

N-1821

COURSE CODE

**205411/ 205511/
205611/ 205711/
205811**

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

Time : 2 Hours

Maximum : 75 Marks
(33 X 1 = 33)

PART - A

Answer **all** the questions.

1. Father of Modern Management

- (a) Elton Mayo
- (c) F.W. Taylor

- (b) Peter Drucker
- (d) Max Weber

2. Hawthorne Experiment was conducted at

- (a) Western Electric Company
- (c) IBM

- (b) GE
- (d) Ford

3. Who is the contributor of H.A. Simon?

- (a) Decision Making
- (c) MBO

- (b) Bounded Rationality
- (d) MBE

4. The term Corporate Social Responsibility (CSR) means

- (a) Giving back to Company
- (c) Giving back to Debtors

- (b) Giving Back to Creditors
- (d) Giving back to Society

5. Management By ----- (MBO)

- (a) Object
- (c) Objectives

- (b) Organization
- (d) Orientation

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6. VMG Stands for -----

(a) Vision, Mission & Gap

(b) Variety, Market & Goals

(c) Vision, Metric & Goal

(d) Vision, Mission & Goals

7. The decisions which are frequent and repetitive in nature are called as;

(a) Non Programmed Decisions

(b) Programme Decisions

(c) Major Decisions

(d) Operative Decision

8. A decision which is taken to meet unexpected situation -----

(a) Problem Decision

(b) Certainty Decision

(c) Crisis Decision

(d) Organizational Decision

9. Who reports to whom is made clear by -----

(a) Organizing Process

(b) Management Process

(c) Planning Process

(d) Controlling Process

10. Grouping the activities on the basis of the product line is a part of -----

(a) Formal Organization

(b) Divisional Structure

(c) Informal Organization

(d) Functional Structure

11. Span of Control means -----

- (a)Empowerment
- (c)Influencing

- (b)Number of subordinates one can supervise effectively
- (d)Centralization

12. Who introduced the formula for determining optimum span of control?

- (a)Martin
- (c)V.A.Graicunas

- (b)gullet
- (d)Normon Horton

13. The term which describes long-term training as a combination on-the-job and in-class training is;

- (a)Apprenticeship
- (c)Computer Based Training

- (b)Vestibule
- (d)Job Rotation

14. Training is most effective in resolving;

- (a)Skill Gaps
- (c)Poor Motivation

- (b)Attitudinal Problems
- (d)Attendance Issues

15. Need Hierarchy Theory of Motivation was founded by;

- (a)Herzberg
- (c)Abraham Maslow

- (b)Vroom
- (d)Douglas McGregor

16. Which one of the following concept was introduced by Sigmund Freud?

- | | |
|-------------------------|-------------------------|
| (a)Motivation | (b)Psychol Analysis |
| (c)Behavioural Analysis | (d)Performance Analysis |

17. ----- is increasing leadership rapidly;

- | | |
|-------------|-----------------------------|
| (a)Strategy | (b)Command |
| (c)Control | (d)Getting others to follow |

18. ----- are the approaches to the study of leadership which emphasize the personality of the leader;

- | | |
|-------------------------|---------------------------|
| (a)Contingency Theories | (b)Group Theories |
| (c)Trait Theories | (d)Inspirational Theories |

19. The most important goal of business communication is -----

- | | |
|--------------------------------------|---------------------------|
| (a)Favourable Relationship of Sender | (b)Goodwill |
| (c)Receiver Response | (d)Receiver Understanding |

20. Downward Communication flows from ----- to -----

- | | |
|-------------------|-------------------|
| (a)Upper to Lower | (b)Lower to Upper |
| (c)Horizontal | (d)Diagnol |

21. Coordination between the activities of various departments working within the organization is called;
- (a) Vertical Coordination
 - (b) External Coordination
 - (c) Internal Coordination
 - (d) Horizontal Coordination
22. Scalar Chain means -----
- (a) Hierarchy Levels
 - (b) Chain of Command
 - (c) Delegation of Authority
 - (d) Span of Control
23. Business Ethics is a form of;
- (a) Corporate Strategy
 - (b) Financial Planning
 - (c) Programming Language
 - (d) Applied Ethics
24. Business Ethics primarily deals with;
- (a) Social Responsibility
 - (b) Pricing of Products and Services
 - (c) Moral Obligation
 - (d) Being Unfair to Competition
25. Which of the following is not a limitation of controlling?
- (a) Quantitative Standards
 - (b) Resistance from Employees
 - (c) Order and Discipline
 - (d) Rigorous Feedback

26. Controlling function of an organization is -----

- | | |
|--------------------------------------|---------------------|
| (a)Forward Looking | (b)Backward Looking |
| (c)Both Forward and Backward Looking | (d)Intra-Work |

27. The competitive advantage in the form of human capital of organization is considered as;

- | | |
|--|-------------------------|
| (a)Strategic Human Resource Management | (b)Workforce Management |
| (c)Effectiveness | (d)Efficiency |

28. Capability of an organization which helps gaining competitive advantage over its competitors called as

- | | |
|------------------------------|------------------------------|
| (a)Managerial Competency | (b)Core Competency |
| (c)Work Force Specialization | (d)Organizational Competency |

29. ----- is about supplying customer with what they want when they want it.

- | | |
|--------|---------|
| (a)VAT | (b)MAT |
| (c)JIT | (d)RIFT |

30. ----- are the areas that will be covered by the organization's processes

- | | |
|------------------|---------------------|
| (a)Process Area | (b)Product Areas |
| (c)Private Areas | (d)Prevention Areas |

31. All of the following costs are likely to decrease as a result of better quality except -----

- | | |
|--------------------|---------------------|
| (a)Customer Cost | (b)Maintenance Cost |
| (c)Inspection Cost | (d)Variable Cost |

32. “Quality is defined by Customer” is

- | | |
|------------------|---------------|
| (a)Unrealistic | (b)Unit Based |
| (c)Manufacturing | (d>User Based |

33. After Edward Deming, who is considered to have the greatest impact in Quality Management?

- | | |
|-------------|------------|
| (a)Ishikawa | (b)Juran |
| (c)Taguchi | (d)Crossby |

PART - B

(7 X 6 = 42)

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

34. (a) Explain the functions of Management.

[OR]

(b) Discuss the relevance of Management to different types of Organization.

35. (a) Ennumerate the stages of MBO concepts with its core benefifts.

[OR]

(b) Explain the steps involved in rational decision making with apt examples.

36. (a) Discuss the different classification of organization with suitable examples.

[OR]

(b) Define Departmentation. Explain its need, merits and limitations.

37. (a) Write a detailed note principles of staffing.

[OR]

(b) Explain the Physiological and Psychological aspects of motivation.

38. (a) Distinguish the distinction between Trait Vs Contingency Theory of Leadership.

[OR]

(b) Explain the role of communication in delivering effective use of management function.

39. (a) Explain the techniques of effective co-ordination in the organization.

[OR]

(b) Discuss the significance of holistic approach for managers in decision-making.

40. (a) Define Controlling. Explain its objectives and significance.

[OR]

(b) Discuss the significance of Strategic Alliances and its potential benefits to a modern organization.

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

Time : 2 Hours

Maximum : 75 Marks
(33 X 1 = 33)

PART - A

Answer **all** the questions.

1. Forces affecting organizational behaviour are;

(a) People	(b) Environment
(c) Technology	(d) All of the above
2. Scope of Organizational Behaviour does not include

(a) Leadership	(b) Perception
(c) Job Design	(d) Technology
3. Which of the following is not the characteristic of introvert personality?

(a) Self Centred	(b) Conservative
(c) Sociality	(d) Submissive
4. Your description of who you are as a person is your -----

(a) Self-Awareness	(b) Self Esteem
(c) Self-Concept	(d) Self-Disclose
5. Empathy refers to -----

(a) Ability to Understand others feelings	(b) Performance
(c) Authority	(d) Sympathy

6. Self-Regulation refers to
- | | |
|------------------------------------|-----------------------|
| (a)Social Skills | (b)Incremental Growth |
| (c)Emotional Control to situations | (d)Display of conduct |
7. The relation between individual self-esteem and life satisfaction is ----- in interdependent cultures that it is independent cultures
- | | |
|-----------|---------------|
| (a)Higher | (b)Lower |
| (c)Stable | (d)Status Quo |
8. The defining characteristics of ----- is that they express an evaluation of some object
- | | |
|----------------|---------------|
| (a)Beliefs | (b)Attitude |
| (c)Interaction | (d)Perception |
9. Generalization about a group of people is
- | | |
|----------------------|-----------------|
| (a)Social Perception | (b)Contrasting |
| (c)Projection | (d)Stereotyping |
10. Sociometric Analysis designed and developed which is primarily related with
- | | |
|-------------------|---------------|
| (a)Motivation | (b)Perception |
| (c)Group Dynamics | (d)Attitude |

11. ----- Power represents the compliance that is achieved based on the ability to distribute positive benefits that others views as valuable.
- (a)Legitimate (b)Coercive
(c)Reward (d)Personal
12. Which of the following types of power can be categorized as personal power?
- (a)Coercive (b)Legitimate
(c)Reward (d)Referent
13. Functional political behaviour is the intersection between individual goals and
- (a)Organizational Goals (b)Team Goals
(c)Individual Interests (d)Environmental Pressures
14. All of the following are ways to deal with organizational politics except -----
- (a)Remove Ambiguity (b)Remove Uncertainty
(c)Reward Political Skill (d)Provide Slack resources
15. Symptoms such as moodiness, hostility, and fearfulness are signs that stress is effecting the -----
- (a)Body (b)Mind
(c)Emotions (d)Behaviour

16. Acting impulsively, abusing drugs and alcohol, and changes in appetite indicate that stress is ----- affecting our behaviour.
- (a)Benefitting (b)Adversely
(c)Positively (d)Moderately
17. The key characteristic of organizational culture that addresses the degree to which people exhibit integrity and high ethical standards in their work is termed
- (a)Integrity (b)Team Orientation
(c)Averseness (d)Risk Taking
18. ----- are indicators of a strong organizational culture.
- (a)Levels of Dissensions (b)High Rights of Employee Turnover
(c)Horizontal Organizational Charts (d)Shared Values
19. A process used to achieve and internalize knowledge, skills, and behaviours of professional knowledge in order to belong and participate is referred as;
- (a)Actions (b)Conduct
(c)Ownership (d)Insight
20. In the stages of group development known as “Norming” group members;
- (a)Establish Rules and Norms (b)Experience Conflicts
(c)Work Cohesively (d)Evaluate their performance

21. Threats to efficient community communications are related to the value of;
- | | |
|--------------|------------|
| (a)Equity | (b)Power |
| (c)Education | (d)Freedom |
22. Which of the following is a powerful determinant for assertive communication whether written or spoken?
- | | |
|---------|-------|
| (a)They | (b)We |
| (c)I | (d)Us |
23. Which of the following is an example of an individual source of resistance to change?
- | | |
|--------------------------------|------------------------|
| (a)The limited focus of change | (b)Product Orientation |
| (c)Fear of the Unknown | (d)Structural Inertia |
24. Which individual is least likely to accept and adapt easily to change?
- | | |
|---|---|
| (a)An employee who is emotionally stable | (b)An employee who has high core self-evaluations |
| (c)An employee who is willing to take risks | (d)An employee who prefers predictability. |
25. ----- Politics is based on the idea that religion is the principle basis of community.
- | | |
|-------------|-------------|
| (a)Regional | (b)Communal |
| (c)Local | (d)Social |

26. What does the concept of diversity in the workplace refers to?

- | | |
|--|--|
| (a)Physical difference among employees | (b)Social differences among employees |
| (c)Historical difference among groups | (d)Managerial difference among employees |

27. The HR function can promote equality and inclusion by;

- | | |
|--|---|
| (a)Employing people of different races | (b)Collecting information amount employee's genders, race,
religion, sexuality and ethic group |
| (c)Providing diversity training to all employees | (d)Publishing the organization demographic data |

28. Organizational Diversity initiatives should fit in with the;

- | | |
|-------------------------|---------------------------|
| (a)Organizational Brand | (b)Organizational Culture |
| (c)CSR Strategy | (d)Corporate Structure |

29. The essential thing to understand the structure of the organization is -----

- | | |
|---------------|-----------------|
| (a)Delegation | (b)Process |
| (c)Control | (d)Modification |

30. Which is generally the last used channel of communication in an organization?

- | | |
|---------------|-------------|
| (a)Horizontal | (b)Diagonal |
| (c)Upward | (d)Downward |

31. What is the combination of numerous characteristics that forms a distinctive character of an individual?
- (a)Attitude (b)Behaviour
(c)Personality (d)Charisma
32. Which of the following theories provides an idea about what employees need, and what are the crucial factors that the manager can use the motivation the employees?
- (a)Content Theory (b)Maslow Theory
(c)Process Theory (d)Herzberg Theory
33. In an event, all the people who have faced similar encounters react and give response in a very similar manner, it is said that the behaviour is showing which of the following?
- (a)Reliability (b)Consensus
(c)Consistency (d)Similarity

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the key elements of OB and its emergence as a separate discipline.
[OR]
(b) Discuss the key characteristics and applications of Trait Theory.
35. (a) Define Attitude. Explain the importance of Attitude and its relationship with behaviour.
[OR]
(b) Enumerate the significance of learning and its enrichment of organizational learning.
36. (a) Discuss the theories of group formation.
[OR]
(b) Explain the different sources of power with its apt illustrations.
37. (a) Describe the factors creating political behaviour and its impact.
[OR]
(b) Discuss the strategies to resolve conflict in an organization with apt illustrations.
38. (a) Explain the factors affecting the organizational climate.
[OR]
(b) Discuss the impact of organizational culture on strategies and challenges in imparting in an organization.
39. (a) Write a detailed note on essentials of communication in an organization.
[OR]
(b) Discuss the significance of change process and reasons for resistance to change. Give examples.
40. (a) Explain the key challenges involved in cultural diversity and ways to overcome the differences.
[OR]
(b) Explain the process of Organizational Development and its interventions to achieve effectiveness.

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

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Which of the following best describes the primary focus of Managerial Economics?
 - (a) Studying the overall economy at a national level
 - (b) Applying economic theories and tools to solve business problems
 - (c) Analyzing historical economic events
 - (d) Predicting future stock market trends
2. Managerial Economics helps in business decisions by _____.
 - (a) Ignoring economic theory
 - (b) Predicting the past
 - (c) Applying economic concepts to real-world scenarios
 - (d) Solely focusing on ethical considerations
3. Which concept is defined as the value of the next best alternative foregone?
 - (a) Accounting Cost
 - (b) Sunk Cost
 - (c) Opportunity Cost
 - (d) Fixed Cost
4. The Production Possibility Curve (PPC) illustrates _____.
 - (a) The ideal price level for goods
 - (b) The maximum combinations of goods an economy with optimum resources
 - (c) The average cost of production
 - (d) The minimum level of employment
5. The principle of Equi-marginalism suggests that consumers will allocate their spending to _____.
 - (a) Maximize total utility regardless of price
 - (b) Equalize the marginal utility of each good
 - (c) Equalize the marginal utility per dollar spent on each good
 - (d) Spend all their income on one preferred good

6. Indifference curve analysis helps in understanding _____.
- (a) Consumer's affordability of goods
 - (b) Producer's production possibilities
 - (c) Market supply and demand
 - (d) Consumer's preferences and trade-offs between goods
7. Which type of elasticity of demand measures the responsiveness of quantity demanded to a change in consumer income?
- (a) Income elasticity of demand
 - (b) Cross-price elasticity of demand
 - (c) Price elasticity of demand
 - (d) Advertising elasticity of demand
8. If the price elasticity of demand for a product is -2, this means that demand is:
- (a) Inelastic
 - (b) Elastic
 - (c) Unit elastic
 - (d) Perfectly inelastic
9. Which of the following is a determinant of supply?
- (a) Consumer income
 - (b) Price of inputs
 - (c) Consumer tastes
 - (d) Price of related goods in consumption
10. Elasticity of supply measures the responsiveness of _____.
- (a) Quantity supplied to a change in price
 - (b) Quantity demanded to a change in price
 - (c) Price to a change in demand
 - (d) Demand to a change in income

11. A production function shows the relationship between:
- (a) Price and quantity
 - (b) Costs and revenue
 - (c) Inputs and outputs
 - (d) Demand and supply
12. What does the Theory of Production analyze?
- (a) Consumer behavior and preferences
 - (b) Firm's cost structure and profit maximization
 - (c) The relationship between inputs and outputs in production
 - (d) Government regulations on production
13. What is the defining characteristic of a monopoly?
- (a) Many sellers and many buyers
 - (b) A single seller dominates the market
 - (c) Free entry and exit
 - (d) Perfectly elastic demand curve
14. In a monopolistically competitive market, firms sell _____
- (a) Homogeneous products
 - (b) Perfectly inelastic products
 - (c) Perfect substitutes
 - (d) Differentiated products
15. In game theory, a "strategy" refers to _____.
- (a) A specific action a player takes
 - (b) A complete plan of action a player will take given the possible circumstances
 - (c) The amount of profit a player hopes to earn
 - (d) A way to avoid competition

16. Price competition involves _____.

- (a)Competing based on product quality
- (b)Competing based on advertising
- (c)Competing by lowering prices to attract customers
- (d)Avoiding direct competition with other firms

17. Diseconomies of scale occur when _____.

- (a)Average costs decrease as output increases
- (b)Average costs increase as output increases
- (c)Marginal costs are equal to average costs
- (d)Total costs are minimized

18. Which one is the traditional theory of cost?

- (a)U-Shaped cost curve
- (b)L-Shaped cost curve
- (c)Saucer-Shaped cost curve
- (d)Cup-Shaped cost curve

19. Skimming the cream' pricing involves _____.

- (a)Setting a low initial price to gain market share
- (b)Setting a high initial price to capture early adopters
- (c)Selling products below cost
- (d)Using a cost-plus pricing method

20. The relationship between risk and return is typically:

- (a)Inverse - higher risk leads to lower return
- (b)Constant - risk and return are always equal
- (c)Unrelated - risk and return are independent
- (d)Direct - higher risk leads to higher potential return

21. Which investment analysis technique is used when the NPV is zero?

- (a) Average Accounting Return (AAR)
- (b) APV
- (c) Internal Rate of Return (IRR)
- (d) Payback period

22. What is Wealth Maximization?

- (a) Maximizing a firm's short-term profit
- (b) Maximizing the present value of the firm's expected future cash flows
- (c) Minimizing a firm's debt
- (d) Maximizing a firm's market share

23. Inflation is defined as _____

- (a) A sustained increase in the general price level
- (b) A decrease in the general price level
- (c) A period of economic recession
- (d) An increase in unemployment

24. How do macro-economic factors affect business decisions?

- (a) They have no impact on business operations
- (b) They influence demand, costs, and investment decisions
- (c) They are only relevant to government policies
- (d) They are solely determined by individual consumer behavior

25. What is Per Capita Income?

- (a) Income per person in a nation
- (b) Total income of a nation
- (c) Income of the richest person
- (d) Income of the poorest person

26. How is Per Capita Income calculated?

- (a) Total population divided by national income
- (c) Total savings divided by total income

- (b) Total investments divided by total population
- (d) National income divided by total population

27. The concentration ratio measures:

- (a) The overall size of an industry
- (c) The average profit margin of firms in an industry

- (b) The percentage of market share held by the largest firms in an industry
- (d) The number of firms in an industry

28. What are externalities?

- (a) Costs or benefits
- (c) Government subsidies

- (b) Internal costs of production
- (d) Export revenues

29. Which of the following is a key concept in decision-making under risk and uncertainty?

- (a) Perfect information
- (c) Fixed costs

- (b) Opportunity cost
- (d) Time value of money

30. Relevant costs for decision-making include:

- (a) Sunk costs
- (c) Fixed costs that do not change

- (b) Costs that have already been incurred
- (d) Opportunity costs & incremental costs

31. Which of the following approaches to consumer behavior uses the concept of indifference curves?

- (a) Cardinal approach
- (b) Ordinal approach
- (c) Utility maximization theory
- (d) The law of supply and demand

32. The Law of Demand states that:

- (a) As the price of a good increases, demand also increases
- (b) As the price of a good decreases, demand decreases
- (c) As the price of a good increases, demand decreases
- (d) Demand remains unaffected by changes in price

33. Which of the following market structures is characterized by a single seller and high barriers to entry?

- (a) Monopoly
- (b) Perfect competition
- (c) Oligopoly
- (d) Monopolistic competition

PART - B

(7 X 6 = 42)

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

34. (a) Explain the nature and scope of Managerial Economics. How does it differ from traditional economics, and why is it important for business decision-making?

[OR]

(b) Explain the concept of opportunity cost. Provide an example of how opportunity cost considerations can impact a business decision.

35. (a) Briefly explain the Law of Diminishing Marginal Utility. Give an example of how a business could use this concept to influence consumer behavior.

[OR]

(b) Explain the Law of Demand and discuss three key determinants of demand.

36. (a) Explain the determinants of supply. How do these determinants influence the supply curve?

[OR]

(b) Explain the difference between short-run and long-run production functions. Give an example of a managerial decision that would be considered in each time frame.

37. (a) Describe the characteristics of a monopolistic market structure. How does this market structure influence pricing and output decisions?

[OR]

(b) Outline the concept of Nash Equilibrium. Why is it important to firms in competitive markets?

38. (a) Explain the difference between economies and diseconomies of scale. How do they impact a firm's cost structure?

[OR]

(b) Describe the skimming the cream pricing. Under what conditions is this pricing strategy most appropriate?

39. (a) Briefly explain the meaning of NPV. Under what condition NPV is accepted?

[OR]

(b) Explain how different phases of business cycle affects managerial decisions.

40. (a) Describe the different methods to measure national income.

[OR]

(b) Briefly explain the structure-conduct-performance paradigm in the context of antitrust theory.

