

FACULTY OF MANAGEMENT

M.B.A. II – Semester (CBCS) Examination, May / June 2018

Subject: Human Resource Management

Paper – MB – 201

Time: 3 Hours

Max.Marks: 80

Note: Answer all the questions from Part-A and Part-B.

Each question carries 4 marks in Part-A and 12 marks in Part-B.

PART – A (5x4 = 20 Marks)

[Short Answer Type]

- 1 Line Vs Staff
- 2 Job Design
- 3 Career Planning
- 4 Grievance Management
- 5 HR Outsourcing

PART – B (5x12 = 60 Marks)

[Essay Answer Type]

- 6 a) Describe the scope and objectives of the HRM.
OR
b) Explain merits and demerits of HRIS.
- 7 a) Outline the importance of Cohort Analysis.
OR
b) Explain the various methods of training.
- 8 a) Elucidate the significance of HR accounting.
OR
b) What is the HR utility framework? Explain.
- 9 a) Describe the advantages and disadvantages of Employee Value Proposition.
OR
b) Enumerate the importance of Employee Engagement Index.
- 10 a) Elucidate objectives of Emotional Intelligence.
OR
b) Explain the various objectives of global HRM.

FACULTY OF MANAGEMENT**M.B.A. II – Semester (CBCS) Examination, May / June 2018****Subject: Financial Management****Paper – MB – 202****Time: 3 Hours****Max.Marks: 80****Note: Answer all the questions from Part-A and Part-B.****Each question carries 4 marks in Part-A and 12 marks in Part-B.****PART – A (5x4 = 20 Marks)****[Short Answer Type]**

- 1 What are the objectives of financial management?
- 2 Briefly explain the process of capital budgeting
- 3 What is EBIT – EPS analysis?
- 4 Explain the significance of stable dividends
- 5 .What are the advantages of merger?

PART – B (5x12 = 60 Marks)**[Essay Answer Type]**

- 6 a) What do you understand by financial decision? Discuss the major financial decisions.

OR

- b) Mr. Anand has to receive Rs. 5,000 per year for 5 years. Calculate the present value of the annuity assuming that he can earn an interest of 12% on his investment.

- 7 a) “Capital budgeting is long term planning for making and financing proposed capital outlays”. Explain.

OR

- b) Kakatiya electrons Ltd. is considering the purchase of a machine. Two machines A and B are available, each costing Rs. 50,000. The cost of capital of the firm is 10%. The expected net cash flows are as follows. Calculate NPV. Which machine should be purchased?

Year	Cash flows from Machine A (Rs.)	Cash flows from Machine B (Rs)
1	15,000	5,000
2	20,000	15,000
3	25,000	20,000
4	15,000	30,000
5	10,000	20,000

- 8 a) What is meant by capital structure? What are the major determinants of capital structure?

OR

- b) Calculate Operating, Financial and Combined leverage under situations I and II and financial plans A and B respectively from the following information relating to the operation and capital structure of a company.

Installed capacity	2000 units
Annual production and sales	50% of installed capacity
Selling price per unit	Rs. 20
Variable cost per unit	Rs. 10
Fixed cost: Situation-I	Rs. 4,000
Situation – II	Rs. 5,000

	Finance Plan A	Financial Plan B
Equity	Rs. 5,000	Rs. 15,000
Debt (Cost 10%)	Rs. 15,000	Rs. 5,000
Total	Rs. 20,000	Rs. 20,000

- 9 a) Define working capital? Discuss the need and importance of working capital for a manufacturing concern.

OR

- b) A company belongs to a risk class of which the appropriate capitalization rate is 10 per cent. It currently has 1,00,000 shares selling at Rs. 100 each. The firm is contemplating the declaration of Rs. 6 dividend at the end of current financial year, which has just begun. Answer the following questions based on Miller and Modigliani model and the assumption of no taxes.
- What will be the price of the share at the end of the year, if dividend is not declared? If it is declared?
 - Assuming that the firm pays dividend, has a net income of Rs. 10,00,000 and makes new investment of Rs. 20,00,000 during the period, how many new shares must be issued?
 - What will be the value of firm?
 - If dividend is not declared?
 - If it is declared?

- 10 a) What is corporate restructuring? State the forms in which it can be carried out.

OR

- b) Discuss the principle of good corporate governance.

