

(2 Yr.) - III - S - MBA - P - 1330302109 -

(MCSI) - (R & B)

**2023**

**Full Marks - 70**

**Time - As in the Programme**

*The figure in the right hand margin indicate marks.*

*Answer ALL questions.*

**Section – A**

**(Word Limit - 700 - 1000)**

Answer any THREE : [12 x 3 = 36

1. Define change. Discuss the objectives and different types of change. Outline the most frequent Causes of change in an organization.
2. What do you understand by Organization Development ? What are its characteristics and objectives ? Explain in detail the models of Organizational Development.

[ Cont...

3. Define Corporate Social Responsibility ? Describe the different types and structure of CSR ?
4. Why people resist to change ? Discuss the different steps taken by the change agent to minimize such resistance ?
5. What is Merger Acquisition ? Discuss the different types of Merger Acquisition.

**Section – B**

**(Word Limit - 500)**

Answer any THREE : [8 x 3 = 24

1. Write a detail note on Halls theory of cross cultural dimensions.
2. Define expatriate and inpatriate. Explain its selection process for global assignment.
3. How can one diagnose the various organizational development processes ? Describe the Organizational Development process in detail.

[ Cont...



[ 3 ]

4. Discuss TQM as an organization improvement technique.
5. Describe the internal and external forces that create the need for change in organisation.

**Section – C**

**(Word Limit - 300)**

Answer any TWO : [5 x 2 = 10

1. Explain the Lewin's model of change.
2. Explain differences between PCN's HCN's and TCN's.
3. What do you mean by LPG and EPRG ? How EPRG is applicable in cross cultural Management ?
4. Define organization vision and strategies. Explain the different elements of Vision.



**(2 Yr.) - III - S - MBA - P - 1330302109 -**

**(MCSI) - (R & B)**

**Dt. 29.01.2024**

(2 Yr.) - III - S - MBA - P - 1330302110 -

(POM) - (R & B)

**2023**

**Full Marks - 70 .**

**Time - As in the Programme**

*The figure in the right hand margin indicate marks.*

*Answer ALL questions.*

**Section – A**

**(Word Limit - 700-1000)**

Answer any THREE : [12 x 3 = 36

1. What is Production ? What is the difference between Production & Manufacturing ? Briefly discuss the duties of a Production Manager.
2. Explain in details the different ways of designing a new product ?
3. Explain in details the various types of production process.
4. XYZ Ltd. is planning to setup a new warehouse at Uttar Pradesh to cater it's products to the UP market. The coordinate locations of different towns in Uttar Pradesh & the average Annual Load as per the forecast of the marketing department are as per the table given below. The cost of transportation per unit product and

[ Cont...



unit distance is Rs. 10/-. Using Median Method & Centre of Gravity Method suggest the coordinate location of the New Warehouse so that the cost of transportation will be economical for XYZ Ltd.

| Facility (F) | Coordinate location (x, y) | Cost (C) of covering one unit by unit distance (Rs.) | Annual load (L) units |
|--------------|----------------------------|--|-----------------------|
| Bareilly     | (10, 80)                   | 10   | 452                   |
| Shajahanpur  | (30, 60)                   | 10   | 678                   |
| Gonda        | (80, 50)                   | 10   | 483                   |
| Kanpur       | (50, 10)                   | 10   | 711                   |
| Sultanpur    | (80, 10)                   | 10   | 539                   |

5. In a project the different activities, estimated time for the completion of the activities in no of days & the required predecessor are as per the table given below. Draw a Network diagram for the Project and give an estimate for completion of the project.

| <u>Task</u> | <u>Time in days</u> | <u>Required Predecessor</u> |
|-------------|---------------------|-----------------------------|
| A           | 1                   | Nil                         |
| B           | 4                   | A                           |
| C           | 2                   | A                           |
| D           | 2                   | A                           |
| E           | 3                   | D                           |
| F           | 3                   | D                           |
| G           | 2                   | E                           |
| H           | 1                   | F,G                         |
| I           | 3                   | C,H                         |
| J           | 2                   | B                           |

[ Cont...

Section – B

(Word Limit - 500)

Answer any THREE : [8 x 3 = 24

1. Explain ABC classification with the help of a suitable numerical example.
2. Explain breakeven analysis.
3. What are the costs associated with Inventory ?  
Alpha industry estimate that it will sell 12,000 units of it's product for the forth coming year. The ordering cost is Rs. 100 per order and the carrying cost per year is 20% of the purchase price per unit. The purchase price per unit i Rs. 50/-. Find
  - (a) Economic order quantity (EOQ).
  - (b) No of orders per year.
  - (c) Time between successive orders.
4. Explain the different factors affecting the location of a facility.
5. Explain the different strategies adopted in aggregate production planning for manpower.

