



Symbol of Excellence

H.K. Hi-Tech

College of Commerce & Science

MBA 2nd Semester, CP – 201 (Human Resource Management)

Attempt any five questions:

- Q.1 What do you mean by Human Resource Management? Explain managerial and operative functions of HRM.
 Q.2 What is human Resource planning? Explain objective and process of HRP.
 Q.3 What is the difference between recruitment and selection? Explain the process of selection.
 Q.4 What do you mean by the term development? Explain various techniques of developing managers in organizations.
 Q.5 Define performance Appraisal why do organizations appraise the performance of employees? Explain modern methods of performance appraisal.
 Q.6 What factors affect the salary determination? Explain the salary fixation mechanism in India.
 Q.7 What do you mean by Trade Union? Why are trade unions formed? Explain the problems of trade unions.
 Q.8 Explain any two of the following: (a) Succession planning (b) Job Analysis (c) Induction (d) Employee Empowerment



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Attempt any five questions:

- Q.1 Define the term Human Resource Management. Explain the various functions of human resource management.
 Q.2 Why human resource planning has attained particular significance in the present day context? Discuss the process of human resource planning.
 Q.3 What are the methods of manpower recruitment? Discuss each of them with their relative merits and demerits.
 Q.4 What is the difference between training and development? Explain in brief the various methods of employee development.
 Q.5 While comparing performance appraisal and potential evaluation discuss which of the two is more useful? How will you assess the performance of the employees?
 Q.6 Distinguish between Career Planning and Succession Planning. Discuss the stages of carrier planning.
 Q.7 Discuss any two of the following: (a) Role description (b) Employee empowerment (c) Employee induction
 Q.8 Write notes on any two of the following:
 (a) Various tests used in employee selection. (b) Explain two methods of job evaluation with relevant examples.
 (b) Give a brief overview of grievance management mechanism. (c) What are the problems of Trade Unions?



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MBA 2nd Semester, CP – 202 (Financial Management)

Attempt any five questions:

- Q.1 What is meant by Financial Analysis? Discuss the procedure of computing the following ratios with illustrations:
 (a) Liquidity Ratios (b) Management Efficiency Ratios (c) Solvency Ratios (d) Profitability Ratios
 Q.2 Discuss the following aspects of financial decision-making process: (a) Cost-Volume-Profit Analysis (b) Time Value of Money.
 Q.3 Define the term leverage? What is the use of leverage in financial decision-making? How would you compute debt capacity of a firm?
 Q.4 Sumit Electronics is considering a proposal to replace one of its machines. In this regard, the following information is available:
 The existing machine was bought 3 years ago for Rs. 10 lacs. It was depreciated at 25 per cent p.a. on reducing balance basis. It has remaining useful life of 5 years, but its annual maintenance cost is expected to increase by Rs. 50,000 from the sixth year of its installation. Its present realisable value is Rs. 6 lakh. The company has several machines, having 25 percent depreciation.
 The new machine cost Rs. 15 lacs and is subject to the same rate of depreciation. On sale after 5 years, it is expected to net Rs. 9 lacs. With the new machine, the annual operating costs (excluding depreciation) are expected to decrease by Rs. 1 lac. in addition, the new machine would increase productivity on account of which net revenues would increase by Rs. 1.5 lack annually.
 The tax rate applicable to the firm is 35% and the cost of capital is 10%. Is the proposal financially viable? Advise on the basis of NPV of the proposal.
 Q.5 Discuss merits and demerits of the following instruments of finance:
 (a) Debentures (b) FCCBs (c) Deep Discount Bonds (d) GDRs.
 Q.6 Explain, with illustrations, the methods of computing cost of capital of:
 (a) Equity Capital (b) Retained Earnings (c) Debt Cost.
 Q.7 What do you understand by 'Optimum Capital Structure'? Discuss the factors affecting the choice of a capital structure.
 Q.8 Describe the following in 50 words each:
 (a) Stable Dividend Policy (b) Optimization Financial Models (c) Financing Mix of Working Capital
 (d) Motives of Holding Cash (e) Receivables Management (f) ABC Inventory Control Technique.