N-1823

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

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. What is the primary role of quantitative analysis in management practice?
 - (a) To rely solely on intuition and experience for decisions.
 - (b) To provide a subjective framework for problem-solving.
 - (c) To support decision-making with data-driven insights.
 - (d) To eliminate the need for qualitative assessments entirely.
2. A mathematical model is best described as _____.
 - (a) A physical replica of a real-world system.
 - (b) A precise and always accurate representation of reality.
 - (c) A simplified representation of a real-world situation.
 - (d) A collection of historical data points.
3. In business, differentiation is primarily used for _____.
 - (a) Calculating the total accumulation of a quantity over time.
 - (b) Finding the average value of a data set.
 - (c) Determining the rate of change and optimizing functions.
 - (d) Collecting and tabulating raw data.
4. What is the main application of statistics in business decision-making?
 - (a) To prove mathematical theorems.
 - (b) To make inferences about a population based on sample data.
 - (c) To perform exact calculations without any error.
 - (d) To develop purely theoretical models with no practical use.
5. Service mechanism in a queuing system is characterized by _____.
 - (a) Customers behaviour
 - (b) Servers behavior
 - (c) Customers in the system
 - (d) Server in the system

6. Using cost and revenue functions, a primary goal for businesses is often to find the level of activity that:
- (a) Maximizes total assets.
 - (b) Minimizes fixed costs only.
 - (c) Maximizes the difference between revenue and cost
 - (d) Ensures employee satisfaction purely through quantitative means.
7. The 'standard form' of an LP problem usually requires:
- (a) All constraints to be inequalities of the 'less than or equal to' type.
 - (b) All variables to be integers.
 - (c) The objective function to be non-linear.
 - (d) All constraints to be expressed as equalities and variables.
8. A major practical application of Linear Programming in industry is:
- (a) Measuring employee morale.
 - (b) Optimal allocation of scarce resources.
 - (c) Calculating the mean and standard deviation of production output.
 - (d) Determining the probability of project completion on time.
9. In the context of LP, sensitivity analysis is performed to:
- (a) Find the initial basic feasible solution.
 - (b) Formulate the objective function and constraints.
 - (c) Model's parameters affect the optimal solution.
 - (d) Calculate the correlation coefficient between variables.
10. Which two methods are commonly used for solving simple Linear Programming problems as mentioned in the unit?
- (a) Monte Carlo Simulation and Queuing Theory
 - (b) Graphical Method and Simplex Method
 - (c) Transportation Algorithm and Assignment Method
 - (d) Regression Analysis and Correlation Analysis

11. The Transportation Algorithm is specifically designed to solve problems involving:
- (a) Sequencing jobs on a single machine.
 - (b) Assigning workers to tasks on a one-to-one basis.
 - (c) Minimizing the cost of distributing a product.
 - (d) Determining the critical path in a project network.
12. In a Transportation Problem, if the total supply does not equal the total demand (unbalanced problem), how is it typically handled before solving?
- (a) The problem cannot be solved.
 - (b) By adding a dummy source or a dummy destination with zero cost.
 - (c) By using the Simplex method directly without modification.
 - (d) By ignoring the difference between supply and demand.
13. Probability is best defined as ____.
- (a) A guarantee that an event will occur.
 - (b) A numerical measure of the likelihood
 - (c) The average outcome of an experiment.
 - (d) A method for collecting data.
14. In probability theory, the 'sample space' refers to:
- (a) A specific outcome of an experiment.
 - (b) The probability value of an event.
 - (c) The set of all possible outcomes of a random experiment.
 - (d) The frequency distribution of observed data.
15. If two events A and B are mutually exclusive, what is $P(A \cap B)$?
- (a) 0
 - (b) $P(A) + P(B)$
 - (c) $P(A) \times P(B)$
 - (d) 1

16. Operations Research is primarily concerned with _ _ _ _ _.
- (a) Studying the historical development of industries. (b) Applying scientific and quantitative methods to decision-making and problem-solving in complex systems.
- (c) Focusing solely on qualitative aspects of management. (d) Performing routine data entry and tabulation.
17. Which of the following is a typical phase in conducting an Operations Research study?
- (a) Ignoring all constraints. (b) Avoiding quantitative data.
- (c) Relying purely on guesswork. (d) Problem and model formulation.
18. The primary goal of job sequencing methods is often to:
- (a) Maximize the total processing time for all jobs. (b) Determine the probability of job completion.
- (c) Assign jobs to workers randomly. (d) Optimize a performance measure, minimizing total tardiness.
19. Shortest Processing Time is a priority rule in sequencing where:
- (a) Jobs are processed in the order they arrive. (b) The job with the longest processing time is processed next.
- (c) The job with the earliest due date is processed next. (d) The job with the shortest processing time is processed next.
20. Simulation is a technique primarily used when:
- (a) A direct analytical solution is readily available and easy to compute. (b) The system under study is complex, involves uncertainty.
- (c) Only qualitative data is available. (d) The goal is to prove a mathematical theorem.

21. An advantage of using simulation is its ability to:

- (a) Always find the guaranteed optimal solution.
- (b) Be built instantly with no cost or effort.
- (c) Analyse, model complex interdependencies and randomness.
- (d) Eliminate the need for data collection.

22. Queuing Theory is the mathematical study of _ _ _ _ _.

- (a) Inventory management
- (b) Project scheduling networks
- (c) Financial investment strategies
- (d) Waiting lines or queues

23. In the M/M/1 queuing model notation, the 'M's typically refer to:

- (a) The number of servers.
- (b) Markovian arrival and service processes.
- (c) The maximum queue length allowed.
- (d) Multiple arrival streams.

24. A Pay-off Table in decision analysis typically displays:

- (a) Only the probabilities of different states of nature.
- (b) Only the list of possible decisions.
- (c) The potential outcomes for each combination of decision alternative.
- (d) The sequence of steps in the decision-making process.

25. The Expected Monetary Value (EMV) of a decision alternative is calculated by:

- (a) Selecting the maximum possible payoff for that alternative.
- (b) Products of the payoff for each state of nature and the probability of that state of nature.
- (c) Averaging the payoffs for that alternative across all states of nature, ignoring probabilities.
- (d) Subtracting the minimum payoff from the maximum payoff.

26. A Decision Tree is a graphical tool primarily used for:
- (a)Representing hierarchical organizational structures.
 - (b)Displaying statistical frequency distributions.
 - (c)Calculating correlation coefficients.
 - (d)Modeling sequential decision-making problems under uncertainty.
27. The Maximax decision criterion is considered:
- (a)Optimistic, focusing on the best possible outcome for each alternative.
 - (b)Pessimistic, focusing on the worst possible outcome.
 - (c)Risk-neutral, focusing on expected values.
 - (d)Regret-focused, aiming to minimize opportunity loss.
28. In operational research, what is the significance of formulating a problem mathematically?
- (a)It simplifies the problem-solving process.
 - (b)It eliminates the need for data collection.
 - (c)It allows for subjective interpretation.
 - (d)It hinders the decision-making process.
29. Which of the following is NOT a phase in the use of operations research?
- (a)Problem definition.
 - (b)Development of mathematical models.
 - (c)Implementation of solutions.
 - (d)Avoidance of data collection.
30. In the context of business decision-making, what is the primary purpose of using quantitative techniques?
- (a)To simplify complexities.
 - (b)To forecast the future.
 - (c)To analyze data for informed decision-making.
 - (d)To compare data with respect to time and date.

31. In the simplex method of solving linear programming problems, what does each iteration aim to achieve?
- (a) Increase the number of basic variables. (b) Move towards an optimal solution.
(c) Eliminate all non-basic variables. (d) Reduce the number of constraints.
32. Which of the following is NOT a step in formulating a linear programming problem?
- (a) Define the decision variables. (b) Develop the objective function.
(c) Identify the constraints. (d) Determine the non-linear relationships between variables.
33. 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.

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the role of quantitative analysis in management decision-making and its influence on the development of mathematical models.
- [OR]
- (b) Discuss the role of integration in business decision-making. How does integration contribute to understanding cumulative business metrics over time?
35. (a) Differentiate between linear and non-linear functions. How can graphical representations of these functions aid in analyzing cost and revenue behaviors?
- [OR]
- (b) Introduce the concept of linear programming. How does formulating linear programming problems assist in optimizing business operations?
36. (a) Explain linear regression analysis. How does it help in predicting business outcomes, and what is the significance of the regression coefficient in this context?

[OR]

- (b) Solve the problem by using MODI method.

]

		Destination				Supply
		P	Q	R	S	
Sources	A	21	16	25	13	11
	B	17	18	14	23	13
	C	32	17	18	41	19
Demand		6	10	12	15	43

37. (a) A company produces two products, X and Y. Each unit of X requires 2 hours of labor, and each unit of Y requires 3 hours. The company has 120 hours of labor available. If the profit per unit of X is ₹30 and per unit of Y is ₹40, determine the number of units of X and Y to produce to maximize profit.

[OR]

- (b) Discuss the different types of probability. How do sample space and terminologies like joint, conditional, and marginal probabilities apply to business scenarios?

38. (a) Discuss the use of normal tables in business statistics. How does understanding these distributions aid in forecasting and decision-making processes?

[OR]

- (b) Discuss the applications of simulation models in inventory management and project planning. How do random numbers play a role in these simulations?

39. (a) Discuss the concept of decision tables in decision analysis. How do pay-off and loss tables assist managers in evaluating different decision alternatives?

[OR]

- (b) A company is considering two investment options:

Option A: Costs ₹100,000 with a 60% chance of a return of ₹150,000 and a 40% chance of a return of ₹50,000.

Option B: Costs ₹120,000 with a 50% chance of a return of ₹180,000 and a 50% chance of a return of ₹60,000.

Calculate the expected monetary value (EMV) for each option and recommend the better investment.

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) Discuss criteria such as mini-max, maxi-max, and minimizing maximal regret in decision-making. How do these criteria guide managers in making optimal decisions under uncertainty ?

N-1824

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

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Which of the following best describes the managerial function of accounting?
(a)Recording all financial transactions of a business (b)Preparing financial statements for external stakeholders
(c)Providing information to management for decision-making (d)Ensuring compliance with accounting standards
2. Which type of management accounting is primarily focused on short-term planning and control?
(a)Strategic management accounting (b)Responsibility accounting
(c)Activity-based management (d)Operational Management
3. The principle that requires revenue to be recognized when earned and expenses when incurred, regardless of when cash changes hands, is known as:
(a)The Matching Principle (b)The Going Concern Principle
(c)The Accrual Principle (d)The Conservatism Principle
4. Which accounting standard primarily deals with the presentation of financial statements?
(a)IAS 1 (b)IAS 2
(c)IAS 16 (d)IAS 38
5. The primary purpose of a trial balance is to:
(a)Prepare the final accounts (b)Prove the arithmetical accuracy of the ledger balances
(c)Provide a summary of all financial transactions (d)Identify all errors in the accounting records

6. Which statement is not part of the final accounts?

(a) Trading Account

(b) Profit and Loss Account

(c) Balance Sheet

(d) Cash Budget

7. In preparing a balance sheet from incomplete records, the difference between total assets and liabilities is assumed to be ____.

(a) Profit

(b) Loss

(c) Capital

(d) Revenue

8. Which depreciation method provides the most consistent depreciation expense over the asset's life?

(a) Straight-line method

(b) Written-down value method

(c) Sinking fund method

(d) Units of Production method

9. In a common-size income statement, each item is expressed as a percentage of:

(a) Total assets

(b) Net profit

(c) Total liabilities

(d) Net sales

10. Comparative financial statements present data for ____.

(a) A single accounting period

(b) Two or more accounting periods

(c) Only current accounting period

(d) Only previous accounting period

11. In comparative statements, the percentage change is calculated as ____.
- (a) $(\text{Current Year} - \text{Base Year}) / \text{Base Year}$
(c) $(\text{Current Year} / \text{Base Year}) * 100$
- (b) $(\text{Base Year} - \text{Current Year}) / \text{Current Year}$
(d) $(\text{Base Year} / \text{Current Year}) * 100$
12. Which tool of analysis focuses on changes in financial data over a period of time?
- (a) Common-size statements
(c) Trend analysis
- (b) Comparative statements
(d) Ratio analysis
13. Which of the following is a liquidity ratio?
- (a) Debt-to-equity ratio
(c) Gross profit margin
- (b) Current ratio
(d) Total asset turnover
14. Which ratio measures the efficiency of a company's use of its assets?
- (a) Profitability ratio
(c) Liquidity ratio
- (b) Solvency ratio
(d) Turnover ratio
15. Fund flow analysis is primarily concerned with:
- (a) Changes in fixed assets
(c) Changes in share capital
- (b) Changes in working capital
(d) Changes in retained earnings

16. Which of the following would be considered a source of funds?

- | | |
|-----------------------------|------------------------------------|
| (a)Purchase of fixed assets | (b)Increase in accounts receivable |
| (c)Issuance of new shares | (d)Repayment of debt |

17. Cash flow analysis focuses on the movement of _ _ _ _ _.

- | | |
|--------------------|------------------------------|
| (a)Working capital | (b)Funds |
| (c)Net profit | (d)Cash and cash equivalents |

18. Which of the following is classified as a financing activity in a cash flow statement?

- | | |
|--------------------------|------------------------|
| (a)Purchase of equipment | (b)Sale of inventory |
| (c)Issuance of bonds | (d)Payment of salaries |

19. Cost accounting is primarily concerned with _ _ _ _ _.

- | | |
|---|---|
| (a)Preparing financial statements for external stakeholders | (b)Determining the cost of products and service |
| (c)Complying with tax regulations | (d)Auditing financial records |

20. Which of the following is an example of a direct cost?

- | | |
|-------------------------------------|-------------------------|
| (a)Raw materials used in production | (b)Factory rent |
| (c)Salary of the CEO | (d)Advertising expenses |

21. EOQ stands for _ _ _ _ _.

- (a)Economic Order Quantity
- (c)Essential Order Quantity

- (b)Efficient Order Quantity
- (d)Effective Order Quantity

22. Which of the following inventory valuation methods assumes that the first units purchased are the first units sold?

- (a)LIFO (Last-In, First-Out)
- (c)Weighted Average

- (b)FIFO (First-In, First-Out)
- (d)Standard Cost

23. A budget is a _ _ _ _ _.

- (a)Historical record of past performance
- (c)Statement of actual costs incurred

- (b)Summary of financial ratios
- (d)Financial plan for the future

24. Which budget is usually prepared first?

- (a)Production budget
- (c)Cash budget

- (b)Sales budget
- (d)Purchase budget

25. Capital budgeting is the process of:

- (a)Determining the optimal capital structure for a company
- (c)Managing short-term cash flows

- (b)Evaluating and selecting long-term investments
- (d)Preparing the company's budget

26. Which capital budgeting method does NOT consider the time value of money?

(a) Net Present Value (NPV)

(b) Internal Rate of Return (IRR)

(c) Payback Period

(d) Profitability Index

27. Which of the following is NOT a function of Management Accounting?

(a) Accounting for historical function

(b) Managerial decision-making

(c) Cost management and control

(d) Preparation of final accounts

28. Which of the following depreciation methods calculates depreciation based on a fixed percentage of the asset's written-down value?

(a) Straight Line Method

(b) Written Down Value Method

(c) Sinking Fund Method

(d) Double Declining Balance Method

29. Which of the following is NOT considered a limitation of Management Statements?

(a) Lack of objectivity

(b) Dependence on past data

(c) Subject to personal bias

(d) Reflect real-time financial performance

30. Which of the following is NOT a method of depreciation?

(a) Straight Line Method

(b) Double Declining Balance Method

(c) FIFO Method

(d) Written Down Value Method

31. 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

32. Which is a method of labour remuneration?

- (a) Time Wage System
(b) Piece Wage System
(c) Incentive wage system
(d) All the above

33. Which of the following ratios is used to assess the profitability of a company?

- (a) Liquidity ratios
(b) Profitability ratios
(c) Turnover ratios
(d) Market ratios

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the scope of accounting and the managerial uses of financial and management accounting.

[OR]

(b) From the following trial balance of Ravi, prepare trading and profit and loss Account for the year ended 31st March 2023 and Balance sheet as at that date after taking into account the adjustments given below:

Particulars	Amount	Amount
Ravi's capital		2,90,000
Ravi's Drawings	7,600	
Purchases	89,000	
Sales		1,50,000
Sales return	2,800	
Purchase return		4,500
Stock on 1 st April, 2022	12,000	
Wages	8000	
Building	2,20,000	
Freight and carriage	20,000	
Trade expenses	2,000	
Advertisement	2400	
Interest		3500
Taxes and insurance	1300	
Debtors	65000	
Creditors		12,000
Bills receivables	15,000	
Bills payable		7000
Cash at bank	12000	
Cash in hand	1900	
Salaries	8000	
Total	4,67,000	4,67,000

Adjustments:

- a) Stock on 31st March, 2023 was valued at Rs.15,000
b) Insurance was prepaid to the extent of Rs400

Outstanding liabilities were: salaries Rs.2,000; taxes Rs.1300 and Depreciation building at 2% p.a.

35. (a) From the following particulars prepare Bank Reconciliation statement as on 31st December 2023 of Kannan who had cash @ bank as per cash book Rs. 10,500.
- a) Cheques for Rs.300, Rs. 500 and Rs. 200 were deposited on 30th and 31st December, but were not collect by 31st December 2023.
 - b) Cheques issued for Rs.600, Rs. Rs.200, Rs.489 and Rs.50 were not enhanced by 31st December 2023.
 - c) The bank collected a bill for Rs. 1,500 on 31st December 2023 but the intimation was received by Kannan on 01st January 2024.
- The bank allowed interest Rs. 203 and a commission was charged Rs. 92 on 31st December 2023.

[OR]

- (b) Compare various depreciation methods and highlighting their advantages and disadvantages.

36. (a) Define financial statement analysis and discuss its objectives in assessing a company's financial health.

[OR]

- (b) From the following balances extracted from the books of Adani on 31st December 2024. Prepare Trading, Profit & Loss Account.

Particulars	Rs
Stock	9,600
Wage	3,200
Commission on Purchases	200
Freight	300
Purchases less returns	11,850
Sales less returns	24,900
Trade Expenses	20
Bills Receivable	600
Rent	200
Plant	2,000
Horse Expenses	500
Repairs to Plant	160
Cash in hand	200
Debtors	4,000
Income Tax	550
Drawings	650
Capital	5,000
Bills Payable	500
Loan	900
Discount on Purchase	400
Creditors	2,330

Additional Information:

Stock at the end was Rs. 3,500.

37. (a) Define accounting ratios and explain their role in financial analysis.

[OR]

- (b) Explain the concept of fund flow analysis and the preparation of a fund flow statement.

38. (a) Explain the preparation of a cash flow statement and its significance in assessing a company's liquidity and financial flexibility.

[OR]

- (b) Discuss the objectives of cost accounting and the distinctions between financial accounting and cost accounting.

39. (a) The annual demand for an item is 6400 units. The unit cost is Rs.12 and inventory carrying charges 25% p.a. If the cost of one procurement is Rs.150, determine: a) Economic order quantity b) Number of orders per year c) Time between two consecutive orders.

[OR]

- (b) Define marginal costing and differentiate it from absorption costing

40. (a) Discuss the concept and need for budgeting, classification of budgets and the preparation of various budgets.

[OR]

(b) The project cost of an investment is Rs.50,000. The facility has a life expectancy of 5 years and no salvage value. The company’s tax rate is 55%. The firm uses straight line depreciation. The estimated cash flows before depreciation and tax is as follows:

Year	1	2	3	4	5
CFBD and Tax	10000	11000	14000	15000	25000

Compute the following:

- a) Pay-back period
- b) Average rate of return
- c) Internal rate of return ‘
- d) Net present value at 10% discount rate

Profitability index at 10% discount rate.

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A. (G/FM/LM/T/HRM) DEGREE EXAMINATION, MAY 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
(33 X 1 = 33)

PART - A
Answer **all** the questions.

1. Why is research methodology important for a research study?

(a)It ensures the research is conducted ethically.

(b)It helps to collect accurate and reliable data.

(c)It provides a structured approach to answer research questions.

(d)All of the above.

2. Descriptive research is mainly used to

(a)Explain relationships between variables

(b)Describe characteristics, behaviors, or conditions as they exist

(c)Establish laws and norms for future practices

(d)Formulate new policies and rules

3. Historical research primarily involves

(a)Investigating past events, documents, and artifacts

(b)Studying trends to predict the future

(c)Conducting experiments in controlled environments

(d)Creating new products for consumer markets

4. Prescriptive research differs from descriptive research because it

(a)Only focuses on past data

(b)Is limited to surveys and questionnaires

(c)Provides recommendations and solutions based on findings

(d)Does not involve any form of analysis

5. What is the main purpose of a literature review in research methodology?

(a)To present original research findings without referencing previous work.

(b)To provide a comprehensive overview of existing knowledge on a research topic.

(c)To solely focus on quantitative research studies.

(d)To disregard theoretical frameworks relevant to the research area.