[ Cont...



[ 4 ]

**Section – C**

**(Word Limit - 300)**

Answer any TWO : [5 x 2 = 10

1. What are the advantages & disadvantages of Automation.
2. Explain the Fulkerson's rule numbering of nodes.

3. **Activity      Pre Activity      Duration in Weeks**

|   |      |   |
|---|------|---|
| A | Nil  | 5 |
| B | Nil  | 4 |
| C | B    | 8 |
| D | A, C | 4 |
| E | B    | 8 |

Draw the network for the above project & find out the critical path:

4. What is the Product Life Cycle ? Explain briefly.



**(2 Yr.) - III - S - MBA - P - 1330302110 -**

**(POM) - (R & B)**

**Dt. 30.01.2024**

(2 Yr.) - III - S - MBA - P - 1330302111 -

(ED) - (R & B)

**2023**

**Full Marks - 70**

**Time - As in the Programme**

*The figure in the right hand margin indicate marks.*

*Answer ALL questions.*

**Section – A**

**(Word Limit - 700-1000)**

Answer any THREE : [12 x 3 = 36

1. Briefly explain the contribution of an entrepreneur towards the economic growth of the nation. Write down the different characteristics on an entrepreneur.
2. What are the needs of EDP in enhancing the entrepreneurial quality among the entrepreneurs ? Discuss the roles of FDP.

[ Cont...



[ 2 ]

3. Define project appraisal ? What are the different factors to be considered during the appraisal of a project ?
4. How government promotes the small scale units ? What are the legal requirements made by the government for the registration of a SSI ?
5. What are the needs of incentives and subsidies for a new enterprise ? What are the role of government towards the same ?

**Section - B**

**(Word Limit - 500)**

Answer any THREE : [8 x 3 = 24

1. What are the challenges faced by the women entrepreneurs in setting up a unit ? How the different types of women entrepreneurs are distinguished ?
2. How the socio-economic environment influences the entrepreneurship ?
3. Describe the different sources of generating business idea and how it is helpful in preparation of business project ?

[ Cont...

[ 3 ]

4. Discuss the contribution of SSI towards the socio economic development of the environment.
5. What are the challenges faced by the SSI and how the challenges are faced by the entrepreneurs ?

**Section – C**

**(Word Limit - 300)**

Answer any TWO :

[5 x 2 = 10

1. Entrepreneur vs. Businessman.
2. Sources of Finance.
3. Social Responsibility of Business.
4. Industrial Sickness.



**(2 Yr.) - III - S - MBA - P - 1330302111 -**

**(ED) - (R & B)**

**Dt. 31.01.2024**



(2 Yr.) - III - S - MBA - P - 1330302112 -

(BIM) - (R & B)

**2023**

**Full Marks - 70**

**Time - As in the Programme**

*The figure in the right hand margin indicate marks.*

*Answer ALL questions.*

**Section - A**

**(Word Limit - 700-1000)**

Answer any THREE : [12 x 3 = 36

1. Describe the components of a modern banking system and explain how they function together to facilitate financial intermediation.
2. What factors should a bank consider while formulating its loan policy, and how does this policy impact the bank's risk management framework ?
3. Why is Customer Relationship Management (CRM) crucial for banks in today's competitive landscape ? Discuss its role in customer retention and loyalty.

[ Cont...

4. Describe the key management functions specific to the insurance industry and how they differ from those in other financial sectors.
5. What are the key categories of bank records, and how do they differ in terms of their importance for the bank's operations and regulatory requirements ?

**Section - B**

**(Word Limit - 500)**

Answer any THREE : [ 8 x 3 = 24

1. Give a brief note on :
  - (a) Role of Development Officer.
  - (b) Commercial General Insurance Products.
2. Discuss the RBI's role in maintaining financial stability and fostering a sound banking system in India.
3. How does a bank assess credit risk, and what tools or methodologies are commonly used for credit risk management ?
4. What are the key procedures and documents required for opening a personal bank account, and how do these differ for various types of accounts ?

[ Cont...



5. Describe the components of a bank's balance sheet and explain how each category reflects the financial health and performance of the institution.