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Attempt any five questions:

- Q.1 (a) What are the basic financial decisions? How do they involve risk-return trade off?
 (b) In what ways is the wealth maximisation objective superior to the profit maximization objective? Explain.
- Q.2 Two firms X Ltd. and Y Ltd., sell identical products in the same market. Their budget profit and loss account for the year ending on 30 June, 2005 are as follows:

	X Ltd.		Y Ltd.	
	Rs.	Rs.	Rs.	Rs.
Sales		4,00,000		4,00,000
Less:				
Variable Cost	3,20,000		2,80,000	
Fixed Cost	<u>40,000</u>	<u>3,60,000</u>	<u>80,000</u>	<u>3,60,000</u>
Net Profit		<u>40,000</u>		<u>40,000</u>

- You are required to:
- (a) Calculate the Break-Even point for each firm
 (b) State what shall be the likely effect on the profit of the firm in conditions of
 (i) Increasing demand for product (ii) Falling demand for product.
- Q.3 (a) A company is expected to pay a dividend of Rs. 4 per share next year. The dividend are expected to grow perpetually at the rate of 8%. Find out the share's price today if the market capitalises dividend at 12%?
 (b) Explain the concept of valuation of securities. Why is the valuation concept relevant for financial decision-making purpose?
- Q.4 An equipment 'A' has a cost of Rs. 75,000 and net cash flow of Rs. 20,000 per year for six years. A substitute equipment 'B' would cost Rs. 50,000 and generate net cash flow of Rs. 14,000 per year for six years. the required rate of return of both equipments is 11%. Calculate the IRR and NPV for each equipment. Which equipment should be accepted and why?
- Q.5 (a) Define Cost of Capital? Explain its significance in financial decision-making.
 (b) How is weighted average cost of capital calculated? What weights should be used in its calculations?
- Q.6 Explain the position of M-M in the issue of an optimum capital structure, ignoring the corporate income taxes. Use an illustration to show how home-made leverage by an individual investor can be replicate the same risk and return as provided by the levered firm.
- Q.7 Discuss features, merits and demerits of the following sources of finance:
 (a) Retained Earnings
 (b) Deep discount bonds (c) Convertible debentures (d) Trade Credit Limit (e) Call Money Market.
- Q.8 (a) What is the concept of Working Capital Cycle? Why is it important in working capital management? Give an example to illustrate the operating cycle concept.
 (b) How is working capital affected by: (i) Sales (ii) Technology and Production Policy (iii) Inflation? Explain.



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Attempt any five questions:

- Q.1 Assuming wealth maximization to be the objective of financial management, show how the financing, investment and dividend decision of a company can help to attain this objective.
- Q.2 Examine the various techniques employed to adjust the time value of money.
- Q.3 Write is Cost of Capital?
 A company issues 10,000 10% preference shares of Rs. 100 each. Cost of issues is Rs. 2 per share. calculate cost of preference capital if these shares are issued (a) at par (b) at 10% premium (c) at 5% discount.
- Q.4 The consequences of over-capitalization are far more serious than of 'under-capitalization'. Discuss.
- Q.5 Discuss the various approaches to determine an appropriate financing mix of working capital.

Or

- What shall be the repercussions if a firm has (a) redundant working capital (b) inadequate working capital.
- Q.6 What is A-B-C Analysis? How is it useful as a tool of inventory management?
- Q.7 Explain the various factors which influence the dividend decisions of an enterprise.
- Q.8 Explain any two of the following:
 (a) Operating Leverage (b) Optimum Capital Structure (c) Capital budgeting.



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MBA 2nd Semester, CP – 203 (Marketing Management)

Attempt any five questions:

- Q.1 What is Marketing? Explain the different concepts of marketing with examples.
 Q.2 Explain the various constituents of marketing environment. Also discuss its significance.
 Q.3 Write a detailed note on Marketing Information System.
 Q.4 Explain the concept of segmenting, targeting and positioning. Also discuss the bases of segmentation.
 Q.5 Write the various strategies for marketing mix at different stages of product life-cycle with examples.
 Q.6 Discuss in detail the different steps involved in New Product Development.
 Q.7 Discuss in brief the components of promotion mix with suitable examples.
 Q.8 Write short notes on any two of the following: (a) Branding and Packaging (b) Pricing Management
 (c) Channel Management (d) New Issues in Marketing



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MBA 2nd Semester, CP – 204 (Production & Operations Management)**H.K. Hi-Tech**

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Attempt any five questions:

- Q.1 Differentiate between production and operations management. Describe the scope of operations management.
 Q.2 State the factors to be borne in mind while deciding layout of a plant. What are the advantages and limitations of product layout? Under what conditions you would recommend it?
 Q.3 Using suitable illustrations, discuss the different types of control charts used in statistical quality control.
 Q.4 Describe the technique of Economic Lot Size.
 Q.5 Discuss in detail the organization and working of receiving section in stores department of a big manufacturing organization.
 Q.6 Discuss organizational aspects of maintenance activity in an organization. How can you select an optimum maintenance program?
 Q.7 Explain sequence analysis and critical path method. What are the differences between Gantt and PERT charts?
 Q.8 Write notes on the following: (a) Line Balancing (b) ISO-9000