6. Which of the following is not a key objective of research methodology?
- (a)Ensure research findings are reliable and valid. (b)Develop a clear research question and objectives.
(c)To provide a structured approach for data collection (d)To promote subjective interpretation of results.
and analysis.
7. What is the primary purpose of a research design?
- (a)To analyze statistical data (b)To provide a framework for conducting research
systematically
(c)To ensure data collection is done quickly (d)To describe historical events
8. A null hypothesis (H_0) states that
- (a)There is no significant relationship between variables (b)There is a significant relationship between variables
(c)The research is biased (d)The results will always be positive
9. In an experiment, the variable that is manipulated or changed by the researcher is called the
- (a)Dependent Variable (b)Extraneous Variable
(c)Control Variable (d)Independent Variable
10. Which of the following is not a characteristic of a good hypothesis?
- (a)It should be testable (b)It should be based on personal opinions only
(c)It should be specific and clear (d)It should be related to the research problem

11. Which of the following is a type of probability sampling?
- (a) Convenience Sampling
 - (b) Quota Sampling
 - (c) Stratified Sampling
 - (d) Judgmental Sampling
12. What is a sample design in research?
- (a) The process of analyzing collected data
 - (b) A method used to select a subset of the population for study
 - (c) A technique to increase the sample size
 - (d) The final step of data interpretation
13. With the increase in sample size, the error also _____
- (a) Decreases
 - (b) Increases
 - (c) Remains same
 - (d) All of these
14. The error of sampling is found only in
- (a) Quota survey
 - (b) Any survey
 - (c) Census survey
 - (d) Sample survey
15. Which of the following is an example of primary data?
- (a) Government reports
 - (b) Data collected from surveys and interviews
 - (c) Books and journals
 - (d) Newspaper articles

16. The observation method is best suited for collecting data on
- (a) Non-verbal behaviors and physical actions
 - (b) Personal opinions and feelings
 - (c) Historical events and past records
 - (d) Government statistics and official documents
17. What is the advantage of using a structured questionnaire?
- (a) It allows for flexibility
 - (b) It is time consuming
 - (c) It provides quantitative data
 - (d) It is difficult to analyse
18. Which of the following is a type of schedule used in research?
- (a) Structured schedule
 - (b) Unstructured schedule
 - (c) Semi-structured schedule
 - (d) All of these
19. Why are scaling techniques important in research?
- (a) They help convert qualitative data into numerical values for analysis
 - (b) They remove the need for data collection
 - (c) They are only used in experimental research
 - (d) They ensure all respondents give the same answers
20. What is the main purpose of pre-testing in research?
- (a) To finalize data analysis
 - (b) To identify and correct issues in the research instrument before the main study
 - (c) To increase the sample size
 - (d) To avoid conducting a pilot study

21. What is the first step in data analysis?

(a)Data collection

(c)Data cleaning and preparation

(b)Data interpretation

(d)Conclusion and recommendations

22. What does coding in research refer to?

(a)Writing software programs for data collection

(c)Eliminating unnecessary survey responses

(b)Assigning numerical or symbolic values to responses for easier analysis

(d)Changing the research topic based on findings

23. In a dataset, mode refers to

(a)The sum of all values divided by the number of values

(c)The most frequently occurring value in the dataset

(b)The middle value when data is arranged in order

(d)The difference between the highest and lowest values

24. The association of attributes is measured using

(a)Regression analysis

(c)Standard deviation

(b)Chi-square test

(d)T-test

25. Which multivariate technique is used to classify observations into predefined groups?

(a)Principal component analysis

(c)Cluster analysis

(b)Regression analysis

(d)Discriminant analysis

26. The Maan-Whitney U test is a

(a)Non-parametric test

(b)Parametric test

(c)Both parametric and non-parametric

(d)Neither parametric nor non-parametric

27. What is the primary purpose of a research report?

(a)To entertain readers

(b)To present research findings in a structured manner

(c)To advertise a product

(d)To create a fictional story

28. Why is proper referencing important in a research report?

(a)To add unnecessary information

(b)To acknowledge sources and avoid plagiarism

(c)To increase the length of the report

(d)To make the report look more professional

29. Which of the following is a key concept in research design that ensures the study measures what it intends to?

(a)Validity

(b)Sampling

(c)Replication

(d)Data Collection

30. Which type of sample design selects participants based on ease of access?

(a)Systematic Sampling

(b)Simple Random Sampling

(c)Convenience Sampling

(d)Cluster Sampling

31. Research problem is selected from the stand point of

- (a) Researcher's interest
- (b) Financial support
- (c) Social relevance
- (d) Availability of relevant literature

32. Which one is called non-probability sampling?

- (a) Cluster sampling
- (b) Quota sampling
- (c) Systematic sampling
- (d) Stratified random sampling

33. Testing hypothesis is a

- (a) Inferential statistics
- (b) Descriptive statistics
- (c) Data preparation
- (d) Data analysis

PART - B

(7 X 6 = 42)

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

34. (a) Briefly describe the different steps involved in a research process.

[OR]

(b) Distinction between Experimental and survey research.

35. (a) What is the necessity of defining a research problem? Explain

[OR]

(b) What are the benefits of identify research gaps?

36. (a) Describe the significance of hypothesis in social science research.

[OR]

(b) Explain the various methods of sampling.

37. (a) What factors influence the determination of sample size in research?

[OR]

(b) Discuss the interview as a technique of data collection.

38. (a) Explain the procedure for the formation of a schedule.

[OR]

(b) Outline the importance of scaling techniques.

39. (a) Why tabulation is considered essential in research study?

[OR]

(b) Write a short note on (i) T-test, (ii) F-test and (iii) Z-test.

40. (a) "Interpretation is a fundamental component of research process". Explain

[OR]

(b) Explain the contents of research report.

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A. (G/FM/LM/T/HRM) DEGREE EXAMINATION, MAY 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 that influence the financial system
- (d)Only government’s policies

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
- (b) Improved worker morale
- (c) Reduced labour turnover
- (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
- (b) It enhances the company's reputation and brand image
- (c) It reduces employee satisfaction and loyalty
- (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
- (b) Cultural beliefs and values
- (c) Economic institutions
- (d) Social processes

19. How does technology influence the economy?

- (a) By decreasing global connectivity
- (b) By increasing resources scarcity
- (c) By driving innovation and productivity
- (d) By promoting cultural stagnation

20. Which technology allows businesses to access and store data over the internet?

- (a) Artificial Intelligence
- (b) Big data analysis
- (c) Augmented Reality
- (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

- | | |
|---------|--------|
| (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.

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR MBA (G/FM/LM/T/HRM) DEGREE EXAMINATION, MAY 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. The Indian contract Act came into force on.

(a) 1st September 1972

(b) 1st July 1932

(c) 1st September 1872

(d) 1st July 1930

2. An agreement is

(a) Enforceable by law if it meets the requirements of the law of the land

(b) Enforceable by law if any one party to its wants

(c) Enforceable against the law.

(d) Enforceable by law if it is made by competent parties

3. A valid offer must

(a) Be to do or to abstain from doing something

(b) Be made with an intention to create legal relations

(c) Be communicate before acceptance

(d) All of the above

4. Acceptance means

(a) Acceptance the offer with some of its conditions

(b) Accepting the offer with all the conditions of offer except some

(c) Accepting the offer by disclosing conditions of the acceptor

(d) Accepting the offer with all the conditions of the offer

5. A quasi contract is also known as

(a) Contract implied in law

(b) Implied contract

(c) Unintentional contract

(d) Both (a) & (c)

6. Capacity to contract means

- (a)The parties are financially sound to make contracts
- (b)The parties are physically able and willing to make contracts
- (c)The parties are legally competent to enter into contracts
- (d)All of the above

7. A contract of indemnity is a

- (a)Contingent contract
- (b)Wagering contract
- (c)Quasi contract
- (d)Void agreement

8. The bailment of goods can be made by its owner of

- (a)Immovable goods
- (b)Movable goods
- (c)Both of these
- (d)None of these

9. The Sale of Goods Act applies to contracts of

- (a)Sale of goods
- (b)Sale of goods and services
- (c)Sale and pledge of contracts
- (d)Sale and barter of goods

10. Passing of property in the goods means

- (a)Passing of possession of the goods
- (b)Passing of documents of title to the goods
- (c)Passing of absolute legal ownership of the goods
- (d)All of the above

11. Which Act lays down the responsibilities and liabilities of Railway administration for carriage of goods?

(a)The Carriers Act 1865

(b)The Railways Act 1989

(c)The Carriage by Road Act 2007

(d)The Carriage of goods by sea Act 1925

12. What is the main objective of carriage by Road Act 2007?

(a)To regulate sea routes for cargo

(b)To unify International road transport laws

(c)To provide modern legal framework for regulation of common carriers by road

(d)To improve road safety in rural areas

13. In legal terms, a person who receives a negotiable instruments in good faith and for valuable consideration is known as

(a)Holder

(b)Holder in due course

(c)Holder for value

(d)None of these

14. The presentment for acceptance is required in case of a

(a)Bill of exchange

(b)Cheque

(c)Provisory note

(d)Both (a) & (b)

15. The current regulatory body for insurance in India is

(a)SEBI

(b)RBI

(c)IRDAI

(d)TRAI

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16. Insurance is governed under which type of contract?

- | | |
|-----------------------|--------------------------|
| (a)Contract of sale | (b)Contract of indemnity |
| (c)Contract of agency | (d)Bailment |

17. The Indian partnership Act came into force on

- | | |
|-------------------|---------------------|
| (a)January 1 1932 | (b)October 1 1932 |
| (c)July 1 1932 | (d)September 1 1932 |

18. The real test of partnership is

- | | |
|-----------------------|---|
| (a)Business | (b)Agreement |
| (c)Sharing of profits | (d)Business to be carried on by all or any of them acting for all |

19. A new partner generally shall be liable

- | | |
|---|--|
| (a)For the debts arising from the date of his admission | (b)For the debts existing on the date of his admission |
| (c)For the existing as well as subsequent debts | (d)For the debts under clause (a) or (c) above |

20. The Memorandum of association is also known as the

- | | |
|----------------------------|---------------------------|
| (a)Charter of the company | (b)By-laws of the company |
| (c)Articles of association | (d)Resolution document |

21. A prospectus is issued by a company to

- | | |
|---|-------------------------------------|
| (a) Hire employees | (b) Inform share holders of profits |
| (c) Invite the public to subscribe for shares | (d) Declare dividends |

22. Who is responsible for ensuring proper disclosure in company's financial report?

- | | |
|------------------------|-----------------------|
| (a) Shareholders | (b) Customers |
| (c) Board of directors | (d) Debenture holders |

23. The first stage in the formation of a company is

- | | |
|-------------------|------------------------------|
| (a) Incorporation | (b) Commencement of business |
| (c) Promotion | (d) Allotment of shares |

24. What is the minimum notice period required for calling an AGM?

- | | |
|-------------------|-------------|
| (a) 7 days | (b) 14 days |
| (c) 21 clear days | (d) 30 days |

25. The Information technology Act 2000 came into force on

- | | |
|-----------------------|-----------------------|
| (a) 17th October 2000 | (b) 1st January 2001 |
| (c) 15th August 2000 | (d) 25th January 2000 |

26. Certifying Authorities are regulated by

- (a)SEBI
- (c)TRAI

- (b)RBI
- (d)CCA

27. The RTI Act was enacted in the year

- (a)2000
- (c)2001

- (b)2005
- (d)2010

28. Once winding up is complete who passes the final order for dissolution

- (a)Company Secretary
- (c)NCLT

- (b)Registrar
- (d)Shareholders

29. What is consideration in a contract?

- (a)Something of value exchanged between parties
- (c)A moral duty

- (b)A social obligation
- (d)A promise made without any return

30. A contract with a minor is _____.

- (a)Void
- (c)Voidable

- (b)Valid
- (d)Illegal

31. An offer can be revoked at any time:

- | | |
|--|---|
| (a) Before it is communicated to the offeree | (b) Before acceptance is communicated |
| (c) After the contract is formed | (d) Before the offeror changes his mind |

32. Pledge is a special type of

- | | |
|---------------|---------------|
| (a) Guarantee | (b) Indemnity |
| (c) Bailment | (d) Sale |

33. Under the Carriage by Road Act, 2007, a common carrier is required to

- | | |
|--|--------------------------------------|
| (a) Obtain a registration certificate | (b) Only transport government goods |
| (c) Charge different rates for different customers | (d) Operate without legal regulation |

PART - B

(7 X 6 = 42)

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

34. (a) What are the elements of a valid contract?

[OR]

(b) "An acceptance to be valid must be communicated" Explain.

35. (a) No consideration No contract. Examine critically.

[OR]

(b) "A surety is a favoured debtor" - Discuss

36. (a) Explain the terms 'Conditions and Warranty' under the sale of goods act.

[OR]

(b) What are the liabilities of common carrier?

37. (a) What are the features of Negotiable Instruments?

[OR]

(b) Explain the fundamental principles of life insurance.

38. (a) What are the essentials of partnership?

[OR]

(b) Discuss the rights and duties of partners between themselves.

39. (a) Explain the various types of companies.

[OR]

(b) Describe the importance of minutes of company meeting.

40. (a) State the role and importance of the digital signature certificate.

[OR]

(b) Explain the different methods of winding up.

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A. (G/FM/LM/T/HRM) DEGREE EXAMINATION, MAY 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 is the primary role of an Information System?

(a) Data storage	(b) Decision-making
(c) Processing transactions	(d) All of the above
2. Which of the following is NOT a type of Information System?

(a) Transaction Processing System (TPS)	(b) Decision Support System (DSS)
(c) Human Resource System (HRS)	(d) Management Information System (MIS)
3. What is the main goal of Management Information Systems?

(a) Support managerial decision-making	(b) Replace human resources
(c) Store large amounts of data without analysis	(d) None of the above
4. Which of the following is a key component of MIS?

(a) Hardware	(b) Software
(c) People	(d) All of the above
5. Which characteristic is essential for an effective MIS?

(a) Accuracy	(b) Speed
(c) Reliability	(d) All of the above

6. What is the main limitation of a computerized MIS?
- (a)Reduced efficiency
(b)High cost
(c)Lack of automation
(d)No data storage capability
7. DSS stands for:
- (a)Data Security System
(b)Digital Support System
(c)Decision Support System
(d)Distributed Storage System
8. What is the main function of DSS in MIS?
- (a)Transaction processing
(b)High-level decision-making
(c)Employee payroll management
(d)None of the above
9. Artificial Intelligence (AI) in MIS is primarily used for:
- (a)Decision automation
(b)Data collection
(c)File storage
(d)Manual record-keeping
10. What is the key benefit of using AI in decision support systems?
- (a)Increased data redundancy
(b)Improved speed and accuracy
(c)More manual processing
(d)None of the above

11. Which of the following is a recent development in Information Technology?

- | | |
|--------------------------|----------------------|
| (a)Manual record keeping | (b)Paper-based MIS |
| (c)Cloud computing | (d)None of the above |

12. The main objective of installing MIS in Indian organizations is to:

- | | |
|----------------------------|-----------------------|
| (a)Improve decision-making | (b)Replace employees |
| (c)Reduce costs | (d)Increase paperwork |

13. The internet is an example of:

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

14. Which of the following is an electronic communication service?

- | | |
|-------------------------------|----------------------|
| (a)Electronic bulletin boards | (b)Paper-based memos |
| (c)Manual ledger entries | (d)None of the above |

15. Which of the following is an example of a wide-area network (WAN)?

- | | |
|-----------------|-----------------------------|
| (a)Intranet | (b)Local area network (LAN) |
| (c)The internet | (d)Home Wi-Fi |

16. Video conferencing is an example of:

(a)Data storage

(b)Communication network

(c)Transaction processing

(d)Manual reporting

17. MIS for finance primarily helps in:

(a)Employee recruitment

(b)Budgeting and financial analysis

(c)Managing logistics

(d)None of the above

18. Which type of MIS is used for personnel management?

(a)MIS for Inventory

(b)MIS for Marketing

(c)MIS for Human Resources

(d)MIS for Logistics

19. What is the main function of an Enterprise Resource Planning (ERP) system?

(a)Managing one department

(b)Integrating business functions

(c)Eliminating the need for technology

(d)None of the above

20. Digital networks are used for:

(a)Manual data entry

(b)Communication between computers

(c)Paper-based documentation

(d)None of the above

21. What does EDI stand for?

- | | |
|--------------------------------|------------------------------------|
| (a)Electronic Data Interchange | (b)Electronic Document Integration |
| (c)Enterprise Data Input | (d)None of the above |

22. Which of the following is a key benefit of e-commerce?

- | | |
|---------------------------------|--------------------------|
| (a)Increased physical paperwork | (b)Limited accessibility |
| (c)Global reach | (d)Slower transactions |

23. A secondary storage device is used for:

- | | |
|------------------------------|---------------------------|
| (a)Temporary data processing | (b)Long-term data storage |
| (c)Real-time computing | (d)None of the above |

24. Which of the following is an example of input hardware?

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

25. Information system architecture includes:

- | | |
|------------------------|--------------------------|
| (a)Centralized systems | (b)Decentralized systems |
| (c)Distributed systems | (d)All of the above |

26. Supply chain management in MIS helps with:

- | | |
|--------------------------------|---|
| (a) Storing unused inventory | (b) Streamlining production and logistics |
| (c) Reducing MIS functionality | (d) None of the above |

27. Denial of Service (DoS) attacks target:

- | | |
|--------------------------|----------------------------|
| (a) Database security | (b) User authentication |
| (c) Network availability | (d) Transaction processing |

28. Spoofing in cybersecurity refers to:

- | | |
|--------------------------|--------------------------------|
| (a) Data encryption | (b) Identity misrepresentation |
| (c) Secure file transfer | (d) None of the above |

29. Which of the following is a major risk of online operations?

- | | |
|--------------------------------|-------------------------|
| (a) Increased security threats | (b) Reduced data access |
| (c) Limited business growth | (d) None of the above |

30. A good MIS must have which of the following qualities?

- | | |
|---------------|----------------------|
| (a) Accuracy | (b) Timeliness |
| (c) Relevance | (d) All of the above |

31. The main disadvantage of cloud-based MIS is:
- (a) Scalability
 - (b) Accessibility
 - (c) Security risks
 - (d) Cost-effectiveness
32. A key feature of data-driven decision-making in MIS is:
- (a) Guesswork
 - (b) Analysis based on real-time data
 - (c) Manual calculations
 - (d) None of the above
33. Ethical issues in information systems mainly involve:
- (a) Data privacy
 - (b) Cybersecurity threats
 - (c) Unauthorized access
 - (d) All of the above

PART - B

(7 X 6 = 42)

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

34. (a) Explain the role and components of an Information System.
- [OR]
- (b) Discuss the different types of Information Systems and their significance.
35. (a) Describe the evolution and elements of Management Information Systems.
- [OR]
- (b) Enumerate the steps involved in designing and developing an Information System.
36. (a) Discuss MIS with its uses and limitations.
- [OR]
- (b) Explain the characteristics and structure of MIS.
37. (a) Discuss the difference between MIS and Decision Support Systems.
- [OR]
- (b) Explain the impact of Artificial Intelligence in MIS.
38. (a) Describe Executive Information Systems support decision-making.
- [OR]
- (b) Discuss the role of AI in expert systems and its merits and demerits.
39. (a) Describe the recent developments in IT for MIS in Indian organizations.
- [OR]
- (b) Explain the role of MIS in Finance and Inventory Management.
40. (a) Describe the challenges of security and ethical issues in MIS.
- [OR]
- (b) Discuss the impact of social media on business organizations.

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COURSE CODE

205425/205525/205625/
205725/205825

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A. (G/FM/LM/T/HRM) DEGREE EXAMINATION, MAY 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. Which function of HRM is concerned with employee training and career development?
(a)Recruitment (b)Selection
(c)Development (d)Compensation
2. What is the primary objective of Human Resource Management?
(a)Profit Maximization (b)Employee Welfare
(c)Customer Satisfaction (d)Market Expansion
3. Which term refers to the systematic approach of attracting, selecting, and retaining employees?
(a)Planning (b)Staffing
(c)Controlling (d)Directing
4. What is a key responsibility of the HR department?
(a)Sales management (b)Employee training
(c)Product development (d)Financial auditing
5. Which phase of HRM focuses on recruiting and hiring employees?
(a)Development (b)Acquisition
(c)Acquisition (d)Separation

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6. What is the primary focus of the human factor in HRM?
- (a)Technology (b)Employees
(c)Profit (d)Marketing
7. Which of the following is a characteristic of a good personnel policy?
- (a)It should be rigid and unyielding (b)It should be based on the organization's goals and objectives
(c)It should be communicated only to top management (d)It should be changed frequently
8. What is the role of a Human Resource Manager in an organization?
- (a)To only handle recruitment and selection (b)To only handle employee training and development
(c)To handle all aspects of human resource management (d)To only handle employee relations
9. What is succession planning?
- (a)The process of identifying and developing future leaders (b)The process of recruiting and selecting new employees
(c)The process of training and developing current employees (d)The process of evaluating employee performance
10. The process of forecasting future hiring needs in an organization is called _____.
- (a)Employment Planning (b)Job Evaluation
(c)Compensation Management (d)Performance Appraisal

11. An advantage of internal recruitment is _____.
- (a) Higher recruitment cost
(b) Slower hiring process
(c) Employee motivation
(d) Limited talent pool
12. A major disadvantage of external recruitment is _____.
- (a) Familiarity with company culture
(b) High training costs
(c) Faster hiring process
(d) Internal employee dissatisfaction
13. What is a common mistake made by interviewers?
- (a) Asking too many questions
(b) Failing to take notes during the interview
(c) Asking leading questions
(d) All of the above
14. Which type of test is designed to assess a candidate's ability to perform a specific job task?
- (a) Aptitude test
(b) Achievement test
(c) Personality test
(d) Work sample test
15. A test that measures a candidate's job-related skills by giving real work tasks is called _____.
- (a) Personality Test
(b) Work Sample Test
(c) Cognitive Ability Test
(d) Psychological Test

16. Which of the following is a step in the training process?

- | | |
|----------------------------|------------------------|
| (a)Need assessment | (b)Training evaluation |
| (c)Training implementation | (d)All of the above |

17. What is the purpose of need assessment in training?

- | | |
|--|--|
| (a)To identify the training objectives | (b)To determine the training budget |
| (c)To identify the training needs of employees | (d)To evaluate the effectiveness of training |

18. The first step in the training process is _____.

- | | |
|--------------------------------------|-------------------------------|
| (a)Evaluating training effectiveness | (b)Conducting need analysis |
| (c)Selecting trainees | (d)Designing training modules |

19. What is the primary purpose of Human Resource Accounting (HRA)?

- | | |
|-------------------------|------------------------------|
| (a)Profit Maximization | (b)Valuation of Human Assets |
| (c)Employee Termination | (d)Product Development |

20. Which of the following is an off-the-job development technique?

- | | |
|------------------------|--------------|
| (a)Job Rotation | (b)Coaching |
| (c)Simulation Training | (d)Mentoring |

21. What is the purpose of fringe benefits?

- (a) To provide additional income to employees
- (b) To improve employee morale and motivation
- (c) To attract and retain top talent
- (d) All of the above

22. What is the primary purpose of employee benefits?

- (a) To provide financial assistance to employees
- (b) To improve employee health and well-being
- (c) To provide social security measures to employees
- (d) All of the above

23. What is the primary purpose of a performance appraisal program?

- (a) To determine employee salaries
- (b) To evaluate employee performance
- (c) To identify training needs
- (d) To promote employees

24. Which of the following is a method of performance appraisal?

- (a) Job evaluation
- (b) Compensation management
- (c) 360-degree feedback
- (d) All of the above

25. Which process helps employees set career goals and achieve professional growth?

- (a) Performance Appraisal
- (b) Career Planning and Development
- (c) Compensation Management
- (d) Employee Termination

26. What is the primary purpose of job evaluation systems?
- | | |
|----------------------------------|-------------------------------|
| (a)Employee Promotion | (b)Identifying Training Needs |
| (c)Determining Fair Compensation | (d)Reducing Employee Turnover |
27. Which benefit is considered a non-statutory (voluntary) welfare measure?
- | | |
|--------------------|-------------------|
| (a)Provident Fund | (b)Gym Membership |
| (c)Maternity Leave | (d)Pension Scheme |
28. What is the primary purpose of an employee grievance redressal system?
- | | |
|-------------------------------|-----------------------------------|
| (a)Increase Employee Workload | (b)Resolve Workplace Conflicts |
| (c)Reduce Employee Benefits | (d)Conduct Performance Appraisals |
29. Primary function of trade unions in protecting workers' rights.
- | | |
|-------------------------------|------------------------|
| (a)Employee Termination | (b)Profit Maximization |
| (c)Protecting Workers' Rights | (d)Managing Production |
30. Process involving negotiations between employers and employees to resolve disputes.
- | | |
|-----------------------|--------------------------|
| (a)Grievance Handling | (b)Collective Bargaining |
| (c)Job Evaluation | (d)Performance Appraisal |

31. HRIS refers to which of the following?

- | | |
|-----------------|----------------|
| (a) Payroll | (b) Database |
| (c) Recruitment | (d) Technology |

32. E-records help in maintaining which type of data?

- | | |
|--------------|---------------|
| (a) Employee | (b) Marketing |
| (c) Sales | (d) Finance |

33. Personnel research is used for improving?

- | | |
|----------------------|-------------------------|
| (a) Customer service | (b) HR policies |
| (c) Product design | (d) Marketing campaigns |

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the major challenges faced in Human Resource Management in the modern business environment.

