

## Assignment Questions for IMBA 9TH Semester (R & B)

### INSTRUCTIONS FOR THE ASSIGNMENT

**(No need to print this instruction page)**

1. Answer any three questions (10X3=30) (Maximum 800 words) from each of the paper.
2. It is also advised to take a printout this paper in A4 size (print double side to avoid the wastage of paper) and write the assignment answers with your own handwriting in black/Blue ball point pen. Pictures, diagrams, tables can also used for better description.
3. Students can refer both Primary & Secondary sources for preparing the assignment.
4. You are instructed to submit assignment at the time of University Examination.
5. The assignments will be collected paper wise during the day of examination. Use plastic cover or plastic sheets, plastic sticks are strictly prohibited.
6. *Photocopied assignments will not be accepted.* However one can keep a copy (Soft/Hard) of the same for further reference.
7. Take Printout of last page and mention question no, if additional page required for any question.
8. It is mandatory for the students to mention his/her name, enrollment no and no. of pages in the top of the page and put name and signature in the bottom of the page (Declaration).

### IMBA 9<sup>th</sup> SEMESTER EXAMINATION SCHEDULE

**(Regular & Back)**

**TIME 1 P.M -4 P.M**

<u>DATE</u>	<u>PAPER</u>	<u>SUBJECT</u>
20/02/2023	P-42	Spl Grp I-(Mjr-1) HR
21/02/2023	P-43	Spl Grp I- (Mjr-2) HR
22/02/2023	P-44	Spl Grp I-(Mjr-3) HR
23/02/2023	P-45	Spl Grp II-(Mnr-1) MM/FM
24/02/2023	P-46	Spl Grp II-(Mnr-2)/MM/FM
25/02/2023	P-47	Spl Grp II-(Mnr-3)/MM/FM

Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **HRPD (HR SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q1.** Define HRP and discuss the different approaches of Human Resource Planning?

**Ans:**

Declaration: I \_\_\_\_\_ do hereby declare that the Assignment papers submitted by me for the partial fulfillment of the requirement of IMBA 9<sup>th</sup> Semester is written by my own handwriting. The answers are not copied from any other student's assignment.

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Course: IMBA Semester: **9TH** Subject: **HRPD (HR SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Answer to Q1:**

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Course: IMBA Semester: **9TH** Subject: **HRPD (HR SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Q2.** What is the importance of HRP and briefly discuss types of HR plan.

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Course: IMBA Semester: **9TH** Subject: **HRPD (HR SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Answer to Q2:**

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Course: IMBA Semester: **9TH** Subject: **HRPD (HR SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q3.** Define HRD and discuss the elements of HRD climate.

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Course: IMBA Semester: **9TH** Subject: **HRPD (HR SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Answer to Q3:**

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Course: IMBA Semester: **9TH** Subject: **HRPD (HR SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q4.** What is HRD intervention and explain the types of intervention for OD process.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **HRPD (HR SPL)** Total No. of pages submitted: \_\_\_\_\_

**Answer to Q4:**

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Course: IMBA Semester: **9TH** Subject: **HRPD (HR SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Q5.** What is HRD model and give an example of HRD model for recruitment process.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **HRPD (HR SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Answer to Q5:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **MERRL (HR SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q1.** Write the importance and scope of industrial Relations. Briefly explain the various approaches to Industrial Relations.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **MERRL (HR SPL)** Total No. of pages submitted: \_\_\_\_\_

**Answer to Q1:**

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Course: IMBA Semester: **9TH** Subject: **MERRL (HR SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q2.** What are the purposes of collective bargaining? Explain how collective bargaining promotes industrial peace.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **MERRL (HR SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Answer to Q2:**

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Course: IMBA Semester: **9TH** Subject: **MERRL (HR SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q3.** What are the salient features of factory Act? Explain the provisions under the factory Act 1948 with respect to employee safety and welfare.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **MERRL (HR SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q4.** What are the criteria for eligibility for Bonus under Bonus Act 1965? Explain the payment of minimum and maximum bonus with reference to payment of Bonus Act 1965.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **MERRL (HR SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q5.** Explain forfeiture of gratuity under different circumstances. Discuss the power of inspector under the payment of Gratuity Act 1972.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **MERRL (HR SPL)**

Total No. of pages submitted: \_\_\_\_\_

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **MTD (HR SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Q1.** Discuss the method of training. Which one you consider the most suitable for developing middle level manager and why.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **MTD (HR SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Answer to Q1:**

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Course: IMBA Semester: **9TH** Subject: **MTD (HR SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Q2.** Develop at least three sample training modules for supervisor, duly pointing out their objective, course contents, eligibility of participants, duration. Etc.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **MTD (HR SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Answer to Q2:**

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Course: IMBA Semester: **9TH** Subject: **MTD (HR SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Q3.** What is training calendar? Why an organization requires a training calendar for software development organization.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **MTD (HR SPL)**

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Course: IMBA Semester: **9TH** Subject: **MTD (HR SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Q4.** What do you mean by training aid? Outline the different types of training aid using in an organization.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **MTD (HR SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Q5.** Identify the different types of manpower training in an organization. What is the important purpose served by training?

