maintain NOSTRO accounts for:

- (a) Rupee trading
- (c) Selling derivatives

- (b) Holding foreign currency in foreign banks
- (d) Lending to customers

23. Exchange control helps in:

- (a) Complete currency liberalization
- (c) Avoiding speculation and stabilizing currency

- (b) Inflation management
- (d) Devaluation

24. One major tool of exchange control is:

- (a) Free market pricing
- (c) Import/export licensing

- (b) Exchange rate bands
- (d) Monetary policy

25. SDR refers to:

- (a) Special Dollar Reserve
- (c) Statutory Deposit Reserve

- (b) Special Drawing Rights
- (d) Short Debt Reserve

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26. India's forex reserves are managed by:

- (a) Ministry of Commerce
- (c) RBI

- (b) SEBI
- (d) IMF

27. Exchange rate fluctuations affect:

- (a) Only exporters
- (c) Imports, exports, and GDP

- (b) Only central banks
- (d) Only banking sector

28. Fiscal policies for exchange rate include:

- (a) Repo rate decisions
- (c) CRR changes

- (b) Taxation and public spending policies
- (d) Open market operations

29. Floating exchange rate is determined by:

- (a) Central bank
- (c) Demand and supply forces

- (b) International treaties
- (d) Tax laws

30. Forward rate $>$ Spot rate is called:

- (a) Forward discount
- (c) Forward premium

- (b) Arbitrage
- (d) Parity

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31. Internal hedging tool includes:

- | | |
|----------------------|--------------------------------|
| (a) Forward contract | (b) Invoice currency selection |
| (c) Currency futures | (d) Options |

32. Currency futures are traded on:

- | | |
|---------------------|------------------------|
| (a) Stock exchanges | (b) Banks |
| (c) Central banks | (d) Government portals |

33. Real exchange rate considers

- | | |
|----------------------------|------------------------|
| (a) Spot price only | (b) Interest rate only |
| (c) Inflation differential | (d) No adjustment |

PART - B

(7 X 6 = 42)

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

34. (a) Explain the significance of foreign exchange in a globalized economy.

[OR]

(b) Illustrate the method for calculating forward rates using spot rate and interest rate parity. Include a numerical example.

35. (a) Discuss the assumptions, merits, and limitations of the Interest Rate Parity (IRP) theory in determining exchange rates.

[OR]

(b) Differentiate between Nominal Effective Exchange Rate (NEER) and Real Effective Exchange Rate (REER). Why are these important for economic policy?

36. (a) With examples, explain the process of extension and cancellation of a forward contract. What are the implications for businesses?

[OR]

(b) Describe the differences between European and American currency options. Explain when a firm should use each type.

37. (a) List and explain four internal techniques to manage transaction exposure in foreign exchange risk management.

[OR]

(b) What is a currency swap? Explain its mechanics and how it differs from a forward contract.

38. (a) Discuss how inflation and exchange rate fluctuations can lead to economic exposure. Provide examples from the manufacturing sector.

[OR]

(b) Explain any three strategies to manage economic exposure for a multinational firm operating in a volatile currency environment.

39. (a) What are NOSTRO, VOSTRO, and LORO accounts? Explain their functions with examples relevant to Indian banks.

[OR]

- (b) Why are exchange control measures implemented by governments? Explain with reference to developing economies.

40. (a) Analyze the recent trends and composition of India's Foreign Exchange Reserves.

What factors influence the changes in reserve levels?

[OR]

- (b) How do fiscal and monetary policy initiatives jointly contribute to the stability of the exchange rate in India? Provide real-world policy examples.

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N-2156**COURSE CODE****205443A2/****205844**

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
Second Year - Fourth Semester
M.B.A. (GENERAL)
LABOUR LEGISLATIONS - II
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

(33 X 1 = 33)

PART - A

Answer **all** the questions.

1. The Payment of Bonus Act was enacted in the year:

(a)1961

(b)1972

(c)1965

(d)1975

2. Available surplus means:

(a)Total profit before tax

(b)Income after deducting direct tax

(c)Gross earnings of employees

(d)Minimum bonus payable

3. Who is eligible to receive bonus under the Bonus Act?

(a)All employees

(b)Employees earning more than ₹21,000

(c)Only permanent employees

(d)Employees who have worked for at least 30 days

4. Deduction from bonus is allowed for:

(a)Overtime

(b)Gratuity

(c)Misconduct

(d)Paid leave

5. Set-on and Set-off are concepts related to:

(a)Wages Act

(b)Bonus Act

(c)Gratuity Act

(d)Standing Orders

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6. Set-off is applied when:

