

2M2011

Roll No. \_\_\_\_\_

Total No. of Pages: 3

2M2011

M. B. A. II - Sem. (Main) Exam., September - 2022

M – 201 Legal and Business Environment

Time: 3 Hours

Maximum Marks: 70

Instructions to Candidates:

- (i) The question paper is divided in three parts.
- (ii) Part A contains 10 questions which are compulsory. Part B contains eight questions out of which five are to be attempted. Part C contains one question which is compulsory.

1. NIL

2. NIL

**PART – A**

**(Word limit 25 only)**

**[10×2=20]**

**(All questions are compulsory)**

- Q.1 What are the essentials of a valid contract?
- Q.2 What is contractive bailment?
- Q.3 What are the requisites for a valid contract of Indemnity and guarantee?
- Q.4 What is doctrine of Caveat Emptor?
- Q.5 What are the different kinds of agents?
- Q.6 What are the rights and duties of partners?
- Q.7 What are the different sources of business law?
- Q.8 Differentiate between Memorandum of Association and Article of Association.
- Q.9 Who is Director? Explain the duties of a Director.
- Q.10 An agent is bound to render account to the principal. Discuss the reason.

[2M2011]

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## PART – B

(Attempt any five questions)

[5×6=30]

- Q.1 Highlight the structure of Indian Legal System.
- Q.2 Discuss the procedure for appointing a director, also highlight the concept of Board of Directors.
- Q.3 Explain the elements of law relating to sale of goods. Also highlight the essentials of a contract of Sale.
- Q.4 Write Short notes on –
- Registration of firms
  - Modes of dissolution of firms
  - Nature and performance of contract
- Q.5 Short notes –
- Duties of bailer and bailee.
  - Modes of winding up of a company.
- Q.6 What is an agency? What are the features of principal and agency relationship?
- Q.7 Mention the different types of contract. Who are not eligible to enter into a contract? State the circumstances in which a contract is said to be discharged.
- Q.8
- What are the essentials and highlights of a partnership? Explain the types of Partners.
  - What is the procedure for Registration of firms and what are the modes of Dissolution of a firm.

**PART - C**

**(Compulsory)**

**[20]**

Q.1 Avinash and Bipin have a partnership in manufacturing an electronics product. They intend to start a joint stock company in order to expand their business further. You are a consultant who is supposed to help them to start the company.

**Explain to them the complete procedure and legalities of starting a company.**

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2M2012

Roll No. \_\_\_\_\_

Total No. of Pages: 2

**2M2012**

**M. B. A. II - Sem. (Main) Exam., September - 2022**  
**M – 202 Corporate Strategy**

**Time: 3 Hours**

**Maximum Marks: 70**

*Instructions to Candidates:*

- (i) *The question paper is divided in three parts.*
- (ii) *Part A contains 10 questions which are compulsory. Part B contains eight questions out of which five are to be attempted. Part C contains one question which is compulsory.*

1. NIL

2. NIL

**PART – A**

**(Word limit 25 only)**

**[10×2=20]**

**(All questions are compulsory)**

- Q.1 Define Strategic Management.
- Q.2 What are ETOP and SWOT?
- Q.3 What do you mean Environment Scanning?
- Q.4 Define integration Strategy.
- Q.5 What is McKinsey's 7S framework?
- Q.6 Define different levels of strategy formulation.
- Q.7 Identify difference between CSR and Corporate Governance.
- Q.8 What do you mean by Strategic control?
- Q.9 What is Strategic Audit?
- Q.10 What are the four types of International Strategies?

[2M2012]

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[1580]

## PART – B

(Attempt any five questions)

[5×6=30]

- Q.1 Differentiate between vision and mission.
- Q.2 Explain the term value chain analysis.
- Q.3 Discuss the various techniques of industry analysis.
- Q.4 Explain Porter's business level strategies with examples.
- Q.5 Discuss the advantages and limitations of growth strategies with examples.
- Q.6 Give a detailed account on various human resources activities that contribute to the effective strategy implementation.
- Q.7 Discuss the process of strategic evaluation and control.
- Q.8 Explain Global Strategy with examples.