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MBA 2nd Semester, CP – 204 (Production & Operations Management)**H.K. Hi-Tech**

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Attempt any five questions:

- Q.1 Discuss the importance of facilities location decision in operations planning. In order to attract more industries to the industrially backward areas in India, what measures would you suggest?
 Q.2 Good organization is a key factor in the management of maintenance. Discuss.
 Q.3 What is the role of statistics in quality control? Give examples of the situations where statistics is applicable and where it is not applicable.
 Q.4 What are the basic assumptions underlying the classical economic order quantity model? Derive its formula.
 Q.5 Write notes on the following: (a) Capacity Planning (b) Scheduling
 Q.6 Define Production and Operations Management. Discuss the different types of manufacturing systems.
 Q.7 What are the objectives of purchasing management? What are the merits and demerits of centralized and decentralized buying?
 Q.8 Write notes on the following: (a) Line Balancing (b) Product Layout



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MBA 2nd Semester, CP – 206 (Research Methodology)**H.K. Hi-Tech**

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Attempt any five questions:

- Q.1 Explain the concept of Research Methodology. What are the steps in research process?
 Q.2 Write short notes on the following: (a) Research objectives (b) Bayesian Decision Theory
 Q.3 Explain critically various types of Research Designs.
 Q.4 Discuss the advantages and limitations of questionnaire method of primary data collection.
 Q.5 What is the significance of sample selection in research? Explain the factors which should be considered while selecting a sample for research project.
 Q.6 Explain in detail the uses of SPSS and other software packages in research.
 Q.7 Discuss the multidimensional scaling and clustering methods in research process.
 Q.8 Explain the following: (a) ANOVA (b) Factor Analysis



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MBA 2nd Semester, CP – 206 (Research Methodology)

Attempt any five questions:

- Q.1 Define the concept of Research. How do you formulate a research problem?
 Q.2 Do we follow the same kind of research process in all types of research? Explain.
 Q.3 Majority of the research designs are exploratory cum descriptive in nature in social sciences. How?
 Q.4 Under what circumstances a researcher uses in-depth interviews, focus group and projective techniques for data collection? Explain.
 Q.5 Suppose you are a manufacturer of the colour TV, you are to judge the attitude of the target market's consumers. How will you proceed?
 Q.6 Elaborate the different dimensions of motivational research. Why is it not so successful in case of India?
 Q.7 How has the use of SPSS become very handy for the modern day researchers?
 Q.8 Write short notes on the following: (a) Discriminant Analysis (b) Conjoint Analysis (c) Factor Analysis



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MBA 2nd Semester, CP – 205 (Statistical Analysis)

Attempt any five questions:

- Q.1 (a) Discuss the roles of measures of central tendency and measures of variability in business decision making.
 (b) Calculate Karl Pearson's coefficient of skewness from the following data:

Marks above	No. of students
0	150
10	140
20	100
30	80
40	80
50	70
60	30
70	14
80	0

- Q.2 (a) Write short notes on the following: (i) Additive rule of probability (ii) Normal distribution
 (b) One bag contains 5 red balls and 3 white balls. A second bag contains 4 red balls and 7 black balls. If one ball is drawn at random from each bag, what is the probability that both are of the same colour?
 Q.3 Explain and illustrate with the help of suitable examples the reasons and theoretical basis of sampling. What precautions should be taken while collecting sampled data through mail questionnaire method?
 Q.4 Distinguish between correlation and regression. From the following data obtain two regression equations and also calculate co-efficient of correlation:

X	:	2	4	6	8
Y	:	5	10	7	14

- Q.5 Distinguish between parametric and non-parametric tests. In an experiment of antimalaria the following results were obtained:

Treatment	Fever	No Fever	Total
Quinine	12	28	40
No Quinine	48	12	60
Total	60	40	100

Discuss the effectiveness of quinine in checking malaria.

- Q.6 Distinguish between estimate, estimation and estimator. Also discuss the properties of good estimator.
 Q.7 What is the importance of Index Numbers in business decision making? From the following data construct price index number with the help of weighted average method:

Commodity	P_0 (Rs.)	q_0	P_1 (Rs.)
Wheat	3	40 kg	4
Gram	6	20 kg	8
Sugar	2	10 kg	3

- Q.8 Explain and illustrate the basic principles underlying the control chart. Discuss how control limits are determined for: (i) Mean chart and (ii) Range chart