- (a) Surplus is negative
- (c) Tax is unpaid

- (b) Surplus is above allocable limit
- (d) Bonus is delayed

7. Presumption about balance sheet accuracy lies with:

- (a) Auditor
- (c) Labour Commissioner

- (b) Employer
- (d) Employer's certified accounts

8. The Payment of Gratuity Act was passed in the year:

- (a) 1972
- (c) 1948

- (b) 1936
- (d) 1961

9. Gratuity becomes payable after completion of how many years of service?

- (a) 3 years
- (c) 5 years

- (b) 4 years
- (d) 6 years

10. Who is responsible for payment of wages under the Wages Act?

- (a) Employee
- (c) Inspector

- (b) Contractor
- (d) Employer

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11. The wage period must not exceed:

(a) 7 days

(c) 1 month

(b) 15 days

(d) 2 months

12. Deduction from wages can be made for:

(a) Canteen charges

(c) Bonus

(b) Unauthorised absence

(d) Medical leaves

13. The Payment of Wages Act requires maintenance of:

(a) Salary slips

(c) Registers and records

(b) Balance sheets

(d) Profit and loss accounts

14. Inspectors are appointed to:

(a) Pay gratuity

(c) Impose penalty

(b) Maintain records

(d) Enforce compliance

15. The Minimum Wages Act was enacted in:

(a) 1926

(c) 1950

(b) 1948

(d) 1972

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16. Minimum wages are fixed by:

- (a)Employer
- (b)Trade union
- (c)Appropriate government
- (d)Labour tribunal

17. Contracting out under Minimum Wages Act is:

- (a)Illegal
- (b)Permissible with consent
- (c)Valid
- (d)Done by the board

18. Which board is appointed under the Minimum Wages Act?

- (a)Conciliation Board
- (b)Advisory Board
- (c)Grievance Board
- (d)Arbitration Board

19. Penalties under the Minimum Wages Act are imposed by:

- (a)Trade union
- (b)Court
- (c)Appropriate Government
- (d)Labour office

20. Standing Orders are certified by:

- (a)Employer
- (b)Trade Union
- (c)Factory Inspector
- (d)Certifying Officer

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21. Modification of standing orders requires:

- (a) Consent of HR manager
- (c) Approval by certifying officer

- (b) Approval of union
- (d) Director's order

22. Operating standing orders are related to:

- (a) Gratuity
- (c) Bonus calculation

- (b) Working hours, leave, discipline
- (d) Wage deduction

23. Duration of standing orders is generally:

- (a) 1 year
- (c) 3 years

- (b) Until modified
- (d) 5 years

24. Who registers trade unions?

- (a) Factory Inspector
- (c) Labour Commissioner

- (b) Registrar of Trade Unions
- (d) Employer

25. Rights of registered trade unions include:

- (a) Fixing wages
- (c) Issuing bonus

- (b) Legal protection
- (d) Enforcing strike

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26. Bonus is payable within how many months of accounting year end?
- (a)3 months (b)12 months
(c)9 months (d)6 months
27. Gratuity can be forfeited for:
- (a)Resignation (b)Retirement
(c)Wilful omission causing loss (d)Transfer
28. Under Wages Act, fine must be recovered within:
- (a)15 days (b)30 days
(c)45 days (d)60 days
29. Minimum wages can be fixed for:
- (a)Scheduled employments (b)All employments
(c)Public sector only (d)Private sector only
30. Certifying officer under Standing Orders must act:
- (a)Unilaterally (b)Impartially
(c)As per employer's wish (d)As per factory rules

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31. Bonus Act applies to firms with minimum:

- | | |
|-----------------|-----------------|
| (a)10 employees | (b)15 employees |
| (c)20 employees | (d)25 employees |

32. Nomination under Gratuity Act must be made within:

- | | |
|-------------|------------|
| (a)15 days | (b)30 days |
| (c)6 months | (d)90 days |

33. Trade unions must submit annual returns to:

- | | |
|--------------|-------------------|
| (a)Employer | (b)Court |
| (c)Registrar | (d)Advisory Board |

PART - B

(7 X 6 = 42)

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

34. (a) Explain the computation of available surplus under the Payment of Bonus Act.

[OR]

(b) Discuss the provisions relating to the employer under the Bonus Act.

35. (a) Describe the eligibility criteria for payment of bonus and bonus deductions.

[OR]

(b) Explain the adjustment of customary and interim bonus payable.

36. (a) Give an account of the concept of set-on and set-off as per the Bonus Act.