**Section – C**

**(Word Limit - 300)**

Answer any TWO : [5 x 2 = 10

1. Discuss the procedure of granting license to insurance agents.
2. What are the key functions of a commercial bank, and how do these functions contribute to the economy ?
3. Explain the concept of insurable interest and its significance in insurance contracts.
4. Discuss the importance of credit appraisal in the loan disbursement process.



**(2 Yr.) - III - S - MBA - P - 1330302112 -**

**(BIM) - (R & B)**

**Dt. 01.02.2024**

**(2 Yr.) - III - S - MBA - P - 1330302113 -**  
**(MIS) - (R & B)**

**2023**

**Full Marks - 70**

**Time - As in the Programme**

*The figure in the right hand margin indicate marks.*

*Answer ALL questions.*

**Section - A**

**(Word Limit - 700-1000)**

Answer any THREE : [12 x 3 = 36

1. Explain the impact of information system on organization and society. Discuss information system for strategic advantage.
2. What is SDLC ? Discuss different phase of SDLC.
3. Write notes :
  - (a) Business Intelligence.
  - (b) TCP/IP suite

[ Cont...



[ 2 ]

4. What is a Marketing Information System ? Discuss the marketing decision which can help in growth of an organization.
5. Define computer networks Discuss the complete LAN, MAN, WAN, write internet in detail.

**Section – B**

**(Word Limit - 500)**

Answer any THREE :

[8 x 3 = 24

1. Describe the concept of computational support for planning.
2. Explain the managerial function, planning and control.
3. What are the component of DBMS ?
4. Explain how MIS is different from decision support systems.
5. Define End-user computing and explain its types.

[ Cont...

[ 3 ]

**Section – C**

**(Word Limit - 300)**

Answer any TWO :

[5 x 2 = 10

1. What are steps in data processing.
2. Explain Strategic Information System with its relevance.
3. Define security and control issues in information system.
4. Explain Entity-Relationship diagram giving example.



**(2 Yr.) - III - S - MBA - P - 1330302113 -**

**(MIS) - (R & B)**

**Dt. 03.02.2024**



(2 Yr.) - III - S - MBA - P - 1330302114 -

(IBF) - (R & B)

**2023**

**Full Marks - 70**

**Time - As in the Programme**

*The figure in the right hand margin indicate marks.*

*Answer ALL questions.*

**Section – A**

**(Word Limit - 700-1000)**

Answer any THREE : [12 x 3 = 36]

1. Define International Business ? Discuss the EPRG approaches for International business ? Mention different stages of internationalization of a business ?
2. Define exchange rate ? How it is determined ? Enlist the merits and demerits of Fixed and Floating Exchange Rate system ?
3. Write an essay on merits and demerits of Multi National Corporations (MNCs) for host country as well as home country ?

[ Cont...

4. What is International Monetary Fund (IMF) ?  
What are its functions ? Throw light on different types of lending arrangement made by it to tackle BOP crisis faced by member countries ?
5. Define Balance of Payment (BOP) ? What are its components ? Does Balance of Payment statement always balance ?

**Section – B**

**(Word Limit - 500)**

Answer any THREE : [8 x 3 = 24

1. What do theories of international business indicate ? Elaborate different modern / firm specific theories of International Business ?
2. Differentiate between GATT and WTO ? Mention important functions and agreements of WTO ?
3. Elaborate various stages of cultural shock faced by an expatriate ? How it can be overcome by MNCs ?
4. What is foreign investment ? What are its types ? How far foreign direct investment is different from foreign portfolio investment ?

[ Cont...



5. What are various institutions included in World Bank group? Decrypt the function of each institution included in the World Bank group separately?

Section – C

(Word Limit - 300)

Answer any TWO : [5 x 2 = 10

1. What is the main point of difference between domestic business and international business?
2. What are different forms of regional block / economic integration?
3. Who are different participants of FOREX market?
4. Discuss different tariff and non-tariff barriers of international trade?



(2 Yr.) - III - S - MBA - P - 1330302114 -

(IBF) - (R & B)

Dt. 02.02.2024

(2 Yr.) - III - S - MBA - P - 1330302115 -

(RM) - (R & B)

**2023**

**Full Marks - 70**

**Time - As in the Programme**

*The figure in the right hand margin indicate marks.*

*Answer ALL questions.*

**Section – A**

**(Word Limit - 700-1000)**

Answer any THREE : [12 x 3 = 36

1. What is the meaning of measurement in research? What difference does it make whether we measure in terms of a nominal, ordinal, interval or ratio scale? Explain giving examples.
2. What do you mean by research? Briefly describe the different steps involved in a research process.
3. Why probability sampling is generally preferred in comparison to non-probability sampling? Explain the procedure of selecting a simple random sample.