## PART – C

(Compulsory)

[20]

- Q.1 "Corporate Social Responsibility as a business imperative must not be accepted grudgingly or halfheartedly. Instead, it must be practiced with full vigor and straight from the heart passion and this certainly helps the companies in the long run" – Critically analyses the statement with Indian examples.
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2M2013

Roll No. \_\_\_\_\_

Total No. of Pages: **3**

**2M2013**

**M. B. A. II - Sem. (Main) Exam., September - 2022**  
**M – 203 Quantitative Technique**

**Time: 3 Hours**

**Maximum Marks: 70**

*Instructions to Candidates:*

- (i) *The question paper is divided in three parts.*
- (ii) *Part A contains 10 questions which are compulsory. Part B contains eight questions out of which five are to be attempted. Part C contains one question which is compulsory.*

1. NIL

2. NIL

**PART – A**

**(Word limit 25 only)**

**[10×2=20]**

**(All questions are compulsory)**

- Q.1 Define Quantitative Techniques.
- Q.2 Discuss any 2 limitations of decisions theory.
- Q.3 Define Queuing Model.
- Q.4 Give 5 advantages of simulation.
- Q.5 Define decision tree.
- Q.6 Discuss limitations of Game theory.
- Q.7 Differentiate between graphical and simplex method.
- Q.8 Explain game theory.
- Q.9 Discuss the application of queuing theory in decision making.
- Q.10 Give any 2 replacement problems.

## PART – B

(Attempt any five questions)

[5×6=30]

Q.1 What is Quantitative technique? Discuss the general methods of solving quantitative models? Also discuss its scope.

Q.2 Use the simplex method to solve the following LP problem.

$$\text{Maximize } Z = 3x_1 + 5x_2 + 4x_3$$

$$\text{Subject to } 2x_1 + 3x_2 \leq 8$$

$$2x_2 + 5x_3 \leq 10$$

$$3x_1 + 2x_2 + 4x_3 \leq 15$$

$$\text{and } x_1, x_2, x_3 \geq 0$$

Q.3 Solve the assignment problem for optimal solution using HAM -

Worker	A	B	C	D
1	45	40	51	67
2	57	42	63	55
3	49	52	48	64
4	41	45	60	55

Q.4 A decision problem has been impressed is the following pay-off table -

Action	Outcome		
	I	II	III
A	10	20	26
B	30	30	60
C	40	30	20

(i) What is the maximum pay-off action?

(iii) What is the minimum opportunity loss action?

Q.5 Find the saddle point (or points) and hence solve the game.

		B			
		I	II	III	IV
A	I	-5	2	1	20
	II	5	5	4	6
	III	4	-2	0	-5

Q.6 The cost of a truck in ₹ 10000/-. The salvage value and the running cost are given below.

Find most economical age for replacement.

Year	1	2	3	4	5	6	7
Running cost ₹	3,000	3,200	3,600	4,200	5,000	5,800	6,800
Resale value ₹	7,000	5,000	3,400	2,400	1,600	1,000	1,000

Q.7 What is Queuing theory? Discuss the various models of queuing theory with example.

Q.8 (a) What is Monte Carlo simulation?

(b) What are the applications of simulation in different areas?

### PART - C

(Compulsory)

[20]

Q.1 A bakery keeps stock of a popular brand of cakes. Previous experience shows the daily demand pattern for the item with associated probabilities, as given -

Daily Demand (Nos.)	0	10	20	30	40	50
Probability	0.01	0.20	0.15	0.50	0.12	0.02

Use the following square of random numbers to stimulate the demand for next 10 days.

Also find the average demand per day.