[OR]

(b) Explain allocable surplus. How is it calculated?

37. (a) Describe the provisions of Payment of Gratuity Act, 1972 regarding nominations and exemptions.

[OR]

(b) Explain the procedure and guidelines in recovering the amount of gratuity.

38. (a) Give the provisions relating to responsibility for payment of wages under the Act.

[OR]

(b) Explain the rules in maintenance of records and registers, under the payment of wages Act.

39. (a) Describe the procedures for fixing and receiving minimum wages.

[OR]

(b) Explain the functions of advisory board and procedure for fixing minimum wages.

40. (a) Describe the provisions for registration and rights of Trade Unions.

[OR]

(b) Discuss the certification, modification, and enforcement of standing orders under the Industrial Employment (Standing Orders) Act, 1946.

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COURSE CODE

205443B2/

205644

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
Second Year - Fourth Semester
M.B.A. (GENERAL)
LOGISTICS MARKETING AND TECHNOLOGY
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Logistics marketing refers to:

(a) Advertising in newspapers	(b) Marketing of transportation and distribution services
(c) Selling food products	(d) Promoting insurance policies

2. Which one is part of the marketing environment in the logistics industry?

(a) Warehouse lighting	(b) Furniture in office
(c) Personal opinion	(d) Road taxes and transport regulations

3. Which of the following is not a basis for market segmentation in logistics?

(a). Geographic	(b) Demographic
(c) Temperature	(d) Behavioural

4. What does 3PL stand for in logistics?

(a) Three-point logistics	(b) Third-Party Logistics
(c) Third-Person Lease	(d) Three Parcel Limits

5. User behaviour in logistics refers to:

(a) How customers select and use logistics services	(b) Warehouse construction
(c) Staff training programs	(d) Financial auditing

N-2159

6. In the logistics context, the decision-making process is influenced by:
- (a) Weather alone
 - (b) Building structure
 - (c) Uniform pricing
 - (d) Cultural, economic, and service factors
7. Concentrated marketing means:
- (a) Targeting a broad mass market
 - (b) Focusing on one specific segment or niche
 - (c) Marketing with confusion
 - (d) Ignoring customer needs
8. Differentiated marketing refers to:
- (a) Using one message for all segments
 - (b) Ignoring market differences
 - (c) Targeting multiple segments with separate offerings
 - (d) Reducing service quality
9. In logistics, service positioning refers to:
- (a) Physical location of warehouses
 - (b) Employee positions in the logistics
 - (c) Labeling of packages
 - (d) The image and value placed in the minds of customers
10. Networking in logistics improves:
- (a) Miscommunication in networking
 - (b) Service delays in delivering
 - (c) Supply chain coordination and responsiveness
 - (d). Risk of loss in logistics

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11. The core duty of a transportation operator in a logistics chain is to:
- (a) Analyze market trends
 - (b) Move products across supply points
 - (c) Handle customer complaints
 - (d) Build advertising strategies
12. A benefit of networking with warehouse providers is:
- (a) Efficient inventory management
 - (b) Stock outs and delays
 - (c) Slower delivery
 - (d) Loss of data
13. Price mix in logistics involves:
- (a) Ignoring competitors
 - (b) Deciding on factory product costs
 - (c) Changing retail store prices
 - (d) Adjusting service charges based on value offered
14. Service consistency leads to:
- (a) Random customer experience
 - (b) Predictable and reliable service
 - (c) Lack of customer trust
 - (d) Increased complexity
15. In the BCG matrix, a "Cash Cow" is:
- (a) A low-growth, high-share service
 - (b) A high-growth, low-share service
 - (c) A failing service
 - (d) A service with uncertain future

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16. One objective of pricing in logistics is to:
- (a) Minimize service use
 - (b) Increase inventory
 - (c) Maximize profitability
 - (d) Reduce delivery times
17. A service in the growth stage of its life cycle typically experiences:
- (a) Declining sales
 - (b) Heavy losses
 - (c) No change
 - (d) Increasing demand and profits
18. Which of the following is a common new product pricing strategy?
- (a) Bundle pricing
 - (b) Penetration pricing
 - (c) Skimming pricing
 - (d) Both B and C
19. A pricing policy provides:
- (a) Guidelines for how to react in emergencies
 - (b) Framework for consistent pricing decisions
 - (c) Rules for hiring drivers
 - (d) Policies for equipment repair
20. Competitive pricing strategy means:
- (a) Setting prices based on cost only
 - (b) Ignoring competitor pricing
 - (c) Setting prices similar to competitors
 - (d) Offering all services free