[ Cont...



[ 2 ]

4. How do you define a research problem ? Give three examples to illustrate your answer.
5. Set up an analysis of variance table for the following per acre production data for three varieties of wheat, each grown on 4 plots and state if the variety differences are significant. (Critical value =  $F(2, 9) = 4.26$ )

| <u>Plot of land</u> | <u>Variety of wheat Per acre</u> |          |          |
|---------------------|----------------------------------|----------|----------|
|                     | <u>A</u>                         | <u>B</u> | <u>C</u> |
| L-1                 | 6                                | 5        | 5        |
| L-2                 | 7                                | 5        | 4        |
| L-3                 | 3                                | 3        | 3        |
| L-4                 | 8                                | 7        | 4        |

**Section – B**

**(Word Limit - 500)**

Answer any THREE : [8 x 3 = 24

1. Explain the meaning and significance of a Research design.
2. Enumerate the different methods of collecting data. Which one is the most suitable for conducting enquiry regarding family welfare programme in India ? Explain its merits and demerits.
3. Describe the different types of research, clearly pointing out the difference between an experiment and a survey.

[ Cont...

4. The foreman of a certain mining company has estimated the average quantity of ore extracted to be 34.6 tons per shift and the sample standard deviation to be 2.8 tons per shift, based upon a random selection of 6 shifts. Construct 95% confidence interval for the average quantity of ore extracted per shift. (Critical value = 2.571)
5. The mean produce of wheat of a sample of 100 fields is 200 lbs. per acre with a standard deviation of 10 lbs. Another sample of 150 fields gives the mean of 220 lbs. with a standard deviation of 12 lbs. Can the two samples be considered to have been taken from the same population whose standard deviation is 11 lbs. ? Use 5 per cent level of significance. (Critical value = 1.96)

### Section – C

(Word Limit - 300)

Answer any TWO : [5 x 2 = 10

1. Write short notes on Criteria of good research.
2. Write short notes on process of report writing.
3. What are Extraneous variables.
4. What is cluster sample ?



(2 Yr.) - III - S - MBA - P - 1330302115 -

(RM) - (R & B)

Dt. 06.02.2024



(2 Yr.) - III - S - MBA - P - 1330302116 -

(BEE) - (R & B)

**2023**

**Full Marks - 70**

**Time - As in the Programme**

*The figure in the right hand margin indicate marks.*

*Answer ALL questions.*

**Section - A**

**(Word Limit - 700-1000)**

Answer any THREE : [12 x 3 = 36

1. What is business environment ? Explain how the micro & macro-economic environment of business can accelerate the economic development.
2. What are the different objectives of Monetary policy ? Discuss the role of Monetary policy towards the creation of Credit and creation of demand for Money supply with suitable examples.

[ Cont...

[ 2 ]

3. Define MRTP Act. Discuss the importance of unfair trade practices and Monopolistic trade practices.
4. What do you understand by GATT & its various rounds ? Discuss the formation & functions of WTO.
5. Discuss the different types of Financial Institutions present in India. Explain the contributions of financial institutions towards economic development.

**Section – B**

**(Word Limit - 500)**

Answer any THREE :

[8 x 3 = 24

1. What is Social responsibilities of business ? Discuss the factors of its. Also discuss the advantages and disadvantages of it.
2. What is Fiscal Policy ? Explain the objective of fiscal policy & discuss the factors responsible for Fiscal Deficit.

[ Cont...



[ 3 ]

3. Write a note on the LPG concept and discuss the effect of LPG on the economic growth of India.
4. Discuss the salient feature of Industrial policy resolution of 1956 and new Industrial Policy 1991.
5. Write a note on the Price distribution and control.

**Section – C**

**(Word Limit - 300)**

Answer any TWO : [5 x 2 = 10

1. Briefly explain the features of consumerism in India.
2. Discuss the role of RBI in India.
3. Briefly explain the causes of Industrial Sickness.
4. Write a note on Commodity Exchange.



**(2 Yr.) - III - S - MBA - P - 1330302116 -**

**(BEE) - (R & B)**

**Dt. 05.02.2024**