[OR]

(b) Explain the roles and responsibilities of the HR department in an organization.

35. (a) Describe the process of succession planning in an organization.

[OR]

(b) Explain the role of IT and online recruitment in modern hiring practices.

36. (a) Discuss the importance of designing an effective interview in the selection process.

[OR]

(b) Explain the different steps involved in the training process.

37. (a) Discuss different On-the-Job and Off-the-Job Development Techniques used in HR training.

[OR]

(b) Differences between wages and salary administration with examples.

38. (a) Elaborate the various employee retention methods used in organizations.

[OR]

(b) Describe the importance of performance appraisal programs in an organization.

39. (a) Discuss the causes and consequences of labour attrition in different industries.

[OR]

(b) Describe statutory and non-statutory benefits with suitable examples.

40. (a) Explain the role and significance of trade unions in industrial relations.

[OR]

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

N-1830

N-1831

COURSE CODE

205431/205531/205631/
205731/205831

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, MAY 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. What is the primary focus of marketing?
(a) Production (b) Sales
(c) Customer needs and wants (d) Distribution
2. Which marketing philosophy emphasizes mass production and distribution to reduce costs and prices?
(a) Sales orientation (b) Product orientation
(c) Production orientation (d) Marketing orientation
3. Which of the following factors is considered a social factor in the macro-environment?
(a) Exchange rates (b) Cultural trends
(c) Technological changes (d) Legal regulations
4. Which of the following factors is included in the micro-environment?
(a) Demographic forces (b) Political forces
(c) Suppliers (d) Technological forces
5. Which of the following is an example of an internal factor affecting a company's marketing environment?
(a) Changes in government regulations (b) Technological advancements
(c) Employee turnover (d) Economic fluctuations

N-1831

6. Which of the following is an example of an external factor affecting a company's marketing environment?
- | | |
|--|-------------------------|
| (a)Organizational culture | (b)Market competition |
| (c)Research and development activities | (d)Marketing strategies |
7. Why is understanding consumer behavior important for businesses?
- | | |
|-----------------------------------|--------------------------------------|
| (a)To increase production costs | (b)To reduce product variety |
| (c)To tailor marketing strategies | (d)To decrease customer satisfaction |
8. What is the first stage in the consumer buying process?
- | | |
|----------------------------|------------------------|
| (a)Post-purchase behaviour | (b)Problem recognition |
| (c)Information search | (d)Purchase decision |
9. What is the determinant of consumer behavior?
- | | |
|------------------------|-------------------------------|
| (a)Government policies | (b)Climate change |
| (c)Cultural influences | (d)Technological advancements |
10. What is the primary purpose of marketing research?
- | | |
|--|--------------------------------------|
| (a)To increase production costs | (b)To decrease customer satisfaction |
| (c)To gather information for decision-making | (d)To reduce product variety |

11. Demand forecasting primarily involves predicting:

- | | |
|--|--------------------------|
| (a)Future sales and consumer behaviour | (b)Current market trends |
| (c)Historical data | (d)Competitor strategies |

12. A strategic marketing plan typically includes:

- | | |
|-----------------------------|---------------------------------------|
| (a)Short-term goals only | (b)Long-term goals and objectives |
| (c)Product development only | (d)Marketing tactics without strategy |

13. What is the first step in the product planning and development process?

- | | |
|----------------------|------------------------------------|
| (a)Commercialization | (b)Concept development and testing |
| (c)Idea generation | (d)Market analysis |

14. Product failures can occur due to:

- | | |
|-----------------------------------|--------------------------------|
| (a)Inadequate market research | (b)High-quality product design |
| (c)Effective marketing strategies | (d)Strong brand reputation |

15. The Product Life Cycle (PLC) stages are:

- | | |
|--|--|
| (a)Introduction, Growth, Maturity, Decline | (b)Development, Introduction, Maturity, Decline |
| (c)Growth, Maturity, Decline, Termination | (d)Introduction, Development, Maturity, Saturation |

16. Product positioning refers to:

- (a) Reducing product variety
- (c) Increasing product quality

- (b) Creating a unique image in the minds of consumers
- (d) Lowering prices

17. What is the objective of pricing in marketing?

- (a) Maximizing production costs
- (c) Maximizing profits

- (b) Minimizing customer satisfaction
- (d) Reducing market competition

18. Which of the following is NOT a base for price fixing?

- (a) Cost
- (c) Competition

- (b) Demand
- (d) Brand reputation

19. During the introduction stage of the product life cycle, pricing strategies typically focus on:

- (a) Skimming pricing
- (c) Cost-plus pricing

- (b) Penetration pricing
- (d) Discount pricing

20. Which type of physical distribution does the manufacturer select only a few intermediaries to distribute their products?

- (a) Direct distribution
- (c) Exclusive distribution

- (b) Indirect distribution
- (d) Intensive distribution

21. Logistics decisions involve:

- | | |
|--------------------------|-----------------------|
| (a) Inventory management | (b) Product design |
| (c) Pricing strategies | (d) Branding policies |

22. When choosing marketing channels, marketers should consider:

- | | |
|---------------------------------------|--------------------------------------|
| (a) Maximizing production costs | (b) Minimizing customer satisfaction |
| (c) Enhancing distribution efficiency | (d) Reducing market competition |

23. Cooperation in marketing channels is essential for:

- | | |
|---|-----------------------------------|
| (a) Increasing customer dissatisfaction | (b) Reducing brand visibility |
| (c) Enhancing overall channel performance | (d) Decreasing market competition |

24. Online retailing provides consumers with:

- | | |
|---|---|
| (a) Limited access to product information | (b) Higher prices compared to brick-and-mortar stores |
| (c) Convenience of shopping from home | (d) Reduced security for transactions |

25. What is the first step in the management of a sales force?

- | | |
|-----------------|-------------------------------|
| (a) Training | (b) Evaluation of performance |
| (c) Recruitment | (d) Compensation plans |

26. Sales force training is essential for:

- | | |
|---|----------------------------------|
| (a)Reducing customer satisfaction | (b)Increasing employee turnover |
| (c)Enhancing selling skills and product knowledge | (d)Decreasing market competition |

27. Sales promotion activities aim to:

- | | |
|---------------------------|-----------------------------------|
| (a)Decrease sales | (b)Increase customer satisfaction |
| (c>Create brand awareness | (d)Lower production costs |

28. Online sales promotional activities include:

- | | |
|---------------------------|-------------------|
| (a)Print advertising | (b)TV commercials |
| (c)Social media campaigns | (d)Radio ads |

29. Public relations involve:

- | | |
|---|---------------------|
| (a)Paid advertising | (b)Personal selling |
| (c)Building and maintaining relationships with the public | (d)Direct marketing |

30. Media planning involves:

- | | |
|---------------------------------|--|
| (a)Creating advertising content | (b)Selecting the appropriate media channels to reach the target audience |
| (c)Managing sales promotions | (d)Recruiting advertising personnel |

31. What factors influence media selection in advertising?

- (a) Product color
- (b) Market competition
- (c) Pricing strategies
- (d) Target audience demographics and behavior

32. What is the first step in competitor analysis?

- (a) Identifying and listing competitors
- (b) Developing competitive strategies
- (c) Analyzing customer data
- (d) Creating marketing campaigns

33. What are the different types of competitors?

- (a) Direct, indirect, and internal
- (b) External, internal, and suppliers
- (c) Manufacturers, retailers, and distributors
- (d) Customers, suppliers, and shareholders

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the Marketing Management Process in detail.

[OR]

(b) Explain briefly about the Targeting and Positioning and its Importance.

35. (a) Describe the role of Digitalization, Customization and E - Business settings in Marketing Environment.

[OR]

(b) Discuss the Consumer Buying Process and Its Theories.

36. (a) Illustrate various components of a Marketing information system (MIS) and its functions.

[OR]

(b) Enumerate the Product line Management Practices and Product failure.

37. (a) Explain briefly about the Branding Policies and Strategies.

[OR]

(b) Describe about the Administered and Regulated Pricing in detail.

38. (a) Discuss about the Distribution channel Policy and Logistics Decisions.

[OR]

(b) Illustrate the Middleman functions and modern trends in retailing.

39. (a) Illustrate about the Training Compensation plans and Evaluations of Performance.

[OR]

(b) Describe Integrated marketing communication (IMC) and its Process in detail.

40. (a) Explain briefly about the Advertisement copy, Layout and Sales promotions.

[OR]

(b) Discuss briefly about the Various types of Competitors.

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, MAY 2025
Second Year - Third Semester
COMMON FOR M.B.A GENERAL / 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. What is the primary goal of financial management?

(a) Maximizing revenues

(b) Minimizing costs

(c) Maximizing shareholder wealth

(d) Increasing market share

2. Which of the following represents the profitability of a company?

(a) Current Ratio

(b) Return on Assets (ROA)

(c) Debt to Equity Ratio

(d) Quick Ratio

3. Which of the following is the primary objective of financial management?

(a) Maximizing sales

(b) Maximizing market share

(c) Maximizing the wealth of shareholders

(d) Maximizing the number of employees

4. Which financial statement provides a snapshot of a company's financial position at a specific point in time?

(a) Income Statement

(b) Cash Flow Statement

(c) Statement of Retained Earnings

(d) Balance Sheet

5. The Internal Rate of Return (IRR) is the discount rate that makes the Net Present Value (NPV) of an investment:

(a) Equal to the investment's initial cost

(b) Greater than zero

(c) Equal to zero

(d) Less than zero

6. Which type of investment is typically considered the least risky?
- | | |
|--------------------|------------------|
| (a)Corporate bonds | (b)Common stocks |
| (c)Treasury bills | (d)Real estate |
7. Which of the following is a source of internal long-term capital?
- | | |
|----------------------|------------------|
| (a)Equity financing | (b)Issuing bonds |
| (c)Retained earnings | (d)Bank loans |
8. Which of the following is a disadvantage of equity financing?
- | | |
|--------------------------------------|-----------------------------|
| (a)Obligation to repay with interest | (b)Dilution of ownership |
| (c)Fixed maturity date | (d)Increased financial risk |
9. Which term describes the process by which a company issues additional shares to its existing shareholders?
- | | |
|------------------------------------|-------------------|
| (a)Private Placement | (b)Rights Issue |
| (c)Follow-on Public Offering (FPO) | (d)Debt Financing |
10. Which of the following is NOT a method of issuing securities in the primary market?
- | | |
|----------------------------------|-----------------------|
| (a)Initial Public Offering (IPO) | (b)Private Placement |
| (c)Rights Issue | (d)Secondary Offering |

11. Which method is commonly used to estimate the cost of equity?
- | | |
|--|-----------------------------------|
| (a) Discounted Payback Period | (b) Internal Rate of Return (IRR) |
| (c) Capital Asset Pricing Model (CAPM) | (d) Debt-Equity Ratio |
12. The formula for calculating the cost of debt is typically adjusted for:
- | | |
|---------------|------------------|
| (a) Inflation | (b) Depreciation |
| (c) Taxes | (d) Dividends |
13. Which factor does NOT influence a company's capital structure decision?
- | | |
|------------------------|------------------------------|
| (a) Company's tax rate | (b) Interest rates |
| (c) Market conditions | (d) Product pricing strategy |
14. Which type of financing typically has the lowest cost to the company?
- | | |
|-----------------------|---------------------|
| (a) Equity financing | (b) Debt financing |
| (c) Retained earnings | (d) Preferred stock |
15. Which of the following capital budgeting methods accounts for the time value of money?
- | | |
|-----------------------------|-------------------------------------|
| (a) Payback Period | (b) Accounting Rate of Return (ARR) |
| (c) Net Present Value (NPV) | (d) None of the above |

16. In capital budgeting, which method calculates the percentage return on the investment?
- (a)Net Present Value (NPV) (b)Internal Rate of Return (IRR)
(c)Payback Period (d)Profitability Index (PI)
17. Which model is used to estimate the cost of equity considering the risk of an investment?
- (a)Capital Asset Pricing Model (CAPM) (b)Dividend Discount Model (DDM)
(c)Net Present Value (NPV) (d)Payback Period Model
18. Which of the following best defines "risk" in the context of financial decision-making?
- (a)The certainty of future cash flows (b)The variability of future cash flows
(c)The total amount of investment (d)The expected return on investment
19. What is working capital?
- (a)Long-term assets minus long-term liabilities (b)Current assets minus current liabilities
(c)Total assets minus total liabilities (d)Fixed assets plus current assets
20. Which of the following ratios is used to assess a company's short-term liquidity?
- (a)Debt-to-Equity Ratio (b)Current Ratio
(c)Price-to-Earnings Ratio (d)Return on Equity

21. What is the primary objective of inventory management?
- (a) To maximize sales revenue
 - (b) To minimize inventory costs while meeting customer demand
 - (c) To increase the total assets of the company
 - (d) To maximize the cash flow
22. Which inventory management technique assumes that the last items placed in inventory are the first sold?
- (a) FIFO (First-In, First-Out)
 - (b) LIFO (Last-In, First-Out)
 - (c) JIT (Just-In-Time)
 - (d) EOQ (Economic Order Quantity)
23. Which of the following is a common tool used for managing cash flows?
- (a) Dividend Discount Model (DDM)
 - (b) Cash Budget
 - (c) Capital Asset Pricing Model (CAPM)
 - (d) Net Present Value (NPV)
24. The term "liquidity" refers to:
- (a) The profitability of a company
 - (b) The ability to meet long-term obligations
 - (c) The ease with which assets can be converted to cash
 - (d) The total amount of equity in a company
25. According to the "Bird-in-Hand" theory of dividends, investors prefer:
- (a) Higher dividends over capital gains
 - (b) Capital gains over higher dividends
 - (c) A combination of both dividends and capital gains
 - (d) Tax-free dividends

26. Which theory of dividend policy suggests that investors are indifferent between dividends and capital gains?
- (a) Dividend Signaling Theory (b) Clientele Effect Theory
(c) Bird-in-Hand Theory (d) Dividend Irrelevance Theory
27. Which dividend policy is influenced by the availability of investment opportunities?
- (a) Constant dividend payout ratio (b) Residual dividend policy
(c) Stable dividend policy (d) Regular dividend policy
28. Which dividend policy is based on paying out a fixed percentage of earnings as dividends?
- (a) Constant dividend payout ratio (b) Residual dividend policy
(c) Stable dividend policy (d) Regular dividend policy
29. Which institution is typically considered the backbone of a financial system?
- (a) Central bank (b) Commercial bank
(c) Investment bank (d) Insurance company
30. What is the term for the measure of how much an investment has gained or lost over a specific period?
- (a) Principal (b) Yield
(c) Return (d) Capital gain

31. Which of the following is NOT typically considered a source of long-term capital?
- (a)Equity financing (b)Debt financing
(c)Trade credit (d)Retained earnings
32. Which capital structure strategy aims to match the duration of assets and liabilities to minimize risk?
- (a)Aggressive capital structure (b)Conservative capital structure
(c)Matching principle (d)Dynamic capital structure
33. According to the "Dividend Irrelevance Theory" proposed by Modigliani and Miller, the value of a firm is:
- (a)Directly influenced by its dividend policy (b)Inversely related to its dividend payments
(c)Independent of its dividend policy (d)Determined solely by its capital structure

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the nature and significance of financial management.
[OR]
(b) Explain the role of financial institutions in the financial system.
35. (a) Discuss the role of diversification in investment portfolios.
[OR]
(b) Explain the concept of equity financing as a long-term capital resource.
36. (a) Explain the process of raising capital through an initial public offering (IPO).
[OR]
(b) Explain the concept of weighted average cost of capital (WACC).
37. (a) Discuss the factors that influence a company's capital structure decisions.
[OR]
(b) Define capital budgeting and explain its importance in financial decision-making for businesses.
38. (a) Describe the role of expected value and variance in risk analysis.
[OR]
(b) Discuss the role of accounts receivable management in working capital management.
39. (a) Explain the concept of liquidity management and its importance in asset management.
[OR]
(b) Explain the concept of liquidity management and its role in ensuring financial stability for businesses.
40. (a) Discuss the assumptions underlying the dividend irrelevance theory and its implications for companies in making dividend decisions.
[OR]
(b) Enumerate the types of dividend policy.

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COURSE CODE

205433A1/

205833

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, MAY 2025
Second Year - Third Semester
COMMON FOR MBA (G/HRM)
INDUSTRIAL RELATIONS MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Which among the following is a salient feature(s) of the Constitution of India?

(a) India is a Union of States	(b) Mixture of Federalism and Unitarianism
(c) Preamble of the Constitution	(d) All the above
2. Fundamental rights are enumerated in _____ of the Constitution.

(a) Part I	(b) Part II
(c) Part III	(d) None of the above
3. _____ represents salaried professionals or educated workers who work in offices.

(a) General unions	(b) Craft unions
(c) Company Unions	(d) White collar unions
4. AITUC stands for

(a) All India Trade Union Committee	(b) All India Textile Union Congress
(c) All India Trade Union Congress	(d) All Industrial Trade Union Committee
5. The Hind Mazdoor Sabha (Indian Labour Congress) was set up at _____.

(a) Calcutta	(b) Madras
(c) Bombay	(d) Ahmedabad

N-1833

6. HMS stands for _____.
- (a)Hind Mazdoor Sangh (b)Hind Mahila Sangh
(c)Haryana Mazdoor Sangh (d)None of the above
7. The primary source of income to the unions is _____.
- (a)Government fund (b)Company contribution
(c)Membership subscription (d)Social fund
8. The tenure of office for the members of the Governing Body is _____.
- (a)Two years (b)Three years
(c)Five years (d)Six years
9. The ILO's Governing Body has diagnosed _____ conventions as "fundamental", masking topics which are taken into consideration as fundamental ideas and rights at work.
- (a)Seven (b)Eight
(c)Nine (d)Ten
10. Which among the following is NOT a voluntary welfare measure?
- (a)Facilities for sitting (b)Employee referral scheme
(c)Flexi-time (d)Personal health care

11. Characteristics of Industrial Relations do not include:

- | | |
|---|--|
| (a)Industrial Relations are outcome of employment relationship in an industrial enterprise. | (b)Industrial Relations promote the skills and methods of adjustment and co-operation with each other. |
| (c)Industrial Relations create complex rules and regulations to maintain cordial relations. | (d)Industrial Relations system creates an environment of distrust and conflict. |

12. Who are not the Actors of Industrial Relations?

- | | |
|--|---|
| (a)Workers and their organisations | (b)Employers and their organisations |
| (c)Community and cultural associations | (d)Government and the role of the State |

13. A conciliation officer is _____

- | | |
|---------------------------------|----------------------------|
| (a)Trade union appointed person | (b)Employer representative |
| (c)Political member | (d)Government servant |

14. Various alternative approach for negotiations include,

- | | |
|------------------|------------------|
| (a)Collaborating | (b)Avoiding |
| (c)Accomodating | (d)All the above |

15. The Industrial Disputes (Amendment and Miscellaneous Provisions)Act, 1956, introduces a _____ system for industrial adjudication.

- | | |
|--------------|---------------|
| (a)Two-tier | (b)three-tier |
| (c)Four-tier | (d)Unilateral |

16. The _____ have jurisdiction to adjudicate industrial disputes referred under Section 10 which relates to: (1) wages, including the period and mode of payment; (2) compensatory and other allowances; (3) hours of work and rest intervals; (4) leave with wages and holidays; (5) bonus, profit-sharing, provident fund and gratuity.,
- (a)Labour court
(c)National Tribunals
- (b)Industrial Tribunals
(d)District court
17. Which of the following cannot be regarded as a method of State Regulation of Wages?
- (a)Wage Boards
(c)Adjudication and arbitration awards
- (b)A Statutory Minimum Wage
(d)Collective Bargaining
18. The Code applies to all public sector undertakings run as companies and corporations except in defense, railways and ports and docks. Among those, where the Code of Discipline applies with certain modifications include State Bank of India, the Department of Defence Production and
- (a)Reserve Bank of India
(c)GAIL
- (b)ONGC
(d)NLC
19. Which of the following statements about wage differentials is not true?
- (a)Wage differentials can be attributed to imperfections in employment market.
(c)Inter-industry wage differentials are bound to occur.
- (b)Social prejudices do not influence the wage differentials.
(d)Geographical wage differentials are a common phenomenon.
20. The characteristic feature of this type of withdrawal of labour is that the workmen suddenly withdraw their labour and bargain afterwards. This type strike is called
- (a)Go-slow strike
(c)Wildcat strike
- (b)Pen-down strike
(d)Hunger strike

21. Which of the following colour is used for radiation hazard?
- (a)Red (b)Orange
(c)Green (d)Purple
22. For health safety and Welfare, Artificial Humidification comes under which section of the Factories Act,1948 ?
- (a)Section 11 (b)Section 13
(c)Section 14 (d)Section 15
23. Which one of the following Labour Legislations provides comprehensive benefits to industrial workers in India?
- (a)Employee Provident Funds Act (b)Employees' Compensation Act
(c)Employees' State Insurance Act (d)Maternity Benefit Act
24. Personal injuries (Compensation Insurance) Act, 1963 is a supplemental enactment to
- (a)Industrial disputes act (b)Factories act
(c)Workmen's Compensation Act (d)Trade Union act
25. The _____ is designed to enlist the cooperation of subordinates in effecting improvements and in eliminating waste, and to provide an avenue for a working communication with the management.
- (a)Suggestions scheme (b)Notice board
(c)House journals (d)Weekly meeting

26. Which of these is not a method for upward communication?

- | | |
|---------------------|---------------|
| (a)Open-door policy | (b)Complaints |
| (c)Suggestion boxes | (d)Gossips |

27. The employment of women is the lowest in _____ and it is highest in _____.

- | | |
|------------------------------|---------------------------------|
| (a)Mines, Plantation | (b)Factories, Transport service |
| (c)Plantation, Machine works | (d)Hospitals, Railways |

28. Disabilities result from one of _____ forces like medical, natural, etc.,

- | | |
|----------|---------|
| (a)Three | (b)Four |
| (c)Five | (d)Six |

29. Canteen is to be provided if engaging Employees more than persons.

- | | |
|--------|--------|
| (a)250 | (b)230 |
| (c)300 | (d)275 |

30. Social security provided by a 'means test' is called:

- | | |
|---------------------|----------------------|
| (a)Social Insurance | (b)Mutual Insurance |
| (c)Social Assurance | (d)Social Assistance |

31. The international labor organization was established in

- | | |
|-------------------|----------------------|
| (a) April 9, 1918 | (b) April 19, 1919 |
| (c) May 20, 1920 | (d) January 19, 1949 |

32. Which of the following is/are the non economic cause of dispute?

- | | |
|----------------------------|------------------------|
| (a) Ill-treatment by staff | (b) Sympathetic strike |
| (c) Indiscipline | (d) All of these |

33. Which of the following cannot be a cause of strike?

- | | |
|--|--|
| (a) Salary and incentive problems | (b) Discontinuity in services due to overage |
| (c) Wrongful discharge or dismissal of workmen | (d) Dissatisfaction with company policy |

PART - B

(7 X 6 = 42)

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

34. (a) Narrate an essay on labour movement.