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21. Which of the following is a key tool in the promotion mix?
- (a) Advertising
 - (b) Packaging
 - (c) Inventory management
 - (d) Warehousing
22. Sales promotion aims to:
- (a) Build long-term brand loyalty only
 - (b) Provide short-term incentives to boost sales
 - (c) Increase distribution costs
 - (d) Create permanent pricing
23. The importance of publicity is that it:
- (a). Is costly and unreliable
 - (b) Avoids media completely
 - (c). Reduces brand image
 - (d) Builds credibility
24. A promotional budget is prepared to:
- (a). Control production costs
 - (b) Set salaries for employees
 - (c) Estimate expenses for promotion activities
 - (d) Pay transport taxes
25. Global distribution strategy is usually adopted when:
- (a) A firm operates only locally
 - (b) A firm targets international markets
 - (c) A product is very specific
 - (d) Legal restrictions apply

N-2159

26. What does WMS stand for?
(a) Warehouse Marketing System
(c) Warehouse Management System
(b) Worker Management Software
(d) Workload Monitoring Software
27. OMS (Order Management System) handles:
(a) Order processing and tracking
(c). Hiring new staff
(b) Marketing emails
(d) Software security
28. What is the main function of transportation routing software?
(a) Calculating salaries
(c). Designing products
(b) Managing warehouse staff
(d) Optimizing delivery routes and travel time
29. A key use of RFID in logistics is:
(a) Editing videos
(c) Drawing warehouse layout
(b) Tracking inventory without physical scanning
(d) Emailing customers
30. Containerization is a key advancement in:
(a) Flight technology
(c) Shipping technology
(b) Truck technology
(d) Rail technology

N-2159

31. Electric trucks are used to:
- (a) Increase pollution (b) Reduce carbon emissions in logistics
(c) Decrease mileage (d) Slow delivery
32. Which of the following is a modern payment technology in logistics?
- (a) Cheque book (b) Cash on delivery
(c) Digital wallets and UPI (d) Typewriter receipts
33. Which of the following is NOT a feature of TQM?
- (a) Focus on quality (b) Continuous improvement
(c) Customer focus (d) One-time inspection only

PART - B

(7 X 6 = 42)

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

34. (a) Explain the elements of the marketing environment relevant to the logistics industry.
- [OR]
- (b) Describe the process of market segmentation and its relevance to logistics service providers.
35. (a) What is concentrated marketing? How is it applied in the logistics industry?
- [OR]
- (b) Differentiate between differentiated and undifferentiated marketing strategies in the logistics industry.
36. (a) Explain the importance of networking with warehouse service providers in logistics.
- [OR]
- (b) Explain the importance of product line, range, and consistency in the logistics service mix.
37. (a) Describe the steps in the new service planning and development process
- [OR]
- (b) How should a logistics firm react to a competitor's price change? Explain with suitable examples.
38. (a) Explain the different types of advertising used in logistics marketing and their importance.
- [OR]
- (b) Discuss the key considerations in choosing between local, national, regional, and global distribution strategies.
39. (a) What is logistics network optimization? Explain its benefits in modern supply chains.
- [OR]
- (b) Explain the use and benefits of RFID technology in logistics and supply chain operations.
40. (a) Describe the impact of technological innovations in truck transport on logistics efficiency.
- [OR]
- (b) What is Total Quality Management (TQM)? Discuss its role in logistics performance.

N-2159

N - 2162

COURSE CODE

205443C2/

205542

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
Second Year - Fourth Semester
M.B.A. (GENERAL)
MULTINATIONAL FINANCIAL MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. The primary objective of multinational financial management is:

(a) Reducing production costs	(b) Maximizing shareholder wealth
(c) Avoiding taxes	(d) Improving local sales

2. Foreign direct investment means:

(a) Buying shares in the local market	(b) Exporting goods
(c) Investment made by a company in another country	(d) Importing technology

3. NPV stands for:

(a) Net Profit Value	(b) Net Present Value
(c) Net Product Value	(d) Nominal Present Value

4. Risk in MNCs arises due to:

(a) Currency fluctuations	(b) Government stability
(c) Inflation	(d) All of the above

5. International financial system includes:

(a) Global banks	(b) Stock exchanges
(c) Monetary authorities	(d) All of the above

N - 2162

6. IRR is used for:

- (a) Budget preparation
- (b) Cost allocation
- (c) Capital budgeting decisions
- (d) Tax filing