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2M2014

Roll No. \_\_\_\_\_

Total No. of Pages: 3

2M2014

M. B. A. II - Sem. (Main) Exam., September - 2022

M – 204 Financial Management

Time: 3 Hours

Maximum Marks: 70

Instructions to Candidates:

- (i) The question paper is divided in three parts.
- (ii) Part A contains 10 questions which are compulsory. Part B contains eight questions out of which five are to be attempted. Part C contains one question which is compulsory.

1. NIL

2. NIL

**PART – A**

**(Word limit 25 only)**

**[10×2=20]**

**(All questions are compulsory)**

- Q.1 Define the term free cash flow as it is used in a valuation model?
- Q.2 What do you understand by “Return On Sales (ROS) or net profit margins?
- Q.3 Describe the basic procedure used to value a bond that pays interest annually and semi - annually?
- Q.4 What are cumulative and non – cumulative preference shares?
- Q.5 What is capital budgeting? Which are the various techniques of capital budgeting?
- Q.6 What is dividend policy? Which factors are kept in mind while deciding a dividend policy?
- Q.7 Why are cash flow estimates for distant years usually less reliable than for more immediate years? How can this time factor be accommodated when evaluating the riskiness of a project?

[2M2014]

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- Q.8 How are net working capital, liquidity, technical solvency and risk related?
- Q.9 What are principal motives of holding cash?
- Q.10 What is meant by credit terms and credit standards?

**PART - B**

**(Attempt any five questions)**

**[5×6=30]**

- Q.1 Critically examine Modigliani and Miller theory of capital structure and firm valuation.
- Q.2 M/S. Kothari Investment Bond 2018 was issued in January 2019, with a maturity period of 2 years. With a Coupon payment of 7% per annum made every 6 months with Face value of Rs. 100. What is the YTM for the bond, if the prevailing market price was Rs. 84 as at January 2019?
- Q.3 Calculate the Operating Leverage, Financial Leverage & Combined Leverage for a Firm using the following information: Sales 60,000 Units at Rs. 10 per unit; Variable cost at Rs. 4 per unit. The Fixed Cost is Rs. 2,00,000. Also, 10% Debentures of Rs. 3,00,000 were raised by the firm.
- Q.4 FGD Ltd. is expecting annual EBIT of 1.0 lakh. The Company has Rs. 4 lakhs in 10% debentures. The equity capitalism rate is 12.5%. The company desires to redeem debenture of Rs. 100 lakhs by issuing additional equity shares of Rs. 1 lakh.  
You are required to calculate the value of the firm and the overall cost of capital.
- Q.5 Briefly describe similarities and differences among cash management models?
- Q.6 What is meant by the ABC inventory control system? On what key premise is this system based? What are its limitations?
- Q.7 Distinguish between nominal rates of interest and effective rate of interest.
- Q.8 Explain clearly the concept of block of assets vis – a – vis depreciation in the context of replacement situations of capital budgeting.

**PART - C**  
**(Compulsory)**

[20]

Q.1 From the following information of PAP Co. Ltd. For the next year, you are required to estimate the working capital needed to finance a level of activity of 2,08,000 units of production after adding a 5% safety contingency.

	Cost per unit (RS.)
Raw Material	160
Direct Labour	60
Overheads (including depreciation of Rs. 10)	130
Total Cost	350
Profit	50
Selling Price	400

Additional Information:

Average raw materials in Stock: One month

Average materials- in – process (50% completion stage): Half a month

Average finished goods in stock: One Month

Credit allowed by Suppliers: One Month

Credit allowed by customers: Two Months

Time lag in payment of overheads: One Week

All sales are credit sales. Cash balance is expected to be Rs. 75,000/-

You may assume that production is carried on evenly throughout the year and wages and overhead expenses accrue similarly.

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2M2015

Roll No. \_\_\_\_\_

Total No. of Pages: 3

2M2015

M. B. A. II - Sem. (Main) Exam., September - 2022

M - 205 Human Resource Management - II

Time: 3 Hours

Maximum Marks: 70

Instructions to Candidates:

- (i) The question paper is divided in three parts.
- (ii) **Part A** contains **10** questions which are compulsory. **Part B** contains **eight** questions out of which **five** are to be attempted. **Part C** contains **one** question which is compulsory.