FACULTY OF MANAGEMENT**M.B.A. II – Semester (CBCS) Examination, May / June 2018****Subject: Business Research Methods****Paper – MBA – 203****Time: 3 Hours****Max.Marks: 80****Note: Answer all the questions from Part-A and Part-B.****Each question carries 4 marks in Part-A and 12 marks in Part-B.****PART – A (5x4 = 20 Marks)****[Short Answer Type]**

- 1 Discuss the nature of business research
- 2 Explain the properties of normal curve
- 3 What is multistage sampling?
- 4 What do you understand by Type – I and Type – II errors?
- 5 .State the essentials of a good research report.

PART – B (5x12 = 60 Marks)**[Essay Answer Type]**

- 6 a) Explain the role of business research in managerial decision making.
OR
b) What is research design? Explain the requirements of a good research design.
- 7 a) Explain the addition and multiplication theorem of probability with suitable examples.
OR
b) What is the probability that a couple's second child will be
 - i) A girl, given that their first child was a girl
 - ii) A boy, given that their first child was a girl.
- 8 a) What are the different scales used in Business Research?
OR
b) How do you determine the sample size for research? Which sampling method do you feel the best? Justify.
- 9 a) Four technicians analyzed three samples each for the moisture content in the sample. The results are given below.

Samples	Technicians			
	A	B	C	D
X	9	12	10	11
Y	12	11	15	12
Z	9	10	12	14

Analyze the data and comment. Use 5% significance level.

OR

- b) Five coins are tossed 3200 times and the number of heads appearing each time is noted. At the end, the following results were obtained.

No. of heads	0	1	2	3	4	5
Frequency	80	570	1100	900	500	50

Test the goodness of fit to determine whether the coins are unbiased. Use 5% LOS.

- 10 a) The lines of regression are $8X - 10Y = 0$; $40X - 18Y = 214$ and variance of X is 9. Find
- Means and X and Y
 - Correlation "r"
 - Standard Deviation Y.

OR

- b) Below are the figures of production (in '000 tons) in a sugar factory.

Year	2003	2004	2005	2006	2007	2008	2009
Production (in '000 tons)	77	88	94	85	91	98	90

Fit a straight line trend by least squares principle and show the trend line. What is the monthly increase in production? Also eliminate the trend.

FACULTY OF MANAGEMENT

M.B.A. II – Semester (CBCS) Examination, May / June 2018

Subject: Economic Environment & Policy

**Paper – MBA – 204 – 3
(Elective – III)**

Time: 3 Hours

Max.Marks: 80

Note: Answer all the questions from Part-A and Part-B.

Each question carries 4 marks in Part-A and 12 marks in Part-B.

**PART – A (5x4 = 20 Marks)
[Short Answer Type]**

Write short notes on the following:

- 1 National income
- 2 Capital market
- 3 Exim policy
- 4 Globalization
- 5 Economic survey

**PART – B (5x12 = 60 Marks)
[Essay Answer Type]**

- 6 a) Enumerate the nature and scope of business environment.
OR
b) How do you analyse the Indian Economy? Explain.
- 7 a) Explain the functions of money market.
OR
b) Elucidate the role of SEBI.
- 8 a) Discuss the role of SSUs.
OR
b) What are the Public Sector Reforms? Explain.
- 9 a) Describe the adopted process of LPG in India.
OR
b) What are the issues of LPG in Indian Economy? Explain.
- 10 a) Explain the impact of direct and indirect taxes on economy.
OR
b) Enumerate the merits and demerits of intercultural communications.

FACULTY OF MANAGEMENT

M.B.A. II – Semester (CBCS) Examination, May / June 2018

Subject: Business Process Re-engineering

**Paper – MBA – 204 – 2
(Open Elective – III)**

Time: 3 Hours

Max.Marks: 80

**Note: Answer all the questions from Part-A and Part-B.
Each question carries 4 marks in Part-A and 12 marks in Part-B.**

**PART – A (5x4 = 20 Marks)
[Short Answer Type]**

- 1 Dynamic system
- 2 Work-in-process
- 3 Systematic sheet
- 4 Virtual ingredients
- 5 .BE analysis

**PART – B (5x12 = 60 Marks)
[Essay Answer Type]**

- 6 a) Define Business Process Re-engineering. Explain its relationship with financial areas of business.
OR
b) Explain social constructs perspectives of BPR.
- 7 a) Distinguish between cycle time analysis and capacity analysis.
OR
b) Define Little's Law? Explain the role of Little's law in managing process flows.
- 8 a) Explain the role of technology for BPR.
OR
b) Explain the tools and techniques of BPR.
- 9 a) What is IT black hole? What is the impact of IT black hole on BPR?
OR
b) Explain simulation model on making effective BPR.
- 10 a) Define ERP? Explain the role of ERP in modeling business processes.
OR
b) Explain the role of business process performance measurement.