7. Transfer pricing refers to:

- (a) Import taxes
- (b) Setting prices for goods transferred within subsidiaries
- (c) Government-imposed pricing
- (d) Pricing of exports

8. APV model is used for:

- (a) Project management
- (b) Performance appraisal
- (c) Valuing leveraged projects
- (d) Cost of capital

9. Exchange rate impacts:

- (a) Only domestic business
- (b) Only local inflation
- (c) Foreign transactions and profitability
- (d) Local law

10. Leading and lagging techniques are used in:

- (a) Transfer pricing
- (b) Cash budget
- (c) International cash management
- (d) Risk mitigation

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11. APV stands for:

- (a) Adjusted Present Value
- (c) Average Project Value

- (b) Applied Pricing Value
- (d) Absolute Payment Variation

12. CAPM model is used to:

- (a) Calculate inventory levels
- (c) Manage credit

- (b) Measure expected return on equity
- (d) Budget capital expenses

13. Exchange rate change affects:

- (a) Only fixed assets
- (c) Profitability of international operations

- (b) Only short-term loans
- (d) Local advertising

14. Inflation causes:

- (a) Increase in purchasing power
- (c) Decrease in interest rates

- (b) No effect on investment
- (d) Increase in cost of capital

15. Working capital management involves:

- (a) Managing long-term funds
- (c) Tax planning

- (b) Managing day-to-day operations and liquidity
- (d) Strategy planning

N - 2162

16. Netting helps in:

- (a) Increasing sales
- (c) Avoiding tax

- (b) Consolidating multiple payments into one
- (d) Costing methods

17. Leading and lagging are techniques used to manage:

- (a) Equity
- (c) International payments

- (b) Debt
- (d) Legal contracts

18. Transfer pricing helps in:

- (a) Determining legal structure
- (c) Identifying demand

- (b) Managing global taxes
- (d) Project costing

19. Cash planning is essential to:

- (a) Increase risk
- (c) Ensure liquidity

- (b) Improve credit
- (d) Reduce employees

20. Short-term investment portfolio includes:

- (a) Real estate
- (c) Treasury bills and commercial paper

- (b) Fixed assets
- (d) Equipment

N - 2162

21. Credit policy variables include:

- (a) Budget cycle
- (b) Loan interest
- (c) Standards, period, discount
- (d) Logistics

22. Receivables management is related to:

- (a) Managing inventory
- (b) Customer collections
- (c) Production delays
- (d) Supplier credit

23. Inventory management includes:

- (a) Determining price strategy
- (b) Managing employee turnover
- (c) Stock control and optimization
- (d) Auditing accounts

24. Risk and uncertainty models help in:

- (a) Accounting errors
- (b) Profit sharing
- (c) Decision making under unpredictable conditions
- (d) Increasing tax

25. Offshore production is generally chosen for:

- (a) High labor costs
- (b) Tax benefits and low costs
- (c) Legal risk
- (d) Importing problems

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26. International financing does not include:

- (a) Syndicated loans
- (b) Depository receipts
- (c) Internal memos
- (d) Equity participation

27. Global Depository Receipts (GDRs) are:

- (a) Bonds issued locally
- (b) Equity shares issued in the home country
- (c) Securities issued outside home country representing shares
- (d) Internal loans

28. Euro notes are:

- (a) Local debt instruments
- (b) Short-term international debt instruments
- (c) A type of foreign equity
- (d) Non-financial instruments

29. Short-term financing method is:

- (a) Bond issue
- (b) Syndicated loan
- (c) Commercial paper
- (d) IPO

30. Cost of capital is calculated using:

- (a) Production cost
- (b) WACC
- (c) Turnover ratio
- (d) Cash reserve

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31. Cost of equity refers to:

- | | |
|---------------------|---|
| (a) Dividend payout | (b) Return required by equity investors |
| (c) Fixed cost | (d) Interest rate |

32. Back-to-back financing is used to:

- | | |
|-------------------------|---------------------|
| (a) Increase imports | (b) Reduce taxation |
| (c) Hedge currency risk | (d) Finance R&D |

33. Debt vs. equity flow analysis helps in:

- | | |
|--|--------------------------------------|
| (a) Creating HR policies | (b) Budgeting travel expenses |
| (c) Choosing optimal capital structure | (d) Evaluating customer satisfaction |

PART - B

(7 X 6 = 42)

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

34. (a) Explain the concept, functions, and trade-off in multinational financial management.

[OR]

(b) Discuss the aspects of multinational financial environment and global markets.

35. (a) Write about the need and strategy of Foreign Direct Investment by MNCs.