1. NIL

2. NIL

**PART - A**

**(Word limit 25 only)**

**[10×2=20]**

**(All questions are compulsory)**

Q.1 What are the main objectives of Human Resource Management?

Q.2 Explain human resource planning and write its one significance.

Q.3 What is mechanistic approach to job design?

Q.4 What are the internal sources of recruitment?

Q.5 Differentiate between direct and indirect types of compensation.

Q.6 Write in short about Halsey plan of incentive.

Q.7 What are the main aims of performance appraisal? Write any two.

Q.8 Why do workers join trade unions?

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Q.9 Fringe Benefits provided to employees in addition to the –

- (a) Normal compensation
- (b) Performance based only
- (c) Compensation related to output
- (d) All of the above

Q.10 Differentiate between career planning and succession planning.

### PART – B

(Attempt any five questions)

[5×6=30]

Q.1 “Human Resource Management can be the source of organizational capabilities that allow firms to learn and capabilities on new opportunities”. Elucidate and summaries the aims and concepts with objectives of HRM.

Q.2 What are the steps in Job Analysis Process? What are its limitations? Also describe the criteria of a well-made job description and analysis.

Q.3 What is the need for recruitment? Discuss sources of recruitment. Explain the steps in selection process. *Analysis Text*

Q.4 “Training is seen as pivotal in implementing organization-wide change efforts” Explain the process of training.

Q.5 Write a short notes on –

- (a) Salary / wage fixation
- (b) Allowances
- (c) Bonus

Q.6 Differentiate between performance appraisal and potential appraisal.

Q.7 What are the causes of grievances? Write the procedure for handling grievances.

Q.8 What activities are required to do succession planning? Highlights its features and write steps of succession planning. *set the object*

## PART – C

(Compulsory)

[20]

Q.1 Read the case carefully and answer the following questions –

The drugstore chain health source needs to train staff for the two new stores that will soon be opening in Delhi and Mumbai. Approximately, fifty new employees will need to be oriented, and the thirty of them who are clerks need to learn how to operate a cash register, stock shelves and provide quality customer service. Being a small firm, health source does not have a full-time training officer. However, it does have an HR director (you) and a number of experience supervisors and employees.

Questions –

- (a) Plan how you accomplish the necessary training for the clerks at the two locations. *on Job off Job*
  - (b) How will you determine exactly what content must be taught? Which skills will be taught on the job?
  - (c) Which training methods are likely to be most successful with the clerks?
-

2M2016

Roll No. 21M3KXX659

Total No. of Pages: 2

2M2016

M. B. A. II - Sem. (Main) Exam., September - 2022

M - 206 Marketing Research

Time: 3 Hours

Maximum Marks: 70

Instructions to Candidates:

- (i) The question paper is divided in three parts.
- (ii) Part A contains 10 questions which are compulsory. Part B contains eight questions out of which five are to be attempted. Part C contains one question which is compulsory.

1. NIL

2. NIL

**PART - A**

**(Word limit 25 only)**

**[10×2=20]**

**(All questions are compulsory)**

- Q.1 What are the objectives of marketing research?
- Q.2 What is descriptive research design?
- Q.3 What is factor analyses?
- Q.4 Write down the various steps of research process.
- Q.5 Distinguish between "Sampling Unit" and "Sampling Frame."
- Q.6 What is "Focus Group Discussion"?
- Q.7 What are the sources of secondary data?
- Q.8 What is geographical segmentation?
- Q.9 Differentiate between questionnaire and a schedule.
- Q.10 What do you mean by interpretation of research data?

[2M2016]

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**PART - B**

**(Attempt any five questions)**

**[5×6=30]**

Q.1 Write short note on –

- (a) Use of SPSS in data analysis.
- (b) Parametric and non- parametric test

Q.2 Explain the need of reliability and validity testing for a scale.