[OR]

(b) Describe trade unions and economic development.

35. (a) Discuss the role of internal trade union.

[OR]

(b) Write a note on international labor movement.

36. (a) Explain statutory welfare measures.

[OR]

(b) Discuss the role of government employees and the unions in industrial relations.

37. (a) Define negotiations. Explain its various types.

[OR]

(b) Define grievance. Discuss its procedure.

38. (a) Describe code of conduct and code of discipline.

[OR]

(b) Write a note on a) industrial peace b) conciliation c) Arbitration.

39. (a) Narrate an essay on industrial relations problems in the public sector.

[OR]

(b) What do you mean by ergonomics. Explain its implications in an industry.

40. (a) Explain employee communications in an industry.

[OR]

(b) Describe the educational and social development of employees.

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, MAY 2025
Second Year - Third Semester
(COMMON FOR M.B.A. (GENERAL)/ M.B.A. (FM))
MANAGEMENT OF FUNDS
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. When a company decides to issue bonds, it is primarily seeking to:

(a) Raise capital by borrowing money from investors	(b) Attract potential shareholders through stock offerings
(c) Liquidate its assets for immediate cash flow	(d) Create long-term strategic alliances with other corporations
2. What does the term "capital allocation" refer to in finance?

(a) The process of dividing profits among shareholders	(b) Distributing assets evenly across different investment options
(c) Allocating resources to various projects or divisions within a company	(d) Deciding on the percentage of revenue to be reinvested in marketing
3. The process of diversification in investment involves:

(a) Concentrating all investments in a single asset class for higher returns	(b) Spreading investments across various assets to reduce risk
(c) Investing solely in high-risk, high-return options	(d) Avoiding investment in the stock market
4. What role do financial intermediaries play in funds mobilization?

(a) They directly invest in companies through venture capital.	(b) They act as a bridge between savers and borrowers.
(c) They manage government treasury bonds exclusively.	(d) They oversee stock exchange operations.
5. What is a key aspect of efficient fund allocation in financial systems?

(a) Maximizing short-term profits irrespective of risks	(b) Balancing risk and return to optimize long-term outcomes
(c) Focusing solely on minimizing costs without considering returns	(d) Prioritizing investments with the highest initial capital requirements

6. Which entity regulates and supervises the functioning of financial markets to ensure fair practices and investor protection?
- (a)International Monetary Fund (IMF) (b)World Trade Organization (WTO)
(c)Securities and Exchange Commission (SEC) (d)Federal Reserve System (Fed)
7. What factor is crucial for effective fund allocation in financial systems?
- (a)Short-term profitability over sustainability (b)Relying solely on government subsidies for investments
(c)Considering the time value of money and opportunity costs (d)Focusing on high-risk, speculative investments for quick gains
8. The primary role of financial regulators in fund allocation is to:
- (a)Promote monopolistic practices for economic stability (b)Ensure transparency and fairness in financial transactions
(c)Facilitate tax evasion for corporations (d)Limit the accessibility of financial services to specific demographics
9. The cost of capital for a company represents:
- (a)The interest rate on short-term loans (b)The average cost of various sources of financing used by the company
(c)The market value of the company's stock (d)The total dividends paid to shareholders
10. The payback period method in capital budgeting focuses on:
- (a)Calculating the time taken to recover the initial investment (b)Assessing the profitability index of a project
(c)Determining the project's net present value (d)Evaluating the internal rate of return of an investment

11. When facing capital rationing, a company's objective is to:
- (a) Minimize the return on investment to conserve capital
 - (b) Maximize the number of projects undertaken regardless of profitability
 - (c) Maximize the overall return within the constraints of available funds
 - (d) Exclude high-risk projects to maintain financial stability
12. In the context of capital rationing, the profitability index helps in:
- (a) Comparing the return on investment across different projects
 - (b) Calculating the total funds available for investment
 - (c) Estimating the time value of money for a project
 - (d) Determining the payback period of a project
13. Cost of capital refers to:
- (a) The expenses incurred in advertising and marketing
 - (b) The total assets owned by a company
 - (c) The rate of return required by investors for providing funds
 - (d) The salaries of the board of directors
14. What impact does a higher cost of capital generally have on investment decisions?
- (a) Encourages more aggressive and riskier investments
 - (b) Discourages investment in projects with lower returns
 - (c) Has no effect on investment decisions
 - (d) Increases the availability of funds for investment
15. Among the following, which is an example of a long-term capital asset?
- (a) A computer used for business purposes
 - (b) Inventory held for sale in a retail store
 - (c) Land and buildings used for business
 - (d) Office supplies for administrative use

16. What impact does a higher cost of capital generally have on investment decisions?
- (a) Encourages more aggressive and riskier investments
 - (b) Discourages investment in projects with lower returns
 - (c) Has no effect on investment decisions
 - (d) Increases the availability of funds for investment
17. Implicit costs associated with capital structure decisions can include:
- (a) Direct expenses like interest payments
 - (b) Lost opportunities from not using internal funds for investments
 - (c) Costs incurred in issuing new equity
 - (d) Accounting fees for auditing financial statements
18. What is the trade-off theory concerning capital structure decisions?
- (a) The theory that companies should only use equity financing to avoid debt
 - (b) The theory that companies seek to achieve the lowest possible cost of capital regardless of risk
 - (c) The theory that companies balance the benefits of debt financing with the costs and risks
 - (d) The theory that companies prioritize liquidity over solvency
19. Which factor is often a consideration in determining an optimal capital structure?
- (a) Short-term profitability
 - (b) Industry trends
 - (c) Market competition
 - (d) Tax implications
20. When a company has high solvency, it generally means that:
- (a) It has excessive short-term liabilities
 - (b) It struggles to generate profits
 - (c) It has sufficient assets to cover long-term obligations
 - (d) It relies heavily on short-term borrowing

21. How does a higher interest coverage ratio reflect a company's financial health?
- (a) It indicates potential bankruptcy due to excessive debt
 - (b) It suggests the company has more profitability
 - (c) It implies the company has low profitability and struggles to cover interest expenses
 - (d) It signals a lack of financial stability
22. If a company's interest coverage ratio decreases over time, what might be a possible implication?
- (a) The company's debt level is decreasing
 - (b) The company's profitability is improving
 - (c) The company might face challenges in meeting interest obligations
 - (d) The company is investing in high-return projects
23. Operating lease payments are typically treated as:
- (a) Capitalized expenses on the balance sheet
 - (b) Tax-deductible expenses
 - (c) Off-balance sheet items
 - (d) Recorded as long-term liabilities
24. One of the reasons companies opt for leasing rather than purchasing assets outright is:
- (a) Leasing always offers lower costs compared to buying
 - (b) Leasing allows companies to avoid recording the asset on their balance sheet
 - (c) Leasing agreements have no impact on a company's financial statements
 - (d) Leasing does not require any initial payment
25. What is a typical source of funding for venture capital firms?
- (a) Government grants
 - (b) Individual savings accounts
 - (c) Institutional investors and high-net-worth individuals
 - (d) Commercial banks

26. What role does a venture capitalist typically play beyond providing funding to startups?
- (a)Offering loans at favorable interest rates
 - (b)Providing mentorship and strategic guidance
 - (c)Managing day-to-day operations of the startup
 - (d)Acquiring ownership of the startup's intellectual property
27. An example of a multilateral financing institution is:
- (a)Goldman Sachs
 - (b)International Monetary Fund (IMF)
 - (c)Berkshire Hathaway
 - (d)JP Morgan Chase
28. International financing through Eurobonds involves:
- (a)Issuing bonds only in Europe
 - (b)Bonds denominated in a currency other than the country where they are issued
 - (c)Bonds available only for European companies
 - (d)Government-issued bonds exclusively
29. What is a primary advantage of MNCs using internal funding for their foreign subsidiaries?
- (a)Lower tax burdens
 - (b)Reduced exposure to currency fluctuations
 - (c)Easy access to foreign debt markets
 - (d)Greater control over subsidiary operations
30. MNCs often issue Eurobonds to:
- (a)Raise funds exclusively in European countries
 - (b)Mitigate risks associated with exchange rate fluctuations
 - (c)Avoid regulations imposed by the European Union
 - (d)Cater to domestic investors only

31. The primary goal of risk management in funds management is to:

- (a) Eliminate all financial risks entirely
- (b) Maximize short-term returns
- (c) Identify and mitigate potential financial losses
- (d) Pursue high-risk, high-reward investments

32. How does diversification play a role in funds management?

- (a) Concentrating all investments in one asset class for higher returns
- (b) Spreading investments across various assets to reduce risk
- (c) Focusing solely on high-risk, high-return options
- (d) Avoiding investment in the stock market

33. In fund management, what does the term "liquidity management" refer to?

- (a) Maximizing long-term investments
- (b) Ensuring assets can be easily converted into cash
- (c) Restricting access to funds for operational needs
- (d) Minimizing short-term debts

PART - B

(7 X 6 = 42)

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

34. (a) Explain the various sources of funds.

[OR]

(b) Explain the process of effective mobilization and allocation of funds.

35. (a) Discuss briefly about .

[OR]

(b) Illustrate the methods of profitable opportunity evaluation

36. (a) Discuss about the assessment of fixed assets using ARR.

[OR]

(b) Explain the treatment of inflation in capital budgeting

37. (a) Explain the variety of instruments for fund mobilization.

[OR]

(b) Explain the tax treatment and its relationship with financial institutions.

38. (a) Describe the significance of capital structure decisions.

[OR]

(b) Discuss the optimum capital structure.

39. (a) Explain the evaluation of cash flows of leasing.

[OR]

(b) Explain the origin and growth of venture capital in India.

40. (a) Discuss about international financing through debt instruments.

[OR]

(b) Explain the difference between domestic and international sources of financing.

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, MAY 2025
Second Year - Third Semester
COMMON FOR MBA (G/HRM)
LABOUR LEGISLATIONS – I
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. A person who has ultimate control over the affairs of the factory under Factories Act, 1948 is called as
 - (a) Occupier
 - (b) Manager
 - (c) Chairman
 - (d) Managing Director
2. The Factories Act, 1948 requires the appointment of the 'Safety Officer' in factories employing at least
 - (a) 250 workers
 - (b) 500 workers
 - (c) 1000 workers
 - (d) None of the above
3. What is the penalty payable by parents/guardian for permitting double employment of a child?
 - (a) Rs. 2,500
 - (b) Rs. 5000
 - (c) Rs. 500
 - (d) Rs. 1,000
4. To close down a factory, the occupier has to give days notice to the authorities.
 - (a) 30 Days
 - (b) 60 Days
 - (c) 90 Days
 - (d) 14 Days
5. The name of which of the following legislations has been recently changed?
 - (a) Workmen's Compensation Act
 - (b) Employees' State Insurance Act
 - (c) Maternity Benefit Act
 - (d) Payment of Gratuity Act

6. If there is willful removal or disregard by the workman of any safety guard or other device which he knew to have been provided for the purpose of securing safety of workman,
- | | |
|---|--|
| (a)Employer is liable to pay compensation | (b)Employer is not liable to pay compensation |
| (c)Appropriate government is liable to pay compensation | (d)The Trade Union is liable to pay compensation |
7. Section 16 of the Employees Compensation Act 1923 provides ?
- | | |
|--|--------------------------|
| (a>Returns as to compensation | (b)Appearance of parties |
| (c)Effect of failure to register agreement | (d)Recovery |
8. No contribution is required for getting benefit under which of the following legislations?
- | | |
|--------------------------|---------------------------------|
| (a)Maternity Benefit Act | (b)Employees' Compensation Act |
| (c)Both under (a) & (b) | (d)Employee State Insurance Act |
9. The dispute of individual workman is deemed to be industrial dispute if the dispute or difference is connected with or arising out of the following where no other workman nor any union of workman is a party to the dispute.
- | | |
|--|--|
| (a)Grievance of an individual workman. | (b)Discharge of an individual workman. |
| (c)Dismissal of an individual workman. | (d)Discharge, dismissal, retrenchment or otherwise termination of services of an individual workman. |
10. . Which of the following is a machinery for the settlement of Industrial Disputes in India?
- | | |
|----------------------------------|------------------------------|
| (a)National Commission on Labour | (b)Wage Board |
| (c)Industrial Tribunal | (d)Standing Labour Committee |

- i. Industrial Tribunal
- ii. National Tribunal
- iii. Conciliation
- iv. Labour Court

12. The special provisions relating to Lay-off, retrenchment and closure as given under the Industrial Disputes Act, 1947 apply to those establishments where at least

13. Unfair labour practices are codified in the Industrial disputes Act in section _____ and _____.

14. Under which Schedule of the Industrial Disputes Act, 1947 Public Utility Services have been listed out?

15. Under the Shops and Establishments act, 1947 - No young person shall be required to work in any establishment before _____ and after 7 p.m.

16. Under the Shops and Establishments act, 1947, the wages of every person employed shall be paid before the expiry of the _____ after the last day of the wage period in respect of which the wages are payable.
- (a)Second day (b)Fourth day
(c)Fifth day (d)Seventh day
17. Minimum wage limit for Physically Disabled Persons for availing ESIC Benefits is
- (a)Rs.15000/- (b)Rs.25000/-
(c)Rs.20000/- (d)Rs.50000/-
18. Which chapter of the ESI act deals with contributions?
- (a)Chapter IV (b)Chapter V
(c)Chapter VI (d)Chapter VIII
19. Whoever, for the purpose of causing any increase in payment or benefit under this Act, or for the purpose of avoiding any payment to be made by himself under this Act or enabling any other person to avoid any such payment, knowingly makes or causes to be made any false statement or false representation, shall be punishable with imprisonment for a term which may extend to _____.
- (a)Three months (b)Five months
(c)Six months (d)Ten months
20. If central government finds any insured person misusing the benefits provided under the act, it has the power to disentitle the person under which section of the ESI act?
- (a)Section 89 (b)Section 90
(c)Section 91A (d)Section 91B

21. Employees' Provident Funds Appellate Tribunal was constituted under Section the this act
- (a)7D (b)6A
(c)7C (d)6D
22. The chairman and members of Central Board constituted under Employees Provident Fund are appointed by
- (a)Central Government (b)State Government
(c)Supreme Court (d)None of the above
23. Mode of recovery of moneys due from employers, is provided in section ____ of the Employees Provident Fund & Miscellaneous Provisions Act 1952
- (a)Section 5 (b)Section 2
(c)Section 8 (d)Section 3
24. Under Section 13 of the Employees Provident Funds and Miscellaneous Provisions Act, 1952 the Inspector is appointed by the _____ for the purpose of the Act and the Scheme.
- (a)State Government (b)appropriate Government
(c)Supreme court (d)ESIC
25. Under this act, "Insurance Fund" means
- (a)Medical Insurance Fund (b)Employees' Group Accident Insurance
(c)Unit Linked Insurance Plan (d)Deposit Linked Insurance Scheme

26. Under this act, how many members are appointed by the Central Government in Central Board representing employees in the establishments to which the Scheme applies,
- (a)15 (b)10
(c)12 (d)20
27. Under the Contract Labour (Regulation and Abolition) Act, 1970, the Chairman of the State Advisory Contract Labour Board is appointed by:
- (a)The Governor of the State. (b)The State Government
(c)The Employers of the establishments by a secret ballot. (d)The Labour Commissioner of the State.
28. Contract Labour (Regulation and Abolition) Act, 1970 applies to every establishment/ contractor in which _____ workmen are employed or were employed on any day of the preceding twelve months as contract labour.
- (a)Ten or more (b)Fifteen
(c)Twenty or more (d)Twenty-five or more
29. Section 2 (K) of the Factories Act 1948 Says about
- (a)Manufacturing Process (b)Factory
(c)Worker (d)None of these
30. Under which of the following legislations there is a provision called ‘protected workmen’?
- (a)Trade Unions Act, 1926 (b)Industrial Employment (Standing Orders) Act, 1946
(c)Factories Act, 1948 (d)Industrial Disputes Act, 1947

31. The Industrial Disputes Act, 1947 empowers the appropriate government to require an employer having _____ workmen to constitute a works committee.
- (a) 50 or more (b) 100 or more
(c) 200 or more (d) minimum 500
32. The final stage in the settlement of industrial disputes is _____
- (a) Compulsory arbitration (b) Conciliation
(c) Works committee (d) Strike
33. Section 47 of ESI Act provides the following with regard to,
- (a) Sickness benefit (b) Funeral benefit
(c) Maternity benefit (d) Disablement benefit

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the health provisions of factory workers.
- [OR]
- (b) Describe the role and responsibilities of safety officer under Factories Act, 1948.
35. (a) Explain the method of calculating compensation to workers.
- [OR]
- (b) Write a note on distribution of compensation.
36. (a) Write in brief about the powers of conciliation authorities for settlement of industrial disputes.
- [OR]
- (b) Discuss the different types of strikes.
37. (a) Explain about Unfair labour practices on part of the employers and trade unions of employees.
- [OR]
- (b) Describe the powers of authority under Shops and establishments act.
38. (a) Write a note on employee state insurance corporation.
- [OR]
- (b) Discuss the offences and penalties.
39. (a) Describe about the contributions on the Employees Provident funds Scheme.
- [OR]
- (b) Explain how to determine and recover money due from employer.
40. (a) Explain the provisions relating to transfer of accounts and liability in case of transfer.
- [OR]
- (b) State the reasons for employing contract labours. What are the problems faced by them?

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, MAY 2025
Second Year - Third Semester
(COMMON FOR M.B.A. (GENERAL)/FM)
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. What is the primary goal of Investing?

(a) To save money

(b) To earn return

(c) To reduce risk

(d) To achieve financial security

2. Which of the following is a personal Investment?

(a) Stocks

(b) Bonds

(c) Mutual funds

(d) Life Insurance

3. Speculator is a person _____ .

(a) Who evaluates the performance of the company

(b) Who use his funds only

(c) Who considers hearsays and market behaviours

(d) None

4. What is the risk return trade off?

(a) Higher return comes with higher risk

(b) Lower return come with higher risk

(c) Higher returns come with lower risk

(d) Lower return comes with lower risk

5. Which of the following is a fixed Income bearing security?

(a) Debentures

(b) Bonds

(c) Fixed Deposits

(d) All of the above

6. The call option price is higher when _____
- (a)The option period is longer and the striking price is lower
(b)The option period is longer
(c)The striking price is higher than the stock price
(d)The striking price is lower than the stock price
7. Which aspects of Investment analysis involve evaluating the potential return on investment?
- (a)Risk analysis
(b)Return analysis
(c)Cost benefit analysis
(d)Portfolio analysis
8. The statistical tool used to measure a company's risk is
- (a)Mean
(b)Mode
(c)Variable
(d)Mode
9. Which of the following risk emerges from the debt component of the capital structure?
- (a)Financial risk
(b)Business risk
(c)Purchasing power risk
(d)Market risk
10. What is the goal of valuation analysis?
- (a)To determine the market price of a security
(b)To determine a intrinsic value of a security
(c)To determine the book value of a security
(d)To determine the liquidation value of a security

11. Fundamental analysis search for stocks currently trading at prices higher or lower than their _____ value.

(a)Real

(b)Reel

(c)Reaction

(d)Revaluation

12. The fundamental analysis approach has been associated with _____.

(a)Uncertainties

(b)Certainties

(c)Ratios

(d)Balance sheet

13. Technical analysis is useful to indicate the direction of _____.

(a)Stock market

(b)Overall market

(c)Economic activity

(d)Primary market

14. In Dow Theory, secondary movements are those which last only for a short while or also known as _____.

(a)Corrections

(b)Random Wiggles

(c)Narrow movements

(d)Fluctuations

15. What is the purpose of moving averages?

(a)To predict stock prices

(b)To identify trends

(c)To measure market sentiment

(d)To evaluate company performance

16. A _____ pattern is a distinct formation on a stock chart that creates a trading signal or a sign of future price movements.
- (a) Technical (b) Chart
(c) Price chart (d) Moving Averages
17. Markowitz model was developed in the year _____. .
- (a) 1954 (b) 1956
(c) 1952 (d) 1962
18. What does a risk return indifference curve represent?
- (a) An investor's preference for risk and returns (b) The optimal portfolio for an investor
(c) The trade-off between risk and returns (d) The diversification of a portfolio
19. What is the goal of portfolio choice?
- (a) To maximize returns (b) To minimize risk
(c) To optimize returns for a given level of risk (d) None of these
20. Who developed the single factor model?
- (a) William Sharpe (b) Harry Markowitz
(c) John Lintner (d) Jan Tanbergen

21. CAPM stands for _____

- (a) Capital assessment pricing model
- (c) Capital asset pricing method

- (b) Capital asset pricing model
- (d) None of these

22. The stock above the security market line is

- (a) Of high risk
- (c) Over priced

- (b) Appropriately priced
- (d) Under priced

23. Which of the following evidences the semi strong efficient market theory forms?

- (a) Weekend effect
- (c) Effect of the stock split

- (b) Low P/E ratio effect
- (d) The size effect

24. Who popularized the Random Walk theory?

- (a) Eugene Fama
- (c) Burton Malkiel

- (b) Louis Bachelier
- (d) William Sharpe

25. What does the Sharpe Ratio measure?

- (a) The return per unit of market risk
- (c) The return per unit of unsystematic risk

- (b) The return per unit of total risk
- (d) The return per unit of alpha

26. Which type of risk does Jensen's alpha account for?

- (a) Systematic risk only
- (c) (A) and (B)

- (b) Unsystematic risk only
- (d) No risk

27. What is the benefit of conducting a regular portfolio audit?

- (a) It guarantees higher returns
- (c) It reduces transaction cost

- (b) It ensures the portfolio remains aligned with investment goals and risk tolerance
- (d) It eliminates market risk

28. What role does diversification play in portfolio revision?

- (a) It eliminates all risk
- (c) It focus on a single asset class

- (b) It helps in spreading risk across various assets
- (d) It guarantees return

29. The Sensex has _____ stocks.

- (a) 25
- (c) 35

- (b) 30
- (d) 50

30. _____ was the grant father of technical analysis.