FACULTY OF MANAGEMENT

M.B.A. II – Semester (CBCS) Examination, May / June 2018

Subject: International Business

**Paper – MBA – 204 – 1
(Open Elective – III)**

Time: 3 Hours

Max.Marks: 80

Note: Answer all the questions from Part-A and Part-B.

Each question carries 4 marks in Part-A and 12 marks in Part-B.

**PART – A (5x4 = 20 Marks)
[Short Answer Type]**

- 1 International business
- 2 EU
- 3 Franchising
- 4 E-Marketing
- 5 Global strategic planning

**PART – B (5x12 = 60 Marks)
[Essay Answer Type]**

- 6 a) Narrate the drivers of globalization.
OR
b) Explain the impact of cultural environment on international business.
- 7 a) What are the various levels of economic integration? Explain.
OR
b) Describe the basic principles of multinational trade negotiations.
- 8 a) How do you classify the strategic alliances? Explain.
OR
b) Bring out the importance of entry analysis and entry strategy configuration.
- 9 a) Enumerate the pre-requisites of effective E-business transactions.
OR
b) Elucidate the procedure of alter the e-business strategies.
- 10 a) Explain the impact of intercultural communications.
OR
b) Describe the procedure of implementing global strategies.

FACULTY OF MANAGEMENT

M.B.A. II – Semester (CBCS) Examination, May / June 2018

Subject: Financial Markets & Services

**Paper – MBA – 204 – 4
(Open Elective – III)**

Time: 3 Hours

Max.Marks: 80

**Note: Answer all the questions from Part-A and Part-B.
Each question carries 4 marks in Part-A and 12 marks in Part-B.**

**PART – A (5x4 = 20 Marks)
[Short Answer Type]**

- 1 What are the characteristic features of financial instruments?
- 2 State the objectives of merchant banking.
- 3 State various types of leasing.
- 4 What are the functions of insurer?
- 5 What are the characteristics of factoring services?

**PART – B (5x12 = 60 Marks)
[Essay Answer Type]**

- 6 a) What is capital market? Describe the segments of the capital market in India.
OR
b) Explain the role of financial services in economical development.
- 7 a) Who is a merchant banker? Discuss the services provided by a merchant banker.
OR
b) Give an overview of the evolution of merchant banking.
- 8 a) What is meant by leasing? What are the advantages and limitations of leasing?
OR
b) Explain the legal frame work of hire-purchase system.
- 9 a) Explain the various types of insurances along with their merits and demerits in India.
OR
b) Briefly explain the fundamental legal principles of insurance.
- 10 a) What is factoring? Discuss briefly the factoring scenario in India?
OR
b) Discuss the merits and demerits of credit rating.

FACULTY OF MANAGEMENT

M.B.A. II – Semester (CBCS) Examination, May / June 2018

Subject: Total Quality Management

**Paper – MBA – 205 – I
(Open Elective – IV)**

Time: 3 Hours

Max.Marks: 80

Note: Answer all the questions from Part-A and Part-B.

Each question carries 4 marks in Part-A and 12 marks in Part-B.

**PART – A (5x4 = 20 Marks)
[Short Answer Type]**

- 1 QA
- 2 Quality circles
- 3 Signal-to-noise ratio
- 4 Six Sigma metrics
- 5 Quality dimensions of a hotel

**PART – B (5x12 = 60 Marks)
[Essay Answer Type]**

- 6 a) Bring out the historical perspective of TQM.
OR
b) Explain the role of EFQM.
- 7 a) Explain process mapping and regression analysis in TQM.
OR
b) Narrate of radar chart and PDCA cycle of TQM.
- 8 a) Examine role of activity based costing and sales and operations planning in TQM.
OR
b) Explain the techniques of nominal-the-best and target-the-best methods of TQM.
- 9 a) Describe the problem solving approach of six sigma.
OR
b) Explain six sigma metrics in detail.
- 10 a) Elucidate the model to measure service quality programs.
OR
b) Give a critical note of TQM in banks.

FACULTY OF MANAGEMENT**M.B.A. II – Semester (CBCS) Examination, May / June 2018****Subject: Strategic Management Accounting****Paper – MB – 205 – 2
(Open Elective – IV)****Time: 3 Hours****Max.Marks: 80****Note: Answer all the questions from Part-A and Part-B.
Each question carries 4 marks in Part-A and 12 marks in Part-B.****PART – A (5x4 = 20 Marks)
[Short Answer Type]**

- 1 State assumptions of break even analysis.
- 2 What is meant by Budget, Budgeting and Budgetary control?
- 3 Define responsibility accounting and state its features.
- 4 What is meant by customer account profitability analysis?
- 5 .State the components in PLC costing.