Q.3 Write in detail the multivariate analysis.

Q.4 What is conjoint analysis? How does it help in marketing research?

Q.5 Explain various types of sampling techniques. *prob Non p*

Q.6 Briefly, discuss the Likert scale and Semantic differential scale.

Q.7 Discuss the role of ethics in research.

Q.8 Write a short note on layout of a research report.

**PART - C**

**(Compulsory)**

**[20]**

Q.1 Sheetal Ice cream want to set up various soft cones vending machines at various shopping malls and other shopping places. The unique selling proposition (USP) of the ice cream is that it is less sweet, low calories and yet very thick and creamy. They have 5 flavours – Vanilla, Dark Cocoa, Coffee, Butterscotch and Strawberry. They also have unique real fruit flavours in Orange, Kiwi, Black currant and mixed fruit.

Before they launch the ice-cream they need to know the taste preferences, buyer's behavior towards their spending power and frequency of eating ice cream. The ice cream is targeted to health conscious consumers.

- (a) What is research process? Explain the research process for the above care.
- (b) As a researcher which researcher design would you use? Justify your choice.



2M2017

Roll No. \_\_\_\_\_

Total No. of Pages: 3

2M2017

M. B. A. II - Sem. (Main) Exam., September - 2022

M – 207 Operations Management - II

Time: 3 Hours

Maximum Marks: 70

Instructions to Candidates:

- (i) The question paper is divided in three parts.
- (ii) **Part A** contains 10 questions which are compulsory. **Part B** contains eight questions out of which five are to be attempted. **Part C** contains one question which is compulsory.

1. NIL

2. NIL

**PART – A**

**(Word limit 25 only)**

**[10×2=20]**

**(All questions are compulsory)**

- Q.1 Explain the purpose of time study in manufacturing industry.
- Q.2 Name any four dimensions of quality.
- Q.3 Name attribute control charts.
- Q.4 Explain the term finite loading.
- Q.5 Explain the purpose of JIT policy. w. r. to manufacturing industry.
- Q.6 Explain the term PERT w. r. to project management.
- Q.7 Name any two software related to project management.
- Q.8 Name the stages of quality evolution.
- Q.9 What is the purpose of ISO 14000 certification for an organization?
- Q.10 Explain the term vendor managed inventory and purpose of the same w. r. to industry.

[2M2017]

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## PART - B

(Attempt any five questions)

[5×6=30]

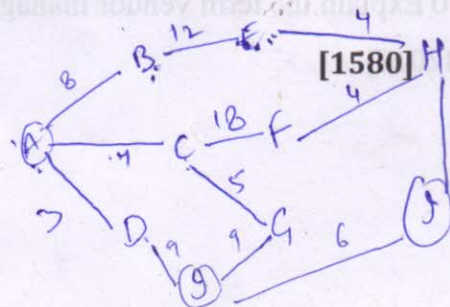
- Q.1 Explain the steps of time study with suitable example. Also, define the different allowances applicable for calculating the standard time. *3D REDDM  
select, Re-plant  
Decision  
Redesign  
maintain*
- Q.2 Explain the Principles of ISO 9002 certification and process of implementation w. r. to a manufacturing industry.
- Q.3 Explain the Taguchi methods of quality loss function and Robust design.
- Q.4 Explain supply chain process, describe source-make-deliver-return relationship in the following system.
- (i) A hospital
- (ii) An Insurance Company
- Q.5 Draw a network diagram for the activities given below and determine the critical path –

Activity	Description of Activity	Duration of Activity (Month)	Immediate Predecessor Activity
A →	Design plant →	12 →	-
B →	Select site →	8 →	A
C →	Select Vendor →	4 →	A
D →	Select Personnel →	3 →	A
E →	Prepare site →	12 →	B
F →	Manufacture generator →	18 →	C
G →	Prepare operational manual →	5 →	C
H →	Install generator →	4 →	E, F
I →	Train generator →	9 →	D, G
J →	Obtain license →	6 →	H, I

- Q.6 Explain different types of maintenance carried out in industries. Support each type with suitable example.