[OR]

(b) Explain the methods of dealing with economic and political risks.

36. (a) Describe the process and techniques of capital budgeting in MNCs.

[OR]

(b) Explain the role of exchange rate changes, inflation, and CAPM in multinational budgeting.

37. (a) Explain international cash management techniques used by MNCs.

[OR]

(b) Discuss intercompany loans, transfer pricing and cash budgeting.

38. (a) Discuss the key elements of receivables management.

[OR]

(b) Explain inventory management and exchange rate implications.

39. (a) Write a note on Risk and Uncertainty Models in MNCs.

[OR]

(b) Offshore production vs. local purchase – compare and contrast.

40. (a) Explain the cost of capital: cost of debt, cost of equity, and capital structure.

[OR]

(b) Discuss various debt instruments and sources of international finance.

N-2157

COURSE CODE

205444A3/

205845

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025
Second Year - Fourth Semester
M.B.A. (GENERAL)
ORGANIZATIONAL DEVELOPMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Organization Development focuses on:

(a) Financial audit	(b) Individual growth only
(c) Planned organizational change	(d) Marketing expansion

2. The scope of OD includes:

(a) Product design	(b) Enhancing interpersonal skills and system-wide change
(c) Selling strategies	(d) Financial restructuring

3. The roots of OD can be traced to:

(a) Scientific management	(b) Mechanistic theory
(c) Quality control	(d) Human relations movement

4. OD interventions refer to:

(a) Financial regulations	(b) Techniques used to improve organizational effectiveness
(c) IT audits	(d) Outsourcing decisions

5. A team intervention helps:

(a) Product marketing	(b) Enhance team functioning and collaboration
(c) Inventory management	(d) Asset reallocation

N-2157

6. Gestalt approach emphasizes:

- (a) Team hierarchy
- (c) Cost cutting

- (b) Here and now awareness
- (d) Role redundancy

7. Inter group interventions aim to:

- (a) Improve supplier relations
- (c) Increase cost margins

- (b) Reduce interdepartmental conflict
- (d) Promote external partnerships

8. OD practice components include:

- (a) Only top-level leadership
- (c) Sales process

- (b) Diagnosis, action and process
- (d) Financial statements

9. Action research begins with:

- (a) Data collection and diagnosis
- (c) Financial review

- (b) Implementation
- (d) Brainstorming for marketing

10. Action research is used to:

- (a) Maximize shareholder profits
- (c) Avoid change

- (b) Facilitate participative change
- (d) Restructure IT systems

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11. An OD diagnosis involves:

- (a) Organizational audit
- (c) Inventory balancing

- (b) Understanding current functioning and challenges
- (d) Competitor analysis

12. Quality Circle promotes:

- (a) Wage increment
- (c) Outsourcing

- (b) Voluntary group problem solving
- (d) Strict hierarchical decisions

13. MBO stands for:

- (a) Management by Objectives
- (c) Material Budget Overview

- (b) Management by Operations
- (d) Manual Business Order

14. T-groups are focused on:

- (a) Technical data analysis
- (c) Budgeting

- (b) Personal growth through group feedback
- (d) IT training

15. OD implementation requires:

- (a) Client resistance
- (c) Lack of communication

- (b) Conditions for success
- (d) Funding alone

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16. Ethical standards in OD ensure:

- (a) Political alignment
- (c) Rigidity

- (b) Confidentiality and trust
- (d) Profit maximization

17. Structural interventions focus on:

- (a) Office furniture
 - (c) Redesigning reporting relationships and workflows
- (b) Sales analysis
 - (d) External contracts

18. Comprehensive interventions include:

- (a) Finance modeling
 - (c) CRM planning
- (b) Integrated change strategies
 - (d) Purchase review

19. One barrier to OD is:

- (a) Employee cooperation
 - (c) Effective leadership
- (b) Resistance to change
 - (d) Clear communication

20. A planned change model involves:

- (a) Random improvements
 - (c) HR audit
- (b) Structured change process
 - (d) Digital marketing strategy

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21. Teamwork in OD is promoted through:

- (a) Authoritative control
- (c) Competitive incentives

- (b) Trust and collaboration
- (d) Sole leadership

22. Consultant-client relationship depends on:

- (a) Power politics alone
- (c) Top-down mandates

- (b) Mutual trust and respect
- (d) HR audits

23. OD research in India focuses on:

- (a) Copying Western practices
- (c) Only public sector

- (b) Adapting global OD to Indian context
- (d) Unstructured formats

24. Lessons from abroad in OD:

- (a) Advocate outsourcing
- (c) Emphasize cost control

- (b) Provide insights for better interventions
- (d) Are irrelevant

25. Key OD values include:

- (a) Control and punishment
- (c) Competition only

- (b) Participation and openness
- (d) Technology adoption

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26. OD helps improve:

- (a) Brand name
- (c) HR documentation

- (b) Organizational effectiveness
- (d) Office design

27. A successful OD intervention results in:

- (a) Employee turnover
- (c) Improved communication and trust

- (b) Higher conflict
- (d) Lower morale

28. Coaching and mentoring are:

- (a) OD resisting methods
- (c) Developmental OD techniques

- (b) Hierarchical controls
- (d) Salary frameworks

29. A learning organization encourages:

- (a) Static structures
- (c) Narrow roles

- (b) Continuous improvement
- (d) Delay in change

30. OD is best suited when:

- (a) A planned change is required
- (c) There's no need for communication

- (b) The organization resists all changes
- (d) Decision-making is centralized

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31. Applied Behavioural Science is used to:

- (a) Create more rules
(c) Promote bureaucracy
(b) Study human behavior in organizations
(d) Increase product price

32. OD emphasizes:

- (a) Top-down change only
(c) Random transformation
(b) Participative approach
(d) HR manual preparation

33. OD effectiveness is evaluated by:

- (a) Number of meetings
(c) Employee age
(b) Behavioral and performance change
(d) Number of memos issued

PART - B

(7 X 6 = 42)

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

34. (a) Explain the concept and scope of Organisation Development

[OR]

(b) Discuss the core values and assumptions underlying OD.

35. (a) Describe any two OD intervention methods with suitable examples.

[OR]

(b) Explain the factors affecting team interventions in OD.

36. (a) Explain the Gestalt approach to team building in OD.

[OR]

(b) What are inter-group interventions? How do they contribute to OD?

37. (a) Discuss the operational components of OD practice.

[OR]

(b) Explain the role of diagnosis and process components in OD.

38. (a) What is Action Research? Explain its uses in OD.

[OR]

(b) Describe the process of implementing Action Research in an organisation.

39. (a) Explain about MBO, QWL, and Quality Circles.

[OR]

(b) Explain the importance of coaching and mentoring in OD.

40. (a) What are the ethical issues in Organisation Development?

[OR]

(b) Discuss the consultant-client relationship and its implications in OD practice.

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N - 2163**COURSE CODE****205444C3/****205543**

**ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, DECEMBER 2025.**

Second Year - Fourth Semester

M.B.A. (GENERAL)

PROJECT FINANCE

(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

(33 X 1 = 33)

PART - A

Answer **all** the questions.

1. The final stage in a project cycle is:

(a)Implementation

(c)Monitoring and Evaluation

(b)Formulation

(d)All of the above

2. A well-defined project should have:

(a)Uncertain goals

(c)Clear objectives and timelines

(b)Broad tasks

(d)Open-ended planning

3. One of the primary roles of project consultants is:

(a)Distribution of profits

(c)Ensuring project feasibility

(b)Preparing financial statements

(d)Conducting internal audits

4. Project consultants are generally hired during:

(a)Post-project phase

(c)Project formulation phase

(b)After final approval

(d)Tax filing stage

5. Commercial papers are used for:

(a)Long-term investments

(c)Short-term borrowing

(b)Raising equity capital

(d)Internal audits

N - 2163

6. Public issue of debentures involves raising:

- (a) Equity funds
- (c) Short-term loans

- (b) Internal funds
- (d) Debt capital

7. Venture capitalists usually expect:

- (a) Low returns
- (c) Government guarantee

- (b) High returns with high risk
- (d) No control in management

8. Global Depository Receipts help companies:

- (a) Avoid taxation
- (c) Convert debt into equity

- (b) Raise funds in international markets
- (d) Lower product prices

9. Capital required to buy fixed assets is known as:

- (a) Working capital
- (c) Fixed capital

- (b) Operating capital
- (d) Variable capital

10. Working capital includes:

- (a) Land and building
- (c) Inventory and receivables

- (b) Machinery and vehicles
- (d) Equity shares

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11. Estimating total capital requirement includes both:

(a) Assets and income

(c) Fixed and working capital

(b) Current assets and current liabilities

(d) Sales and profits

12. Capital gearing affects:

(a) Marketing

(c) Human resources

(b) Financial risk

(d) Product quality

13. A good financing plan balances:

(a) Sales and operations

(c) Risk and return

(b) Working hours and cost

(d) HR and administration

14. Pre-sanction appraisal helps in:

(a) Share transfer

(c) Dividend declaration

(b) Assessing project viability

(d) Post audit

15. Lending institutions examine technical appraisal for:

(a) Share valuation

(c) Raw material availability

(b) Market share

(d) Brand image

N - 2163

16. Evaluation of managerial skills is done during:

- (a) Commercial appraisal
- (c) Managerial appraisal

- (b) Technical appraisal
- (d) Legal appraisal

17. Availability of effluent treatment facilities is checked under:

- (a) Legal audit
- (c) Cost-benefit analysis

- (b) Technical feasibility
- (d) Financial audit

18. Distribution channels are studied under:

- (a) Technical analysis
- (c) Commercial appraisal

- (b) Demand forecast
- (d) Risk management

19. Return on investment helps in understanding:

- (a) Market growth
- (c) Depreciation

- (b) Investment efficiency
- (d) Product design

20. Debt service coverage ratio (DSCR) indicates:

- (a) Liquidity of current assets
- (c) Profit after tax

- (b) Ability to repay debt
- (d) Shareholder equity

N - 2163

21. Break-even analysis determines:

- (a) Maximum output
- (c) Inventory turnover

- (b) Minimum sales volume to cover costs
- (d) Employee productivity

22. IRR is a method used for:

- (a) Risk calculation
- (c) Profit distribution

- (b) Tax planning
- (d) Project appraisal

23. Economies of scale result in:

- (a) Reduced efficiency
- (c) Lower average cost

- (b) Increased unit cost
- (d) High capital loss

24. Economic appraisal includes:

- (a) Customer satisfaction
- (c) Social benefits and employment generation

- (b) Employee attendance
- (d) Tax exemptions

25. Political stability affects:

- (a) Machinery cost
- (c) Transportation charges

- (b) Project delays and risk
- (d) Product design

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26. International competitiveness includes evaluating:

- (a) Project manager's salary
- (c) Supplier turnover

- (b) Product adaptability in global markets
- (d) License renewal

27. Project monitoring ensures:

- (a) Cost overrun
- (c) Regular review and control

- (b) Lack of transparency
- (d) Delayed reporting

28. Sick industrial units typically show:

- (a) High growth
- (c) Accumulated losses and declining sales

- (b) Operational efficiency
- (d) Dividend surplus

29. One early warning signal of industrial sickness is:

- (a) Increase in investments
- (c) Delay in statutory payments

- (b) Decrease in borrowing
- (d) Surplus working capital

30. BIFR was primarily established to:

- (a) Promote FDI
- (c) Revive sick industries

- (b) Oversee stock exchange
- (d) Assist tax collection

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31. Project financing is mostly used for:

- | | |
|---------------------------|---|
| (a) Daily working capital | (b) One-time large-scale capital investment |
| (c) Monthly operations | (d) Payroll management |

32. A debt-equity ratio of 2:1 means:

- | | |
|------------------------------|-------------------------------|
| (a) Debt is twice the equity | (b) Equity is double the debt |
| (c) Equal debt and equity | (d) All funds are borrowed |

33. Cash budgeting is used to:

- | | |
|--------------------------------|-----------------------|
| (a) Allocate HR cost | (b) Estimate taxation |
| (c) Plan short-term fund flows | (d) Fix prices |

PART - B

(7 X 6 = 42)

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

34. (a) Explain the process of project formulation and implementation. Why is each stage critical to project success?

[OR]

(b) What are the qualifications and responsibilities of a project consultant in large-scale industrial projects?

35. (a) Discuss the pros and cons of using internal generation of funds and public deposits for project financing.

[OR]

(b) What are innovative instruments in the capital market? How do they help in raising funds for projects?

36. (a) Describe the components of a judicious financing plan. Why is it important in project finance?

[OR]

(b) Explain how capital gearing affects the capital structure decisions of a project.

37. (a) What factors are evaluated in the technical feasibility of a project?

[OR]

(b) Describe the pre-sanction procedures followed by financial institutions before lending to a project.

38. (a) What are the key elements in evaluating the commercial viability of a project?

[OR]

(b) Discuss the relevance of debt service coverage ratio and current ratio in financial appraisal.

39. (a) Explain the role of internal rate of return (IRR) and security margin in assessing project profitability.

[OR]

(b) What is the significance of breakeven analysis in project finance? How is it calculated?

40. (a) What are the early warning signals of industrial sickness? What measures can be taken for rehabilitation?

[OR]

(b) Define post-sanction monitoring. What are the key activities involved in following up on financed projects?

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