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **MTD (HR SPL)**

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**Answer to Q5:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **CB (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q1.** Write the importance of Consumer Behavior.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **CB (MM SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Answer to Q1:**

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Course: IMBA Semester: **9TH** Subject: **CB (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q2.** Explain consumer research process with examples.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **CB (MM SPL)**

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**Answer to Q2:**

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**Q3.** Elaborate different method of data collection.

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Course: IMBA Semester: **9TH** Subject: **CB (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q4.** Why marketing segmentation is necessary? Justify your opinion.

**Ans:**

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**Answer to Q4:**

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Course: IMBA Semester: **9TH** Subject: **CB (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q5.** What is Consumerism? How it related to current marketing practices.

**Ans:**

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**Answer to Q5:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **APM (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q1.** Define Advertisement. Describe the functions of advertising as a marketing process.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **APM (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Answer to Q1:**

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Course: IMBA Semester: **9TH** Subject: **APM (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q2.** Discuss the different types of sales persons. Explain the selection process.

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**Answer to Q2:**

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Course: IMBA Semester: **9TH** Subject: **APM (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q3.** Describe the Structure of the Organization of Ad Agency. Discuss about the various department.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **APM (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

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Course: IMBA Semester: **9TH** Subject: **APM (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q4.** Define Client- Agent relationship describe the reasons of breaking Client- Agent relationship and discuss the different principles to settle Client- Agent Dispute.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **APM (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Answer to Q4:**

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**Q5.** A consistency is observed between advertising goals and communication task. Discuss the same in the light of DAGMAR approach.

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **SDM (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q1.** Write the importance of sales force management.

**Ans:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **SDM (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Answer to Q1:**

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Course: IMBA Semester: **9TH** Subject: **SDM (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q2.** Differentiate between customer promotion and dealer promotion.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **SDM (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Answer to Q2:**

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Course: IMBA Semester: **9TH** Subject: **SDM (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q3.** What are the different methods of sales forecast?

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **SDM (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Answer to Q3:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **SDM (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q4.** Examine the functions and responsibilities of Sales manager.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **SDM (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Answer to Q4:**

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Course: IMBA Semester: **9TH** Subject: **SDM (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q5.** Write different type of sales training. Explain the importance of sales training in business..

**Ans:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **SDM (MM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Answer to Q5:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **FMI (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q1.** Define Financial System. Explain the interaction between financial and real sectors of the economy.

**Ans:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **FMI (FM SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Answer to Q1:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **FMI (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q2.** Define financial services. Describe its role and objectives for the economic growth.

**Ans:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **FMI (FM SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Answer to Q2:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **FMI (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q3.** Once a currency crisis occurs, explain the three different channels by which devaluation increases asymmetric information and leads to financial crisis.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **FMI (FM SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Answer to Q3:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **FMI (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q4.** Define stock exchange and explain its functions.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **FMI (FM SPL)**

Total No. of pages submitted: \_\_\_\_\_

**Answer to Q4:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **FMI (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q5.** Describe New Issue Market and its relationship with Stock exchange.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **FMI (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Answer to Q5:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **MBFS (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q1.** What do you mean by Merchant Banking? Discuss its various role and functions.

**Ans:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **MBFS (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Answer to Q1:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **MBFS (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q2.** Discuss the various steps are involved in a Lease arrangement.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **MBFS (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Answer to Q2:**

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Course: IMBA Semester: **9TH** Subject: **MBFS (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q3.** Discuss the rationale of investment companies. Do they outsmart the market?

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **MBFS (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q4.** Define settlement. Discuss the different types of settlement of transaction in a stock exchange.

**Ans:**

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**Answer to Q4:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **MBFS (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q5.** State and explain how the Financial Services are different from other services.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **MBFS (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Answer to Q5:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **SAPM (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q1.** What do you mean by Fundamental Analysis? Explain the Economy Industry Company Analysis framework..

**Ans:**

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Student Name: \_\_\_\_\_ Enrollment No.: \_\_\_\_\_

Course: IMBA Semester: **9TH** Subject: **SAPM (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Answer to Q1:**

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Course: IMBA Semester: **9TH** Subject: **SAPM (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q2.** What do you mean by Risk & Return? Discuss various types of risk.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **SAPM (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Answer to Q2:**

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Course: IMBA Semester: **9TH** Subject: **SAPM (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q3.** Discuss the capital asset Proving Model.

**Ans:**

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Course: IMBA Semester: **9TH** Subject: **SAPM (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q4.** How to evaluate the performance of various portfolio? Explain framework for evaluation of portfolio performance.

**Ans:**

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**Answer to Q4:**

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Course: IMBA Semester: **9TH** Subject: **SAPM (FM SPL)** Total No. of pages submitted: \_\_\_\_\_

**Q5.** A portfolio consists of three securities M, N and O worth the following parameters.

**Ans:**

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