[2M2017]

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Q.7 A work study practitioner, who conducted a work study assesses the activity level of a worker to be 70% and rest time as idle. During the space of 8 hours working, this worker turns out 320 components. If observed rating factor is 120% and total allowances is 12%. Calculate –

- (a) Standard time per component
- (b) Normal time per component

Q.8 Explain in brief any of two from the following –

- (a) Statistical Process Control (SPC)
- (b) Cost of quality
- (c) Goals and building blocks of lean system

**PART – C**

**(Compulsory)**

**[20]**

Q.1 Attempt any four. All questions carry equal marks.

**[5+5+5+5=20]**

- ✓(a) Quality function deployment with suitable example.
- (b) Concept of any four quality guru's and explain any one in detail.
- ✓(c) Six sigma for process improvements with example.
- ✓(d) Explain purpose and industrial utility of ERP system with names of sub-modules and features of any sub-module.
- (e) Work break down structure of a house construction in 4 levels.
- ✓(f) The data given for no. of defects in a material such as wire mesh. Calculate the UCL and LCL using c-chart.

Sample no (n)	No. of defects (c)	Samples no. (s)	No of defects (n)
1→	5	11→	3
2→	3	12→	7
3→	6	13→	3
4→	4	14→	4
5→	2	15→	6
6→	7	16→	4
7→	8	17→	7
8→	4	18→	3
9→	5	19→	2
10→	6	20→	8

2M2018

Roll No. \_\_\_\_\_

Total No. of Pages: **2**

**2M2018**

**M. B. A. II - Sem. (Main) Exam., September - 2022**  
**M – 208 New Enterprise and Innovation Management**

**Time: 3 Hours**

**Maximum Marks: 70**

*Instructions to Candidates:*

- (i) *The question paper is divided in three parts.*
- (ii) *Part A contains 10 questions which are compulsory. Part B contains eight questions out of which five are to be attempted. Part C contains one question which is compulsory.*

1. NIL

2. NIL

**PART – A**

**(Word limit 25 only)**

**[10×2=20]**

**(All questions are compulsory)**

- Q.1 What is the meaning of Entrepreneurship?
- Q.2 What are the sources of new ideas?
- Q.3 What is the meaning of innovation?
- Q.4 What is VAT?
- Q.5 Define NABARD.
- Q.6 Mention the difference between debt and equity.
- Q.7 Mention five benefits of innovation management?
- Q.8 Why the innovation strategy is important?
- Q.9 What is the difference between Patent and copy rights?
- Q.10 What is the meaning of Environment Scanning?

[2M2018]

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## PART - B

(Attempt any five questions)

[5×6=30]

- ✓ Q.1 Explain the innovation types and process in detail with suitable examples.
- ✓ Q.2 What is the difference between start up India and Make in India explain with suitable example?
- ✓ Q.3 Explain what is Entrepreneurship and define an entrepreneur in the 21<sup>st</sup> century?
- ✓ Q.4 What is the role of Central Government and State Government in promoting entrepreneurship?
- ✓ Q.5 What are the various causes of failure of new ventures and strategies?
- ✓ Q.6 What is the role of financial institutions to support entrepreneurs?
- ✓ Q.7 Explain the various external sources of finance options available the start business.
- ✓ Q.8 What is feasibility analysis? Which are the different studies needs to be undertaken by an entrepreneur while preparing his/her project appraisal/report?

## PART - C

(Compulsory)

[20]

- Q.1 (a) Write a note on various tax liabilities in starting a unit? *Sub. r. GST*
- (b) Write a short note on venture capital?
- (c) Write in detail about NBMSME? *National Bo*
- (d) Define innovation and explain different models of innovations.
-