**PART – B (5x12 = 60 Marks)
[Essay Answer Type]**

- 6 a) Explain the nature and scope of strategic management accounting.

OR

- b) From the following data, find out:
- i) P/v ratio
 - ii) B/E sales
 - iii) Profit when sales are Rs. 1,00,000
 - iv) Sales required to earn a profit of Rs. 20,000 and
 - v) Safety margin in two years

Year	Sales Rs.	Profit Rs.
2016	1,20,000	9,000
2017	1,40,000	13,000

- 7 a) Discuss the significance and applicability of Management control and operational control systems in an organization.

OR

- b) From the following details, calculate LCV, LRPV and variances for the two departments:

Particulars	Department	
	A	B
Actual gross wages	Rs. 2,000	Rs.1,800
Standard hours	8000	600
Standard rate purchaser	Re 0.30	Re 0.35
Actual hours worked	8200	5800

8 a) Discuss the salient features of cost centre, profit centre and investment centre.

OR

b) Explain the concept and methods of transfer pricing.

9 a) A company provides the following data for a year.

Product	Annual Output (Units)	Total Machine Hours	Total no. of Purchase Orders	Total no. of Setups
X	5,000	20,000	160	20
Y	50,000	1,00,000	384	44
	55,000	1,20,000	544	64

The annual overheads are as follows:

Volume related activity costs	5,50,000
Setup related costs	8,20,000
Purchase related costs	<u>6,18,000</u>
	<u>19,88,000</u>

Calculate the cost per unit of X and Y using:

i) Traditional Costing

ii) ABC Analysis.

OR

b) Describe vital issues in customer costs analysis.

10 a) Discuss the significance of product life cycle costing in strategic decisions.

OR

b) Describe the sources of competitor information.

FACULTY OF MANAGEMENT

M.B.A. II – Semester (CBCS) Examination, May / June 2018

Subject: Startup Management

Paper – MB – 205 – 3

Time: 3 Hours

Max.Marks: 80

Note: Answer all the questions from Part-A and Part-B.

Each question carries 4 marks in Part-A and 12 marks in Part-B.

PART – A (5x4 = 20 Marks)

[Short Answer Type]

- 1 Rural Entrepreneurship
- 2 Women Entrepreneurship
- 3 EDP
- 4 SFC
- 5 TDICI

PART – B (5x12 = 60 Marks)

[Essay Answer Type]

- 6 a) Analyze the role of entrepreneurship in a developing economy.
OR
b) Explain the types of entrepreneurs.
- 7 a) Explain the role of non-economic factors in growth of entrepreneurship.
OR
b) Discuss the process of entrepreneurial motivation.
- 8 a) Explain the rationale and objectives of small scale enterprises.
OR
b) Explain the different stages in project identification and selection.
- 9 a) Explain the need for institutional support to entrepreneurs.
OR
b) Explain the role of micro finance institutions in financing to entrepreneurs.
- 10 a) Explain the instruments of venture capital financing.
OR
b) Define the term 'venture capital' and explain the features and functions of venture capital.

FACULTY OF MANAGEMENT

M.B.A. II – Semester (CBCS) Examination, May / June 2018

Subject: Retail Management

Paper – MB – 205 – 4

Time: 3 Hours

Max.Marks: 80

Note: Answer all the questions from Part-A and Part-B.

Each question carries 4 marks in Part-A and 12 marks in Part-B.

PART – A (5x4 = 20 Marks)

[Short Answer Type]

- 1 Retaining
- 2 Retailing in rural India
- 3 Franchising
- 4 Category Management
- 5 Licence Contract

PART – B (5x12 = 60 Marks)

[Essay Answer Type]

- 6 a) What are the emerging trends in retailing in India?
OR
b) Explain the relationship between retailing and economy.
- 7 a) Explain the state of retail business in Food, Health and Home Furniture.
OR
b) Explain the evolution of International retailing.
- 8 a) What is the role of Relationship Marketing in Retail Management?
OR
b) Explain retailing in banking and other financial services.
- 9 a) Explain various retailing strategies.
OR
b) How do you design store layout? And also explain Visual Merchandising.
- 10 a) What is the procedure for developing and implement the CRM program?
OR
b) Discuss the concept of Intellectual Property Rights, copy rights and trade marks.