- (a) Harry Markowitz
- (c) Charles Dow

- (b) William Sharpe
- (d) Benjamin graham

31. The investor invest in assets known as

- | | |
|---------------|--------------------|
| (a)Securities | (b)Block of assets |
| (c)Portfolio | (d)Analysis |

32. Elliot wave explains long-term pattern price behaviour of share prices in the major patterns in _____.

- | | |
|--------------------------|---------------------------|
| (a)Five successive waves | (b)Three successive waves |
| (c)Two successive waves | (d)Four successive waves |

33. The key to effective portfolio management is the _____ mix of assets.

- | | |
|------------------|-----------------|
| (a)Long - term | (b)Short - term |
| (c)Medium - term | (d)All of these |

PART - B

(7 X 6 = 42)

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

34. (a) Explain the concept of Investment.

[OR]

(b) Distinguish between investment and speculation.

35. (a) Explain the factors determining the value of options.

[OR]

(b) How do statistical methods help in measuring return on investment?

36. (a) Describe the various methods of measuring risk.

[OR]

(b) Explain about economic analysis in detail.

37. (a) Describe the importance of industry analysis.

[OR]

(b) Explain the various types of Charts.

38. (a) Elaborate how the efficient frontier works.

[OR]

(b) Describe about Sharpe's single index portfolio selection method.

39. (a) Explain the capital asset pricing model and its significance in detail.

[OR]

(b) Discuss the Efficient Market hypothesis in detail.

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

[OR]

(b) What is the need for portfolio revision? Explain

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A. (G)/ (HRM) DEGREE EXAMINATION, MAY 2025
Second Year - Third Semester
COMMON FOR MBA (G)/ (HRM)
TRAINING AND DEVELOPMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. What are the objectives of the Training and Development?

(a)Increases Efficiency

(b)Increases morale

(c)Increases organizational viability

(d)All the above

2. Need assessment phase is in the process of designing ____ system?

(a)HBD

(b)HRD

(c)HRM

(d)All the above

3. There are _____ levels of training

(a)Five

(b)Two

(c)Four

(d)Three

4. Horizontal development helps the employees to perform tasks using

(a)Expertise competencies

(b)Technical competencies

(c)Both (a) & (b)

(d)None of the above

5. Understanding which types of organizational structure exist, both within and outside the company's industry is one of the aspects of

(a)Company structure training

(b)Industrial structure training

(c)organizational structure training

(d)None of the above

6. Which of the following is a method used in group or organisational training needs assessment?
- (a)Consideration of current and projected changes (b)Rating scales
(c)Interviews (d)Questionnaires.
7. What is the primary purpose of organizational analysis?
- (a)To develop marketing strategies (b)To assess and improve the efficiency and effectiveness of an organization
(c)To monitor employee attendance (d)To calculate financial returns
8. What does the term "competency assessment" refer to in individual analysis?
- (a)Evaluating financial performance (b)Assessing technical skills
(c)Measuring emotional intelligence (d)Analyzing market trends
9. What is the primary role of a training manager in an organization?
- (a)Human Resources administration (b)Employee performance evaluation
(c)Facilitating and overseeing employee training programs (d)Office equipment maintenance
10. What is a common challenge faced in training managers for leadership roles?
- (a)Lack of technological skills (b)Difficulty in time management
(c)Overemphasis on communication skills (d)Excessive focus on individual tasks

11. Which of the following is a key component of effective communication in the workplace?
- (a)Withholding information for strategic advantage (b)Ambiguous language to encourage creative interpretation
(c)Active listening and clear expression of ideas (d)Excessive use of jargon to demonstrate expertise
12. What is the primary goal of organizational climate in the context of training and development?
- (a)Boosting employee morale (b)Enhancing collaboration among teams
(c)Creating a supportive environment for learning and development (d)None of the above
13. Which soft skill is crucial for effective communication in the workplace?
- (a)Technical expertise (b)Time management
(c)Active listening (d)Project management
14. Which on-the-job training method is characterized by a mentor providing guidance and support to a less experienced employee?
- (a)Simulation (b)Coaching
(c)Lecture (d)E-learning
15. What is the primary goal of Executive Development Programs (EDPs)?
- (a)Enhancing technical skills (b)Developing leadership and managerial capabilities
(c)Improving employee morale (d)Increasing profit margins

16. Which of the following methods is commonly used in Executive Development Programs for assessing and enhancing leadership skills?
- (a)SWOT analysis (b)Six Sigma methodology
(c)360-degree feedback (d)Cost-benefit analysis
17. What is the purpose of a post-training survey in evaluating the effectiveness of training programs?
- (a)To select participants for advanced training (b)To measure the immediate reaction of participants to the training
(c)To assess long-term retention of training content (d)To evaluate the cost-effectiveness of the training
18. What is the primary goal of sustainable development programs?
- (a)Economic growth at any cost (b)Social and environmental well-being
(c)Political dominance (d)Technological advancement
19. Which training evaluation method focuses on observing employees applying newly acquired skills on the job?
- (a)Reaction evaluation (b)Pre-training assessment
(c)On-the-job evaluation (d)Formative evaluation
20. What type of evaluation assesses the immediate reaction and satisfaction of participants with the training program?
- (a)Formative Evaluation (b)Summative Evaluation
(c)Reaction Evaluation (d)Impact Evaluation

21. Which of the following is a key component in conducting a cost-benefit analysis (CBA)?
- (a)Net Present Value (NPV) (b)Return on Investment (ROI)
(c)Gross Profit Margin (d)Accounts Receivable
22. ROI is calculated using _____
- (a)Net Profit / Total Assets (b)Revenue / Expenses
(c)Gross Profit Margin (d)(Current Value - Initial Investment) / Initial Investment
23. Which of the following is a key consideration in assessing the effectiveness of training and development programs?
- (a)The length of the training sessions (b)The number of participants enrolled
(c)The impact on employee performance and skills (d)The availability of training materials
24. In the latest scenarios of training assessment, what is the significance of incorporating gamification elements?
- (a)Gamification is a distraction and should be avoided (b)Gamification helps in creating a competitive learning environment
(c)Gamification is only suitable for children's education (d)Gamification has no impact on learning outcomes
25. What is the primary regulatory body in India responsible for overseeing and promoting training and development initiatives?
- (a)Human Resource Development Ministry (b)National Skill Development Corporation
(c)Training and Development Authority of India (d)All of the above

26. What is the primary purpose of budget estimate allocation in financial planning?
- (a) To track actual expenses
 - (b) To predict future income
 - (c) To create financial reports
 - (d) To allocate resources efficiently
27. In the context of public sector development programs, what does the term "capacity building" refer to?
- (a) Increasing the organization's financial reserves
 - (b) Developing the skills and capabilities of personnel
 - (c) Reducing the size of the organization to cut costs
 - (d) Outsourcing key functions to private entities
28. What is the primary purpose of a Cost-Benefit Analysis (CBA)?
- (a) To evaluate the financial performance of a company
 - (b) To compare the costs and benefits of a project or decision
 - (c) To assess the market share of a product
 - (d) To determine the organizational structure of a company
29. In a Cost-Benefit Analysis, what does a positive net present value indicate?
- (a) The project has no financial value
 - (b) The benefits exceed the costs
 - (c) The costs exceed the benefits
 - (d) The project is not feasible
30. Understanding the cultural background of participants is important in a cross-cultural setting because _____
- (a) It enhances team-building skills.
 - (b) It fosters effective communication and collaboration.
 - (c) It increases competition among team members.
 - (d) It has no impact on overall performance.

31. At which level of Kirkpatrick's model does the evaluation focus on the extent to which participants apply what they learned during the training?
- (a)Level 1 - Reaction
(c)Level 3 - Behavior
- (b)Level 2 - Learning
(d)Level 4 – Results
32. IRR stand for _____ in financial analysis?
- (a)Internal Revenue Rate
(c)Interest Rate Ratio
- (b)Internal Rate of Return
(d)Investment Return Rate
33. In which country was the Goods and Services Tax (GST) first introduced?
- (a)United States
(c)Australia
- (b)India
(d)Canada

PART - B

(7 X 6 = 42)

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

34. (a) Explain six human resource development (HRD) strategies that organizations can implement to enhance employee growth and organizational performance.
- [OR]
- (b) Explain the different levels of training within an organizational context.
35. (a) Discuss the significance of conducting a thorough needs assessment for training organizations and the overall effectiveness of training programs.
- [OR]
- (b) In the context of both manufacturing and service organizations, discuss the importance of effective training programs for employees.
36. (a) Elaborate the factors that organizations should consider when selecting between internal and external trainers for employee development programs
- [OR]
- (b) Examine the role of organizational climate in shaping the effectiveness of training and development programs within a company
37. (a) Elaborate and discuss about the methods of training that organizations commonly employ to enhance employee skills and performance.
- [OR]
- (b) Examine the critical factors that organizations need to consider when designing and implementing executive development programs and highlight the potential challenges.
38. (a) Outline and explain three methods used for evaluating the effectiveness of training programs. Each method should be discussed in terms of its advantages and limitations.
- [OR]
- (b) Explain the types of evaluation commonly used to assess training programs.

39. (a) Explain the significance of Return on Investment (ROI) in the context of business decision-making. Additionally, discuss the key considerations involved in conducting a Cost-Benefit Analysis (CBA).

[OR]

- (b) Discuss the contemporary methods and challenges associated with assessing training and development programs in organizations.

40. (a) Explain about the key challenges faced by organizations in implementing effective training and development programs in India.

[OR]

- (b) Explain the four levels of the Kirkpatrick Model for evaluating training programs and discuss the challenges organizations might face in implementing this model effectively.

N-1839

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A. (GENERAL/FM) DEGREE EXAMINATION, MAY 2025
Second Year - Third Semester
COMMON FOR MBA (GENERAL/FM)
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 the following is a primary function of Indian financial system?
 - (a) To facilitate Economic growth and development
 - (b) To provide loans to only large businesses
 - (c) To invest only in government securities
 - (d) To ignore rural areas and focus on urban areas
2. What is the disadvantage of investing in derivatives?
 - (a) High returns
 - (b) Low risk
 - (c) High liquidity
 - (d) High complexity and risk of losses
3. What is the main function of merchant banks?
 - (a) To provide loans to individuals
 - (b) To provide financial advice and fundraising to large corporations
 - (c) To provide basic banking services
 - (d) To provide insurance services
4. What is the benefit of private placement of capital issues?
 - (a) Access to a wide range of investors
 - (b) Less regulatory compliance
 - (c) Lower cost
 - (d) All of the above
5. What is the purpose of SEBI's inspections of intermediaries?
 - (a) To deduct and prevent fraud
 - (b) To ensure compliance with regulations
 - (c) To monitor business operations
 - (d) All of the above

6. According to SEBI, What is the maximum number of lead managers allowed in a public issue?
- (a)2 (b)5
(c)10 (d)No limit
7. Why do the investors need mutual funds?
- (a)To invest in a single stock (b)To diversify their portfolio
(c)To get a guaranteed return (d)To invest in a specific sector
8. Which type of mutual fund is suitable for long term wealth creation?
- (a)Debt fund (b)Equity fund
(c)Hybrid fund (d)Liquid fund
9. Who appoints the asset management company in a mutual fund?
- (a)The Trustee (b)The Investors
(c)SEBI (d)The Ministry of Finance
10. In which year the first private sector mutual fund registered in India?
- (a)1992 (b)1993
(c)1996 (d)2003

11. What is the main objective of CRISL?

- | | |
|---|---|
| (a)To rate the quality of bonds, deposits, debentures, etc. | (b)To rate the quality of equities, deposits etc. |
| (c)To rate the quality of derivatives, bonds etc. | (d)To rate the quality of mutual funds, deposits etc. |

12. The headquarters of CARE is in _____

- | | |
|-----------|--------------|
| (a)Mumbai | (b)New Delhi |
| (c)Noida | (d)Gurugram |

13. What factors contributes to the reliability of credit ratings?

- | | |
|---|--|
| (a)Rating shopping by issuers | (b)Inadequate surveillance of rated entities |
| (c)Regular review and update of ratings | (d)Lack of accountability for rating errors |

14. What is a key consideration in deposit rating procedures?

- | | |
|-------------------------------|--------------------------|
| (a)A banks capital adequacy | (b)A banks asset quality |
| (c)A banks liquidity position | (d)All of the above |

15. What does a credit rating of CCC indicate?

- | | |
|-------------------------|---------------------|
| (a)Very low credit risk | (b)Low credit risk |
| (c)Medium credit risk | (d)High credit risk |

16. Which of the following is a function of a credit rating agency?
- (a) To provide investment advice
 - (b) To guarantee debt repayment
 - (c) To assess credit worthiness
 - (d) To buy and sell securities
17. What were the primary objectives of setting up UTI?
- (a) To provide life insurance to citizens
 - (b) To manage the funds of the central government
 - (c) To mobilize savings from individual investors
 - (d) To provide loan to industries
18. Why is PMS suitable for high net worth individuals?
- (a) Because of lower minimum investment requirements
 - (b) Because of higher minimum investment requirements
 - (c) Because of lower management fee
 - (d) Because of higher returns
19. Why are NBFC's needed in the financial system?
- (a) To provide banking services
 - (b) To provide financial assistance to individual and business
 - (c) To fill the gap in financial services not met by banks
 - (d) To invest in stocks and bonds
20. What is the benefit of NBFC's to investors?
- (a) Easy access to financial services
 - (b) Higher returns on investment
 - (c) Lower interest rates on loans
 - (d) All of the above

21. IFCI was established in _____

(a)1946

(b)1947

(c)1948

(d)1949

22. Which development financial Institution integrated with a bank?

(a)IFCI Limited

(b)ICICI Limited

(c)NHB

(d)IIFCL

23. How does RBI play a dominant role in the gilt edged market?

(a)Through its open market operations

(b)Through its closed market operations

(c)Through its limited market operations

(d)Through its no market operations

24. What is the role of RBI in debt management?

(a)Statutory

(b)Non statutory

(c)Advisory

(d)Minor

25. What is the primary function of a stock exchange?

(a)To facilitate trading in securities

(b)To regulate companies

(c)To provide financial advice

(d)To manage investments

26. OTCEI established in the year?

- | | |
|---------|---------|
| (a)1990 | (b)1992 |
| (c)1995 | (d)1998 |

27. What is the full form of SEBI?

- | | |
|--|------------------------------------|
| (a)Securities and exchange board of India | (b)Stock Exchange Board of India |
| (c)Securities and Exchange Bureau of India | (d)Stock Exchanges Bureau of India |

28. How does SEBI ensure transparency in stock exchanges?

- | | |
|--|--|
| (a)Through a public trading floor | (b)Through an electronic disclosure system |
| (c)Through a telephone based disclosure system | (d)Through a fax based disclosure system |

29. What is the role of investor associations in preventing frauds?

- | | |
|-------------------------------------|--------------------------------------|
| (a)To regulates companies | (b)To monitor company performance |
| (c)To prevent fraudulent activities | (d)To facilitate trade in securities |

30. What is the name of the index that represents the NSE?

- | | |
|------------|------------|
| (a)Sensex | (b)Nifty |
| (c)NSE 100 | (d)NSE 500 |

31. What is the term for the process of buying and selling securities?

- (a) Investing
- (b) Trading
- (c) Speculating
- (d) Hedging

32. What is the backbone of India's financial service industry?

- (a) Stock Market
- (b) Banking
- (c) Wealth Management
- (d) Mutual funds

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

- (a) To control volume of money supply
- (b) To stabilize the external value of the Indian currency
- (c) To act as a banker to the government
- (d) To regulate the banks in the country

PART - B

(7 X 6 = 42)

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

34. (a) Explain the role of financial system in the economic development of a country.

[OR]

(b) Discuss the various functions of Merchant banker.

35. (a) Describe the guidelines for merchant bankers issue by SEBI.

[OR]

(b) What are the merits of mutual funds?

36. (a) Trace the growth of mutual funds in India.

[OR]

(b) Explain the services rendered by CRISIL.

37. (a) State the criteria for deciding credit rating of Bond.

[OR]

(b) Briefly explain the importance of international credit rating institutions.

38. (a) Discuss the role of UTI as a financial intermediary.

[OR]

(b) Elucidate the various services offered by NBFC to investors.

39. (a) Explain the role of IDBI in industrial development.

[OR]

(b) What are the regulatory measures taken by RBI to facilitate financial markets?

40. (a) Write a note on (i) BSE (ii) NSE

[OR]

(b) Describe the role of SEBI in monitoring security markets.

N-1841

ONLINE PROGRAMME EXAMINATIONS
M.B.A.DEGREE EXAMINATION, MAY 2025
Second Year - Fourth Semester
(COMMON FOR M.B.A. (G/HRM))
COMPENSATION MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Wages are paid to the _____

(a)Employee

(b)Labor

(c)Manager

(d)Customer

2. Compensation is reward to the employee for their _____

(a)Contribution

(b)Performance

(c)work

(d)Smartness

3. _____ may be calculated as a fixed amount for each task completed or on an hourly or daily rate basis for their services.

(a)Bonus

(b)Incentive

(c)Cash

(d)Payment

4. Wage _____ is the hierarchy within a company that sets the amount for each level of employment and the benefits due to each level.

(a)System

(b)Level

(c)Structure

(d)Basic

5. Wage agreement is done for union for period of _____.

(a)1 Year

(b)5 Years

(c)2-3 Years

(d)6 months

6. The minimum wage can be fixed by_____.
- (a)Hour (b)Day
(c)Month (d)All of these
7. _____ wage is that level of wage that not just maintains a level of employment, but seeks to increase it.
- (a)Unfair (b)Normal
(c)Fair (d)Lower
8. _____ is a society or association formed by people with a common interest or purpose.
- (a)Union (b)Management
(c)Share Holders (d)Partners
9. Which one is not the Internal Contingent factor in Compensation plan
- (a)Organization Strategy (b)Trade Union
(c)Nature of Jobs (d)Nature of personnel
10. A payment _____ is typically conducted to gauge the organization's compensation levels with respect to the external environment.
- (a)System (b)Salary
(c)Survey (d)Wage

11. The main purpose of the survey is to determine the average_____ paid to employees in one or more jobs.

(a)Compensation

(b)Leave

(c)Benefit

(d)Bonus

12. _____ is called “payments by results”.

(a)Allowances

(b)Claims

(c)Fringe Benefits

(d)Incentives

13. The term _____ means a payment or concession given to the employees to stimulate them to increase their efficiency and productivity.

(a)Bonus

(b)Incentive

(c)Salary

(d)Allowances

14. The organization provides funds/bonuses bases on a percentage of the amount of profit before tax is called _____

(a)Payment

(b)Profit Sharing

(c)Allowances

(d)Conveyance

15. _____ is not types of Fringe Benefits.

(a)Bonus

(b)Free Lunch

(c)Picnics

(d)Birthday treats

16. _____ can be a useful tool to attract and retain the key top talented executive
- (a) Bonus (b) Perks
(c) Salary (d) Increment
17. Job evaluation is a _____ process
- (a) One Time (b) Yearly
(c) Monthly (d) Continuous
18. _____ gives an opportunity to an employee to showcase his talent to the fullest and make his reach to other department also.
- (a) Job rotation (b) Vestibule training
(c) Coaching (d) Mentoring
19. _____ compares the whole jobs with one another and hierarchically arranges them according to their size and value to the organization.
- (a) Job classification (b) Job Rotation
(c) Job ranking (d) Job evaluation
20. A performance-linked incentive (PLI) is a form of payment which benefits to _____
- (a) Employer (b) Employee
(c) Shareholder (d) Investors

21. Job _____ is the basis for fair and equitable compensation in relation to the value of the work that an individual does.
- (a)Evaluation (b)Rotation
(c)Enrichment (d)Ranking
22. Wage _____ is the listing of wage rates and fringe benefit rates for each classification of labourers and mechanics.
- (a)Determination (b)System
(c)Discrimination (d)Differentiation
23. Wages are expressed in terms of money paid to the worker are called _____.
- (a)Paid Wages (b)Nominal Wages
(c)Nominal Wages (d)Normal Wages
24. _____ compensation systems provides financial compensation that focuses on individual, team or group performance.
- (a)Wage (b)Yearly
(c)Performance (d)Promotional
25. Direct pay or compensation is an employee's _____ salary.
- (a)Base (b)Varied
(c)Gross (d)HRA

26. The Act seeks to provide protection to workers in employment where they are open to exploitation by unscrupulous employers_____
- (a)The Minimum Wages Act, 1948
(c)The Payment of Bonus Act, 1965
- (b)The Equal Remuneration Act, 1976
(d)The Payment of Wages Act, 1936
27. Minimum wages act enacted in the year _____.
- (a)1947
(c)1948
- (b)1951
(d)1991
28. _____ is a employee who temporarily resides outside their country of citizenship and assigned to work in another country.
- (a)Expatriate
(c)Citizen
- (b)Indigenous
(d)None of these
29. _____ is neither a citizen of the organization's country of origin nor a citizen of the country where the organization's foreign facility is located.
- (a)Local country nationals
(c)Third country nationals
- (b)Expatriate
(d)None of these
30. _____ is a plan where wages, according to time basis, are guaranteed and the slow worker is not made to suffer.
- (a)Halsey plan
(c)Rowan plan
- (b)Taylors Plan
(d)Emerson System

31. In _____ the worker receives the bonus only if he attains the required standard of efficiency.

(a)Halsey plan

(b)Taylors Plan

(c)Rowan plan

(d)The Gantt system

32. _____ rewards are rewards that are associated with the job itself.

(a)Extrinsic

(b)Intrinsic

(c)Cash

(d)None of these

33. Which components of salary are considered for Provident Fund contribution _____

(a)Basic and DA

(b)Gross salary

(c)Net salary

(d)basic salary

PART - B

(7 X 6 = 42)

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

34. (a) What are the steps involved in the wage determination process? Explain

[OR]

(b) State the salient features of any two wage theory

35. (a) Describe the essentials of wage and salary administration.

[OR]

(b) What is trade union and what are its main characteristics?

36. (a) Explain the factors that influence compensation decisions.

[OR]

(b) Explain the meaning of fringe benefits. Enlist their feature.

37. (a) Discuss the various factors that determine the extent of wage differentials.

[OR]

(b) Explain the importance of job evaluation methods .

38. (a) Discuss the different methods of measuring employee performance.

[OR]

(b) Explain the importance of collective bargaining in wage determination.

39. (a) Discuss the most important Key Performance Indicators to track as a small business owner.

[OR]

(b) Evaluate the limitation of the Payment of Wages Act.

40. (a) Discuss the basic approaches for designing expatriate compensation.

[OR]

(b) Discuss the various types of wage incentive plans

N-1843

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, MAY 2025
Second Year - Fourth Semester
(COMMON FOR M.B.A. (GENERAL / HRM))
LABOUR LEGISLATIONS - II
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. One of the objective of the bonus act is to regulate the amount of bonus to be paid to the _____.
(a) Workers (b) Management
(c) Share Holders (d) Employer
2. Payment of Bonus Act, 1965 shall apply to every factory; and every other establishment in which _____ are employed on any day during an accounting year:
(a) 25 or more persons (b) 20 or more persons
(c) 30 or more persons (d) 50 or more persons
3. _____ bonus refers to a bonus which is being paid by way of tradition or custom at a uniform rate over a number of years and which has no link with profit.
(a) Employee (b) Customary
(c) Probationer (d) Apprentice
4. _____ of the Act mentions the reasons which can cause the employees to be disqualified from being eligible for the bonus.
(a) Section 12 (b) Section 3
(c) Section 9 (d) Section 21
5. _____ refers to the bonuses which payable in case a policy matures or death occurs in between the two successive bonus declaration dates
(a) Interim (b) Employee
(c) Probationer (d) Apprentice

6. Provisions Related to Adjustment of Customary or Interim Bonus Linked with _____
- (a) Sales (b) Working Hours
(c) Production (d) Profit
7. _____ is not eligible for bonus, under payment of Bonus Act, 1965
- (a) Probationer (b) Daily wage workers
(c) Employee (d) Apprentice
8. _____ refers to an independent person or body officially appointed to settle a dispute
- (a) Arbitrator (b) Judge
(c) Lawyer (d) Employer
9. _____ of the Payment of Bonus Act deals with the presumptions about accuracy of balance sheet and profit and loss account.
- (a) Section 12 (b) Section 18
(c) Section 23 (d) Section 9
10. The Payment of Gratuity Act was introduced in the year
- (a) 1961 (b) 1923
(c) 1976 (d) 1972

11. Gratuity is a kind of reward or ----- benefit which an employer pays out of his gratitude to an employee for his long and faithful service at the time of his termination of service
- (a)Employment (b)Retirement
(c)Bonus (d)Earn
12. The Payment of Wages Act, 1936 applies to every worker, who is in receipt of wages up to _____ per month.
- (a)7,500 (b)9,000
(c)6,500 (d)10,000
13. _____ means a sum of money added to a person's wages as a reward for good performance.
- (a)Bonus (b)Wages
(c)Remuneration (d)Dividend
14. Any payment made by an employee to the employer or his agent shall be deemed to be a _____ from his wages
- (a)Deduction (b)Penalty
(c)Bonus (d)Wages
15. According to the Payment of Wages Act, 1936, an employer can deduct ----- from the wages of an employee under Section 8
- (a)Dividend (b)Salary
(c)Bonus (d)Fine

16. Under Section 15 empowers, the_____ to appoint an authorities and adjudication of claims under the payment of wages act
- (a)Management (b)State Governments
(c)Central Government (d)Trade Union
17. _____ refers to the act of judging a case, competition, or argument, or of making a formal decision about something.
- (a)Adjudication (b)Neutral
(c)Decision (d)Bona Fide
18. _____ employment specified in the Schedule or any process or branch of work forming part of such employment
- (a)Arranged (b)Expected
(c)Intended (d)Schedule
19. _____ of the Act provides the procedure for fixing and revising minimum wage.
- (a)Section 3 (b)Section 5
(c)Section 4 (d)Section 9
20. The term “Basic Wages” is defined in which section of the Provident Fund Act?
- (a)section 2(g) (b)section 2(d)
(c)section 2(b) (d)none of these

21. _____ of the Minimum Wages Act deals with the maintenance of records and display of notices.
- (a)Section 3
(c)Section 18
- (b)Section 5
(d)Section 21
22. _____ means a person who has completed his eighteenth year of age.
- (a)Adolescent
(c)Child
- (b)Adult
(d)veteran
23. _____ of the Act says that the Central Government may give directions to a State Government as to the carrying into execution of this Act in the State.
- (a)Section 14
(c)Section 30k
- (b)Section 21
(d)Section 28
24. Under the ----- of the Minimum Wages Act which contains provisions related to ‘cognizance of offences’.
- (a)Section 21
(c)Section 30k
- (b)Section 22b
(d)Section 28
25. A ____ is a document setting out terms and conditions of employment for workers in an industry.
- (a)Standing Order
(c)Labour Law
- (b)Levels Out
(d)None of the above

26. In _____ year was the Industrial Employment (Standing Orders) Act passed
- (a)1931 (b)1946
(c)1950 (d)1951
27. The minimum rate of subsistence allowance in case of suspension pending enquiry has been given under which of the following legislations?
- (a)Industrial Disputes Act (b)Trade Union Act
(c)Industrial Employment (Standing Orders) (d)None of the above, Act
28. The appeal on the certified standing orders may be preferred within ----- days before the appellate authority
- (a)60 days (b)30 days
(c)15 days (d)90 days
29. What is the minimum number of members required to make an application for registration of trade union?
- (a)10 (b)7
(c)25 (d)100
30. Creation of a political fund by trade unions under the Trade Union Act is
- (a)compulsory (b)optional
(c)statutory (d)no such provision in the Act

31. Registration of trade union is -----

- | | |
|---------------|----------------------|
| (a)Compulsory | (b)No such Procedure |
| (c)Desirable | (d)None of the above |

32. Trade Unions in India suffer from problem of:

- | | |
|-----------------------|---------------------------|
| (a)Outside leadership | (b)Multiplicity of unions |
| (c)Lack of Finance | (d)All the above |

33. On receipt of the draft standing orders the certifying officer shall forward a copy thereof to the

- | | |
|------------------------------------|-----------------------------|
| (a)Central government | (b)I.L.O |
| (c)Trade union in the organization | (d)Indian labour conference |

PART - B

(7 X 6 = 42)

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

34. (a) Briefly explain the scope and coverage of the Payment of Bonus Act.

[OR]

(b) Describe the employees eligible and establishments exempted from payment of bonus.

35. (a) Describe the calculation of bonus with respect to: (i) certain employees, (ii) proportionate reduction and computation of working days.

[OR]

(b) How the calculation of set on and set off is carried out? Explain with suitable example.

36. (a) What is the method of computation of gratuity? Can gratuity payable to an employee be forfeited? Discuss.

[OR]

(b) Discuss the applicability of the Payment of Wages Act.

37. (a) State the provisions of the payment of wages Act, 1936 regarding deduction from wages for absence from duty.

[OR]

(b) Write a short-note on the maintenance of records and registers according to the Payment of Wages Act, 1936

38. (a) Examine the concept of review of wages already fixed, procedure for fixing and revision of minimum wages.

[OR]

(b) Write a short note on 'contracting out' as mentioned in the Minimum Wages Act

39. (a) Briefly explain the passage and passing of the rules made by the Central government in the Parliament as per the Minimum Wages Act.

[OR]

- (b) Write a short note on the deficiencies which necessitated the Industrial Employment (Standing Orders) Act, 1946.

40. (a) Examine the procedure for the modification of standing orders

[OR]

- (b) Write the rights, liabilities and penalties of trade unions

N-1844

ONLINE PROGRAMME EXAMINATIONS
COMMON FOR M.B.A.(G)/HRM DEGREE EXAMINATION, MAY 2025
Second Year - Fourth Semester
(GENERAL/HUMAN RESOURCE MANAGEMENT)
ORGANIZATIONAL DEVELOPMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. OD can also be called as a process:-

- | | |
|--|--------------------------|
| (a) For performance appraisal | (b) For change of people |
| (c) For teaching people how to solve the problem | (d) All of the above |

2. People in the organization should be treated as _____

- | | |
|------------------------|----------------------|
| (a) Important resource | (b) Natural resource |
| (c) Working capital | (d) All of the above |

3. _____ is organisational solutions and problems, focusing on identifying the core skills.

- | | |
|--------------------------------|-----------------------------|
| (a) Human Resources Management | (b) Research & Development |
| (c) Human Resource Development | (d) Human Resource Planning |

4. The OD Practitioner act as a _____ to the organization's leaders and change agent.

- | | |
|--------------|----------------------|
| (a) Mentor | (b) Business partner |
| (c) Informer | (d) Strategist |

5. OD intervention seminars being conducted in the organizations help to:-

- | | |
|-------------------------------------|--------------------------|
| (a) Improve overall efficiency | (b) Improve productivity |
| (c) Improve morale of the employees | (d) All of the above |

6. The organizational development is a _____ intended to change beliefs, attitude, and values of the organization.
- (a)Complex educational strategy
(b)Organizational gimmick
(c)Unrealistic thinking
(d)None of the above
7. OD values generally tend to be: -
- (a)Humanistic
(b)Democratic
(c)Optimistic
(d)All of the above
8. The Role Negotiation Technique for group intervention was developed by:-
- (a)Roger Harrison
(b)Bennet and Hailey
(c)Warren Bennis
(d)Richard Beckhard
9. Gestalt OD is an intervention designed to improve the effectiveness of _____.
- (a)Individuals
(b)Teams
(c)Dyads
(d)All of the above
10. Diagnosis helps in finding out structural and operational strengths and _____ of any organization.
- (a)Weaknesses
(b)Passive listening
(c)Accommodation
(d)Active listening

11. In the maintenance phase the product must be tested against previous test cases. This is known as _____ testing.
- (a)Unit (b)Integration
(c)Regression (d)Module
12. The organization development process is based on _____ .
- (a)The action research model (b)Managerial grid model
(c)A.J.Leavitt's model (d)The Kurt model
13. _____ is/are the major stem in OD
- (a)The emergence of action research (b)The evolution of the Tavistock socio clinical approaches
(c)Both a & b (d)None of the above
14. _____ Action Research is one in which the actor keeps a systematic and extensive record of what he/she did and what effects it had.
- (a)Clinical (b)Emberical
(c)Iterative (d)Descriptive
15. OD emphasizes research in _____ cultural adjustments that are instrumental for organizational change in this globalized era.
- (a)Cross (b)Socio
(c)Same (d)None of the above

16. Organizational development as an intervention programme is basically a _____ approach.
- (a)Bottom-to-top
(c)Top-to-bottom
- (b)Horizontal
(d)None of the above
17. Which of the following is not required in an organizational development intervention programme on Team building:
- (a)Leadership development
(c)Goal setting
- (b)Self feedback
(d)Clarification of roles
18. At the heart of OD lies, _____ with an intact work team.
- (a)Team building and intervention
(c)Behavioral analysis
- (b)Action Research
(d)None of the above
19. RNT is an intervention designed to improve the effectiveness of _____.
- (a)Individuals and Teams
(c)Dyads and Teams
- (b)Organization and Teams
(d)None of the above
20. What is a part of every interpersonal relationship?
- (a)Love
(c)Stress
- (b)Communication
(d)Conflict

21. If there are disagreement amongst the group, they should resolve by way of :-

- | | |
|---|--|
| (a)Disagreements are not suppressed by premature group action | (b)The group seeks to resolve the disagreements rather than dominate the dissenter |
| (c)The reasons for disagreements are carefully examined | (d)All of the above |

22. Zero defects in manufacturing _____

- | | |
|--|---|
| (a)is an unobtainable and misleading ideal | (b)is the goal of TQM |
| (c)is readily achievable in all areas | (d)is a relevant goal only in electronic assembly |

23. The following deals with the development of individuals in an organization: -

- | | |
|----------------------------|--------------------|
| (a)Coaching and counseling | (b)Gestalt OD |
| (c)Partnering | (d)Survey feedback |

24. Outcomes of Sensitivity Training can be felt in _____

- | | |
|-----------------|---------------------|
| (a)Self | (b)Role |
| (c)Organization | (d)All of the above |

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

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

26. Changes occurs when some factors make to realize organization think over and finally decide that implementation of particular change is necessary.
- (a)Proactive. (b)Pre-active.
(c)Non-active. (d)Active
27. _____ analyses companies and other organizations from the top down to determine what changes might make those organizations into top performers in their field.
- (a)Supervisor (b)Manager
(c)Employee (d)OD practitioners
28. An appreciation of _____ as a determinant of individual work behaviour is central to OD.
- (a)Importance of work team (b)Importance of individual
(c)Importance of the department (d)None of the above
29. Hackman theories in OD are related to:
- (a)Goal-setting (b)Job enrichment
(c)Equity (d)None of above
30. If there is low formalization, a comprehensive information network and high participation in decision-making, one would expect:
- (a)A typical government organization. (b)A stable structure.
(c)A bureaucracy (d)An organic structure.

31. Which of these steps in the planned change process provides the objective or expectation of how a change will respond to whatever forces are driving the need for change?

(a) Develop the change plan.

(b) Evaluate the plan.

(c) Develop change goals

(d) Select the change agent.

32. An _____ is a person called by the management of the company.

(a) OD consultant

(b) Supervisor

(c) Manager

(d) Employee

33. The various types and categories of "Power" are:-

(a) Expert power

(b) Information power

(c) Reference power

(d) All of the above

PART - B

(7 X 6 = 42)

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

34. (a) What do you understand by Organization Development? What are its characteristics and objectives?

[OR]

(b) Describe the implications of Organization Development Values and Assumptions?

35. (a) What is Gestalt Organization Development? Explain its approach in team building.

[OR]

(b) Describe the diagnostic process in detail.

36. (a) Discuss four varieties of action research and their significance in Organization Development process.

[OR]

(b) "Action Research is cyclical and iterative." Explain.

37. (a) Discuss various results one can expect from Organization Development interventions.

[OR]

(b) Explain the grouping terms of Organization Development.

38. (a) Write a short note on TQM and quality circles.

[OR]

(b) Discuss the issues involved in implementing Organization Development.

39. (a) What are the ethical standards in Organization Development? Discuss their role in Organization Development?

[OR]

(b) Elaborate the various comprehensive interventions to organization development.

40. (a) Explain in detail the models and theories of planned change.

[OR]

(b) Discuss the various issues and problems in OD research.

N-1845

ONLINE PROGRAMME EXAMINATIONS
M.B.A. (GENERAL)/L.M. DEGREE EXAMINATION, MAY 2025
Second Year - Fourth Semester
(COMMON FOR M.B.A. (GENERAL)/M.B.A. (LM))
LOGISTICS MARKETING AND TECHNOLOGY
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Which of these is an accurate characterization of the contemporary view of marketing?
 - (a) Marketing is synonymous with selling
 - (b) With the rise of social commerce, company-driven marketing is no longer important
 - (c) Marketing's emphasis within the firm continues to decline
 - (d) Marketing is about identifying and meeting human and social needs in a way that harmonizes with the goals of the organization
2. With regard to the selling function, what did Peter Drucker have to say about the aim of marketing?
 - (a) Selling should replace marketing
 - (b) Selling should have equal importance in the corporate hierarchy
 - (c) It should make selling superfluous
 - (d) The sales function should set strategy, while the marketing function owns tactics
3. The process of identifying customers for whom the company will optimize its offering is called _____.
 - (a) Targeting
 - (b) Dominance
 - (c) Positioning
 - (d) Segmentation
4. _____ focuses on identifying customers whose needs the company can fulfil by ensuring that its offerings are customized to their needs.
 - (a) Tactical targeting
 - (b) The marketing mix
 - (c) Strategic targeting
 - (d) Product customization
5. _____ is the ability to meet each customer's requirements by preparing products on a mass basis but then individually finalizing the product for each customer, along with corresponding services, programs, and communications.
 - (a) Strategic targeting
 - (b) Customer focus
 - (c) Tactical targeting
 - (d) Mass customization

6. Which of these is considered the ultimate level of targeting?
- (a)The one-to-one approach (b)Mass marketing
(c)Mass customization (d)Personalized service
7. Automotive dealerships are examples of the _____ format.
- (a)manufacturer-sponsored wholesaler franchise (b)manufacturer-sponsored distributor franchise
(c)manufacturer-sponsored retailer franchise (d)service-firm-sponsored retailer franchise
8. Which of the following channel alternatives is most suited to handle complex products and transactions?
- (a)Sales forces (b)The internet
(c)Dealers (d)Telemarketers
9. Which component of warehouse management involves retrieving products from storage to fulfil customer orders?
- (a)Receiving (b)Inventory Management
(c)Order Picking (d)Packing and Shipping
10. Which technology is commonly used in warehouse management to track and manage inventory levels?
- (a)Warehouse Management Systems (WMS) (b)Barcode Scanners
(c)Artificial Intelligence (d)Virtual Reality (VR)

11. Innovation is defined as _____.

- (a)the commercialization of a new product or process
- (b)the invention of a new product or process
- (c)a New Product or process idea
- (d)the implementation of a new production method

12. Innovation can help to provide a temporary competitive advantage when:

- (a)Barriers to entry are high
- (b)Barriers to imitation are low and intellectual property rights are difficult to enforce
- (c)there are few other competitors
- (d)Barriers to entry are low

13. BCG stands for _____.

- (a)Boston Corporate Group
- (b)Boston Chalmette Group
- (c)Boston Consulting Group
- (d)British Consulting Group

14. The minimum price that most consumers would pay for a given product is known as the _____ price.

- (a)everyday low
- (b)usual discounted
- (c)fair
- (d)lower Bound

15. The zone in which prices can fluctuate with negligible effect on demand is known as the _____.

- (a)negligence band
- (b)price indifference band
- (c)negative elasticity zone
- (d)customer indifference band

16. Which of the following is the first step in setting a pricing policy?
- (a)Selecting a pricing method
(c)Determining Demand
- (b)Selecting the pricing objective
(d)Estimating cost
17. Which of the following is generally acknowledged as the most powerful advertising medium and reaches a broad spectrum of consumers at low cost per exposure?
- (a)Television
(c)Newspapers
- (b)Radio
(d)Magazines
18. Which of the following is the main advantage of radio as an advertising medium?
- (a)Low competition
(c)Longer duration of ad exposure
- (b)More attention than television
(d)Flexibility
19. Which of these is a consumer franchise building incentive?
- (a)Price-off packs
(c)Contests
- (b)Frequency awards
(d)Contests
20. _____ are sales promotion tools, mostly short-term, designed to stimulate quicker or greater purchase of particular products or services by consumers or the trade.
- (a)Giveaways
(c)Slotting allowances
- (b)Ethical bribes
(d)Incentives

21. Which one of the following is not a SCM Software technology?

- | | |
|--------|--------|
| (a)WMS | (b)TMS |
| (c)OMS | (d)TCS |

22. Which one of the following is a part of transportation acronym?

- | | |
|-------------------------|-------------------|
| (a)Logistics Management | (b)ERP |
| (c)Reverse Innovation | (d)Re-engineering |

23. RFID stands for _____

- | | |
|------------------------------|-----------------------------------|
| (a)Radio Frequency Index | (b)Radio Frequency Identification |
| (c)Radio Frequency Induction | (d)Radar Frequency Improvement |

24. _____ is the time that elapses between issuing replenishments order and receiving the material in stores

- | | |
|-----------------------|---------------------|
| (a)Replenishment Time | (b)Lead Time |
| (c)Idle Time | (d)Replacement Time |

25. Barge is a type of _____

- | | |
|------------------|------------------|
| (a)Ship | (b)Aero plane |
| (c)Motor Vehicle | (d)Express Train |

26. RDSO is an organ of _____

- (a)Ministry of Road Transport
- (c)Calcutta Port Trust

- (b)Indian Railways
- (d)AAI

27. If a firm learn a best quality initiative of another firm, it is called _____

- (a)Comparison
- (c)Imitating

- (b)Copying
- (d)Benchmarking

28. Which one of the following person is not the quality Gurus?

- (a)Deming
- (c)Morau

- (b)Juran
- (d)Philips Crosby

29. If a product or service has to be remembered in the minds of the consumers, it has to be properly _____ in their mind

- (a)Positioning
- (c)Targeting

- (b)Segmenting
- (d)Branding

30. Which of the following denotes the stage of dog in the BCG Matrix?

- (a)Flourishing
- (c)Abundance

- (b)Growing
- (d)Declining

31. The key role of marketing function of a firm is to create awareness among people through _____
- (a)Advertising (b)Sales Promotion
(c)Publicity (d)Incentivization
32. The concept of _____ is used to reduce the transportation time to warehouse to store location in order to maintain the replenishing intact and achieve superior business excellence.
- (a)MIT (b)VIT
(c)JIT (d)GPS
33. When planning communications for a detergent brand, which of the following sequences of buyer responses should the marketer base the communications program on?
- (a)Feel-do-learn (b)Do-feel-learn
(c)Feel-learn-do (d)Learn-do-feel

PART - B

(7 X 6 = 42)

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

34. (a) Discuss the significance of scanning the marketing environment and its help in strategizing the business.
[OR]
(b) Discuss the relationship between marketing and logistics with examples.
35. (a) Define Services. Distinguish Products Vs Services with clear-cut examples.
[OR]
(b) Explain the functions of marketing by third party logistics providers.
36. (a) Write a detailed note on user networking.
[OR]
(b) Define concentrated marketing. Explain its objectives with examples.
37. (a) Describe the role TQM in enhancing the effectiveness of an organizational performance. Give examples.
[OR]
(b) Discuss the ways in which the market can be segmented with its merits and limitations.
38. (a) Explain the distribution mix decisions for a firm with live example.
[OR]
(b) Discuss the key implications of BCG matrix to a firms marketing strategy in the long term. Give examples.
39. (a) Write a detailed note on the following: i. Flight Technology ii. Shipping Technology
[OR]
(b) Define Benchmarking. Discuss its significance with examples.
40. (a) Explain the key opportunities and challenges involved in billing technologies with examples.
[OR]
(b) Discuss the marketing orientations of 3Pl and 4Pl with examples.

ONLINE PROGRAMME EXAMINATIONS
M.B.A. (G/FM) DEGREE EXAMINATION, MAY 2025
Second Year - Fourth Semester
(COMMON FOR M.B.A (G/FM))
FOREIGN EXCHANGE MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Situation in which large portion of majority is borrowed from broker of investor is classified as
 - (a)Future investment
 - (b)Forward investment
 - (c)Leveraged investment
 - (d)Non leveraged investment
2. Packing Credit can be allowed in excess of the Export value, in which of the following circumstances:
 - (a)Where by-product can be exported
 - (b)Where partial domestic sale is involved
 - (c)Export of de-oiled/defatted cakes
 - (d)Any of the above
3. Foreign Exchange rates in India are determined by:
 - (a)Finance Ministry
 - (b)RBI
 - (c)FEDAI
 - (d)Market forces of demand/supply
4. Withdrawal of foreign Exchange by a person in India is not permitted in respect of which of the following:
 - (a)Transactions with persons resident in Nepal and Bhutan
 - (b)Travel to Nepal and Bhutan
 - (c)Transactions given in Schedule 1 of FEMA
 - (d)All the above
5. Which of the following methods is applied for quoting the foreign exchange rates in India?
 - (a)Cross rates
 - (b)Direct rate
 - (c)Indirect rate
 - (d)Buying rate

6. The Outstanding Export bills are to be reported to RBI at:
- | | |
|--|--|
| (a)Half yearly intervals at June and December | (b)Half yearly intervals at March and September |
| (c)Quarterly intervals at the end of the quarter | (d)Fortnightly basis on 15th and last day of the month |
7. An EEFC account will be opened as
- | | |
|-------------------------|--------------------------|
| (a)Savings Bank account | (b)Current Account |
| (c)FD/KD accounts | (d)SB/CA /FD/KD accounts |
8. Authorized Dealers may approve trade credits per import transaction up to
- | | |
|-------------------|-------------------|
| (a)USD 1 Million | (b)USD 10 million |
| (c)USD 20 million | (d)USD 1 billion |
9. The Pre-shipment Credit in Foreign Currency will be available for the maximum period of
- | | |
|-------------|-------------|
| (a)90 days | (b)180 days |
| (c)270 days | (d)360 days |
10. The bill of lading that covers the entire voyage covering several modes of transport are called as:
- | | |
|----------------------------|-----------------------------------|
| (a)Straight bill of lading | (b)Chartered party bill of lading |
| (c)Through Bill of lading | (d)Claused Bill of lading |

11. The exporter should necessarily submit the export documents to the bank within:
- | | |
|--|---------------------------------------|
| (a) 15 days from the date of the documents | (b) 15 days from the date of shipment |
| (c) 21 days from the date of the documents | (d) 21 days from the date of shipment |
12. The acronym SWIFT stands for
- | | |
|---|---|
| (a) Safety Width In Financial Transactions | (b) Society for Worldwide International Financial Telecommunication |
| (c) Society for Worldwide Interbank Financial Telecommunication | (d) Swift Worldwide Information for Financial Transaction |
13. Indirect rate in foreign exchange means
- | | |
|--|---|
| (a) The rate quoted with the units of home currency kept fixed | (b) The rate quoted with units of foreign currency kept fixed |
| (c) The rate quoted in terms of a third currency | (d) None of the above |
14. Which of the following is NOT a capital account transaction?
- | | |
|--------------------------------------|--|
| (a) Investment in foreign securities | (b) Transfer of immovable property outside India |
| (c) Export and import in to India | (d) Raising foreign currency loans in India and abroad |
15. The NRE / NRO accounts can be opened by NRI / PIO as a joint accounts with close relatives who are resident Indian under _____ condition:
- | | |
|------------------------|-------------------------|
| (a) Either or Survivor | (b) Jointly |
| (c) Former or Survivor | (d) No conditions apply |

16. SIBOR means

- | | |
|--------------------------------------|---------------------------------------|
| (a)Symbolic inter-bank offered rate | (b)Srilanka Inter-bank Offered rate |
| (c)Singapore Inter-bank offered rate | (d)Systematic Inter-bank offered rate |

17. Which of the following is most preferred Letter of Credit for an exporter:

- | | |
|--|-------------------------------|
| (a)Revocable | (b)Irrevocable and red clause |
| (c)Irrevocable, confirmed and without recourse | (d)Confirmed and standby |

18. Determination of forward rates is explained by

- | | |
|--|-----------------------------------|
| (a)Uncovered interest arbitrage | (b)Purchasing power parity theory |
| (c)Demand and Supply for spot currency | (d)None of the above |

19. Any LC which permits the advances for storage of goods in a warehouse in addition to pre-shipment advance is called as:

- | | |
|--------------------|------------------|
| (a)Back to back LC | (b)Standby LC |
| (c)Green Clause LC | (d)Red clause LC |

20. Any forex remittances with relates to Cultural tour as per the Schedule II of FEMA should obtain permission from which ministry for release of forex:

- | | |
|----------------------------------|---|
| (a)Ministry of finance | (b)Ministry of HRD |
| (c)Ministry of surface transport | (d)Ministry of Information and Broadcasting |

21. Transactions risk exposure.

(a)Forward market

(b)Spot market

(c)Transactions market

(d)Inflation-rate market

22. The World Bank Group is made up of how many organisations.

(a)3

(b)5

(c)8

(d)10

23. The most liquid asset among the following is.

(a)Gold

(b)Share

(c)Cash

(d)Land

24. _____ is a process of taking advantage of differentials in interest rates of two currencies while eliminating exchange risk.

(a)Hedging

(b)Insurance

(c)Covered - Interest Arbitrage

(d)Exposure

25. Difference between buying and selling rates in an exchange rate or interest rate quotation is known as

(a)Strike price

(b)Spread

(c)Swap points

(d)Spot rate

26. The bank account of a non-resident of a country, where the amount of currency in the account cannot be transferred to another country is called as
- (a)Nostro account (b)Blocked Account
(c)Foreign account (d)Capital account
27. In a quote exchange rate, the currency that is to be purchase with another currency is called the
- (a)liquid currency (b)foreign currency
(c)local currency (d)base currency
28. The Purchasing Power Parity should hold
- (a)Under a fixed exchange rate regime (b)Under a flexible exchange rate regime
(c)Under a dirty exchange rate regime (d)Always
29. An instrument which derives its value from an asset backing it is called _____.
- (a)Derivatives (b)Depository
(c)Documentation (d)None of these
30. The market forces influencing the exchange rate are not fully operational under
- (a)Floating exchange rate system (b)Speculative attack on the market
(c)Fixed exchange rate system (d)Current regulations of IMF

31. In direct quotation the principle adopted by the bank is to

- (a) Buy low only
- (b) Buy low; sell high
- (c) Buy high; sell low
- (d) None of the above

32. Foreign currency exposure can be avoided by

- (a) Entering into forward contracts
- (b) Denominating the transaction in domestic currency
- (c) Exposure netting
- (d) None of the above

33. Leading refers to _____

- (a) Advancing of receivable
- (b) Advancing of payable
- (c) Advancing payments either receivables or payables
- (d) Advancing of receivables and delaying of payables

PART - B

(7 X 6 = 42)

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

34. (a) Brief about the concept of foreign exchange.

[OR]

(b) Mention the role of foreign exchange market.

35. (a) Write the purpose to conduct the purchasing power parity theory.

[OR]

(b) Explain the components of forecasting of exchange rate.

36. (a) What are the key factors that influence forward rates in the foreign exchange market, and how do these factors impact the pricing of forward contracts?

[OR]

(b) Examine the pros and cons of implementing option contracts in foreign exchange risk management practices.

37. (a) Explain the concepts of exposure netting and offsetting in the context of foreign exchange risk management.

[OR]

(b) Briefly discuss the external strategies towards the money market hedge.

38. (a) Explicate the different types of inflation in the foreign exchange.

[OR]

(b) Elaborately deals with the economic exposure risk.

39. (a) Write a note on NOSTRO and VOSTRO.

[OR]

(b) Identify the needs for controlling measure towards the foreign exchange.

40. (a) Explain the need for foreign exchange reserves of India.

[OR]

(b) Estimate the fiscal policy initiatives for the exchange rate management.

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ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, MAY 2025
Second Year - Fourth Semester
COMMON FOR MBA (GENERAL)/ (FM)
MULTINATIONAL FINANCIAL MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Which institution is known for providing long-term loans and grants to multinational projects in developing countries?

(a) World Trade Organization (WTO)	(b) International Monetary Fund (IMF)
(c) World Bank	(d) European Central Bank (ECB)
2. What is a Eurobond?

(a) A bond issued in a European currency	(b) A bond issued in a country different from the one in whose currency the bond is denominated
(c) A bond issued by a European government	(d) A bond issued exclusively by European companies
3. Which institution is known for providing financing to multinational projects in developing countries?

(a) International Monetary Fund (IMF)	(b) World Bank
(c) Federal Reserve	(d) European Central Bank (ECB)
4. What is the primary role of Export Credit Agencies (ECAs) in financing multinational projects?

(a) Providing equity financing	(b) Offering export insurance and guarantees
(c) Managing currency risk	(d) Issuing domestic bonds
5. Which of the following sources of finance is characterized by long-term investment in foreign subsidiaries by MNCs?

(a) Short-term bank loans	(b) Trade credit
(c) Foreign direct investment (FDI)	(d) Corporate bonds

6. Which institution often provides financing and risk insurance to MNCs investing in developing countries?
- (a)International Monetary Fund (IMF) (b)Multilateral Investment Guarantee Agency (MIGA)
(c)Federal Reserve (d)European Central Bank (ECB)
7. What is the primary purpose of Export Credit Agencies (ECAs) in mitigating economic and political risks?
- (a)Providing venture capital (b)Offering export insurance and guarantees
(c)Issuing domestic bonds (d)Managing currency risk
8. Which source of finance can be particularly useful for projects in politically unstable regions due to its risk mitigation features?
- (a)Commercial bank loans (b)Syndicated loans
(c)Development finance institution (DFI) funding (d)Internal company reserves
9. Which of the following sources of finance is characterized by ownership stakes and dividend payments?
- (a)Bank loans (b)Equity financing
(c)Lease financing (d)Government grants
10. What is the primary advantage of using retained earnings to finance a capital budgeting project?
- (a)No need to repay (b)High interest rates
(c)Dilution of ownership (d)External control

11. Which financial instrument can be used by multinational companies to hedge against exchange rate risk?
- (a)Equity shares
 - (b)Interest rate swaps
 - (c)Currency futures
 - (d)Corporate bonds
12. What type of financing is least likely to be directly impacted by inflation?
- (a)Long-term fixed-rate debt
 - (b)Variable-rate loans
 - (c)Equity financing
 - (d)Foreign currency loans
13. Which of the following is a common source of short-term financing for working capital management in MNCs?
- (a)Long-term bonds
 - (b)Trade credit
 - (c)Equity financing
 - (d)Government grants
14. What type of financing involves borrowing against accounts receivable to manage working capital?
- (a)Equity financing
 - (b)Trade credit
 - (c)Retained earnings
 - (d)Factoring
15. Which of the following is a method to ensure that transfer pricing complies with international tax regulations?
- (a)Arbitrary pricing
 - (b)Arm's length principle
 - (c)Cost-plus pricing
 - (d)Market penetration pricing

16. How can multinational corporations use transfer pricing to manage their overall tax liability?
- (a) By shifting profits to high-tax jurisdictions
 - (b) By shifting profits to low-tax jurisdictions
 - (c) By avoiding inter-company transactions
 - (d) By increasing external debt
17. What is the effect of offering early payment discounts to customers on receivables management?
- (a) Increases accounts receivable
 - (b) Decreases cash flow
 - (c) Accelerates cash inflow
 - (d) Increases bad debt expense
18. Which of the following strategies can help reduce the average collection period?
- (a) Extending credit terms
 - (b) Offering cash discounts for early payment
 - (c) Increasing product prices
 - (d) Lengthening payment terms with suppliers
19. What is the impact of a depreciating foreign currency on the repayment of credit extended to foreign customers?
- (a) Increases the repayment amount in the home currency
 - (b) Decreases the repayment amount in the home currency
 - (c) Has no impact on the repayment amount
 - (d) Lowers the credit risk
20. Which strategy involves setting prices in the home currency to mitigate exchange rate risk when extending credit?
- (a) Natural hedging
 - (b) Leading and lagging
 - (c) Price adjustment clauses
 - (d) Multilateral netting

21. What effect does exchange rate volatility have on the decision to extend credit to foreign customers?
- (a) Reduces the perceived risk
 - (b) Increases the perceived risk
 - (c) Has no effect on the decision
 - (d) Increases the profit margin
22. How does Monte Carlo simulation handle uncertainty in risk assessment models?
- (a) By assigning subjective probabilities to outcomes
 - (b) By calculating the average of potential outcomes based on historical data
 - (c) By generating multiple scenarios using random variables
 - (d) By using decision trees to determine optimal decisions
23. Which risk modeling approach is most suitable for evaluating complex projects with multiple decision points and uncertain outcomes?
- (a) Sensitivity analysis
 - (b) Monte Carlo simulation
 - (c) Scenario analysis
 - (d) Expected value analysis
24. What is the main purpose of scenario analysis in risk management?
- (a) To calculate the expected monetary value of a project
 - (b) To identify potential risks and opportunities under different scenarios
 - (c) To eliminate all forms of uncertainty
 - (d) To determine the optimal decision path in a project
25. What type of financing involves a partnership between a multinational corporation and a local entity to share risks and resources in international markets?
- (a) Joint venture
 - (b) Foreign direct investment (FDI)
 - (c) Trade credit
 - (d) Venture capital

26. Which financial strategy is used to minimize tax liabilities in international transactions by adjusting prices between related entities?
- (a) Cost leadership (b) Transfer pricing
(c) Market penetration pricing (d) Competitive pricing
27. Which organization facilitates international trade by providing financial guarantees and loans to support export transactions?
- (a) World Health Organization (WHO) (b) International Monetary Fund (IMF)
(c) Export-Import Bank (EXIM Bank) (d) World Bank
28. What is the key feature of a convertible bond?
- (a) It pays fixed interest payments to bondholders (b) It can be exchanged for a predetermined number of equity shares
(c) It has a variable interest rate tied to market conditions (d) It matures within one year of issuance
29. Which debt instrument allows the issuer to repurchase the bond before maturity at a specified price?
- (a) Callable bond (b) Zero-coupon bond
(c) Junk bond (d) Government bond
30. What is the primary advantage of issuing commercial paper as a short-term debt instrument?
- (a) Lower interest rates compared to other debt instruments (b) Longer maturity period, typically over 10 years
(c) Secured by tangible assets of the issuing corporation (d) Guaranteed by the government

31. Which financial metric is used to measure the cost of equity in the capital structure of a company?
- (a)Debt-to-equity ratio (b)Return on investment (ROI)
(c)Dividend yield (d)Capital asset pricing model (CAPM)
32. What is the primary objective of calculating the weighted average cost of capital (WACC) for a company?
- (a)To determine the average price of its products (b)To evaluate the efficiency of its operations
(c)To assess the minimum required return for new investments (d)To calculate the total revenue generated annually
33. How does the cost of capital affect a company's investment decisions?
- (a)Higher cost of capital encourages more investments (b)Lower cost of capital reduces the attractiveness of new projects
(c)Cost of capital has no impact on investment decisions (d)Cost of capital influences financing decisions, not investment decisions

PART - B

(7 X 6 = 42)

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

34. (a) Mention the various opportunities related FRD by MNCs.

[OR]

- (b) State various operating process to deal with risk.

35. (a) Distinguish between parent and project cash flows.

[OR]

- (b) Write short note about CAPM.

36. (a) Explain the objectives of international cash management.

[OR]

- (b) Write short note about CAPM.

37. (a) Explain the objectives of international cash management.

[OR]

- (b) How to manage the short-term investment portfolio.

38. (a) Discuss the importance of discount in receivable.

[OR]

- (b) State the importance of inventory management.

39. (a) Distinguish between offshore production and local purchase.

[OR]

(b) Explain various types of equity instruments in international financing.

40. (a) Discuss about Euro notes and Euro commercial paper.

[OR]

(b) State the determinants of capital structure of MNCs.

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COURSE CODE

205444C3/
205543

ONLINE PROGRAMME EXAMINATIONS
M.B.A. DEGREE EXAMINATION, MAY 2025
Second Year - Fourth Semester
COMMON FOR MBA (G)/FM
PROJECT FINANCE
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

(33 X 1 = 33)

PART - A

Answer **all** the questions.

1. Project performance consists of _____.
(a)Time (b)Cost
(c)Quality (d)All of the above
2. The level of effort is maximum in the _____ phase of any project life cycle.
(a)Defining (b)Executing
(c)Planning (d)Delivering
3. Which type of project cost estimate is the most accurate?
(a)Preliminary (b)Definitive
(c)Order of magnitude (d)Conceptual
4. Which of the following is not considered as a risk in project management?
(a)Specification delays (b)Product competition
(c)Testing (d)Staff turnover
5. Fixed capital requirements are used to purchase _____.
(a)Fixed asset (b)Current asset
(c)Cash (d)None of the above

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6. Hire purchase provisions are covered under Hire purchase Act of _____.
- (a)1972 (b)1982
(c)1962 (d)1992
7. What among the following is required for developing a new product in its initial stage?
- (a)Start-up capital (b)Seed capital
(c)Second round financing (d)None of the above
8. Who is the father of venture capital?
- (a)Jimmy Carter (b)Georges Doriot
(c)Vaghul (d)Modigliani
9. _____ represents an investment in current assets required for the day to day operations of the business.
- (a)Capital budgeting (b)ong-term capital
(c)Working capital (d)Medium-term capital
10. External commercial borrowings come under the category of _____.
- (a)Capital Account (b)Debt Capital
(c)Official reserves account (d)Current account

11. Which institution is responsible for calculating the GDP of India?
- (a)Ministry of Finance (b)Reserve Bank Of India
(c)Central Statistics office (d)Chief Economic Advisor
12. A small loan amount given to low-income households or groups is known as _____.
- (a)Cash credit (b)Micro credit
(c)Rural credit (d)Simple credit
13. Which of the following is not considered a qualitative factor in project appraisal?
- (a)Market demand (b)Economic conditions
(c)Environmental impact (d)Financial ratios
14. Which of the following is a technique of project identification?
- (a)Desk research (b)Sensitivity analysis
(c)CVP analysis (d)None of these
15. _____ is a process which involves further removal of the nitrogen.
- (a)Nitrification (b)Denitrification
(c)Ammonification (d)Reduction

16. Managerial skills involve _____.

- | | |
|-----------------------|----------------------|
| (a) Technical skills | (b) Human skills |
| (c) Conceptual skills | (d) All of the above |

17. _____ is a market with two sellers exercising control over the supply of commodities.

- | | |
|---------------|------------------------|
| (a) Duopoly | (b) Bilateral monopoly |
| (c) Oligopoly | (d) Monopoly |

18. _____ is distribution system that involves territorial protection for authorised dealers.

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

19. Debt equity ratio is a _____.

- | | |
|---------------------|----------------------|
| (a) Payout ratio | (b) Accounting ratio |
| (c) Liquidity ratio | (d) Solvency ratio |

20. Ideal current ratio is _____.

- | | |
|---------|---------|
| (a) 1:1 | (b) 1:2 |
| (c) 1:3 | (d) 2:1 |

21. Which ratio indicates the relationship between net profits and repayment of term loans and interest?
- (a)Debt service coverage ratio
(b)Debt equity ratio
(c)Payback period ratio
(d)Average rate of return
22. ROI stands for _____.
- (a)Return On Investment
(b)Return On Internet
(c)Return On Instruction
(d)Return On Interpretation
23. The greatest security of a banker is that a _____.
- (a)Bill of exchange
(b)Mutual fund
(c)Commercial paper
(d)Debentures
24. In IRR, the cash inflows are assumed to be reinvested in the project at _____.
- (a)Internal Rate of Return
(b)Cost of Capital
(c)Marginal Cost of Capital
(d)Risk-adjusted Rate
25. Break even analysis is a _____.
- (a)Long term analysis
(b)Short term analysis
(c)Medium term analysis
(d)None of the above

26. Which economies of scale involve specialization of departments?

- (a)Specialization economies
- (b)Departmental economies
- (c)Managerial economies
- (d)None of the above

27. Most of the unemployment in India is _____.

- (a)Voluntary
- (b)Structural
- (c)Frictional
- (d)Technical

28. Which of the following does not represented quality?

- (a)Strength
- (b)Durability
- (c)Test results
- (d)All of the above

29. Vibrations and radiations come under _____.

- (a)Chemical hazards
- (b)Physical hazards
- (c)Electrical hazards
- (d)Psychological hazards

30. Industrial sickness concerns _____.

- (a)Government
- (b)Employees
- (c)Bankers
- (d)All of the above

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

- (a) Ineffective corporate management
- (b) Inappropriate personnel management
- (c) Lack of promoter's experience
- (d) All of the above

32. Sick Industrial Companies Act was passed in which year?

- (a) 1985
- (b) 1984
- (c) 1986
- (d) 1987

33. Which of these is not a part of capital receipt?

- (a) Recovery of loan
- (b) Disinvestment
- (c) Borrowing
- (d) Tax

PART - B

(7 X 6 = 42)

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

34. (a) Mention the importance of project.

[OR]

(b) State the functions of project consultants.

35. (a) Mention the importance of leasing finance for project.

[OR]

(b) State the innovative instruments in capital market.

36. (a) State the factors determining the fixed capital and working capital.

[OR]

(b) Discuss the way of watching the requirements with available financial assistance from resources.

37. (a) Explain presentation appraisal and procedure for a project.

[OR]

(b) Explain the various financial aspects of appraisal.

38. (a) Explain about evaluation of distribution channel.

[OR]

(b) How to evaluate return on investment.

39. (a) How to evaluate breakeven analysis of project appraisal.

[OR]

(b) State the important of contribution of project to government revenue.

40. (a) Mention the various steps to improve the recovery.

[OR]

(b) Explain the role of BIFR.

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