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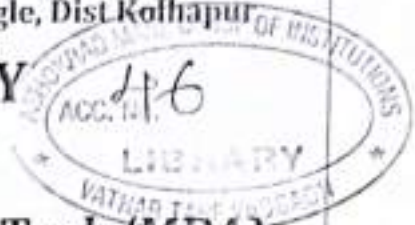
QUESTION PAPER: (B. Tech/M. Tech/MBA)

Class: MBA-II

Dept: MBA-II

Exam date: August - 2022
/ / 20

Paper Quantity: 20



Objective Type Que paper - Covid-19

Velocity of slider D is 20 cm/s

$$v_E = \frac{0.2}{0.5} = 0.4 = 40 \text{ cm/s}$$

Velocity of slider = 40 cm/s

51 cm/s



21.2 MDA II -
Seat No.:

MARCH - 2022 (Summer session) Examination

Subject Code: 74370

(विद्यार्थीनी हा विषय कोड OMR पर लिखना / Student should fill this code on OMR sheet)

Subject Name: Master of Business Administration (CR/CBCS) _74370_74370 - Management Accounting_23.08.2022_10.00 AM

Date: 23-08-2022

Time: 10:00:00 to 11:00:00

QP Code: 10684QP

Total Marks : 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr

1. ____ is the scope of financial accounting.

- a. Collection and processing of data
- b. Verifying or auditing data
- c. Publishing data
- d. All of the above

2. Which is not a limitation of financial accounting?

- a. Inadequate information to fix up the price of products manufactured
- b. Lack of data for comparison of cost of operation of the firm with other firms in the industry
- c. The data available is historical in nature
- d. Complies with the various legal requirements

3. The overriding purpose of financial accounting is to summarize financial activity in business in the ____

- a. profit and loss statement
- b. balance sheet
- c. cash flow statement
- d. all of the above

4. ____ is concerned with the duties of the financial managers in the business firm.

- a. Financial Management
- b. Accounting Management
- c. Personnel Management
- d. Merger

5. Overhead cost is the total of ____

- a. all indirect costs.
- b. all direct costs.
- c. indirect and direct costs.
- d. all specific costs



6. Multiple costing is a technique of using two or more costing methods for ascertainment of cost by ____

- a. the same firm.
- b. the several firms.
- c. the same industry.
- d. the several industries.

7. Office and administrative expenses can be charged on the basis of ____

- a. material cost.
- b. labour cost.

c. prime cost.

d. factory cost.

8. The ratios which reveal the final result of the managerial policies and performance is ____.

a. turnover ratios.

b. profitability ratios.

c. short term solvency ratio.

d. long term solvency ratio.

9. Preliminary expenses is an example of ____

a. fixed assets.

b. current assets.

c. fictitious assets.

d. current liabilities.

10. The ratio which shows the proportion of profits retained in the business out of the current year's profits is ____

a. retained earnings ratio.

b. pay out ratio

c. earnings per share.

d. price earnings ratio.

11. Which of the following are characteristics of B.E.P?

a. There is no loss and no profit to the firm. b. Total revenue is equal to total cost.

c. Contribution is equal to fixed cost. d. All of the above.

12. Which of the following are limitations of break-even analysis?

a. Static concept

b. Capital employed is taken into account.

c. Limitation of non-linear behavior of costs

d. Limitation of presence of perfect competition.

13. Given selling price is Rs 10 per unit, variable cost is Rs 6 per unit and fixed cost is Rs 5,000. What is break-even point?

a. 500 units

b. 1,000 units

c. 1,250 units

d. None of the above

14. Given selling price is Rs 20 per unit, variable cost is Rs 16 per unit contribution is:

a. Rs 1.25 per unit

b. Rs 4 per unit

c. Rs 0.8 per unit

d. None of the above

15. Which of the following statement measures the financial position of the entity on particular time?

a. Income Statement

b. Balance Sheet

c. Cash Flow Statement

d. Statement of Retained Earning

16. Percentage of Margin of Safety can be calculated in which one of the following ways?

- a. Based on budgeted Sales
- c. Using profit & Contribution ratio

- b. Using budget profit
- d. All of the given options

17. Which of the following represents a CVP equation?

- a. Sales = Contribution margin (Rs.) + Fixed expenses + Profits
- b. Sales = Contribution margin ratio + Fixed expenses + Profits
- c. Sales = Variable expenses + Fixed expenses + profits
- d. Sales = Variable expenses - Fixed expenses + profits

18. When prices are rising over time, which of the following inventory costing methods will result in the lowest gross margin/profits?

- a. FIFO
- b. LIFO
- c. Weighted Average
- d. Cannot be determined

19. When the sales increase from Rs. 40,000 to Rs. 60,000 and profit increases by Rs. 5,000, the P/V ratio is _____

- a. 0.2
- b. 0.3
- c. 0.25
- d. 40%.

20. A company's break even point is 6,000 units per annum. The selling price is Rs. 90 per unit and the variable cost is Rs. 40 per unit. What are the company's annual fixed costs?

- a. Rs. 120
- b. Rs. 2,40,000
- c. Rs. 3,00,000
- d. Rs. 5,40,000

21. A company's current liabilities include all short-term or current monetary obligations or debts that the organization owes to others as _____

- a. short-term investments
- b. accounts payable
- c. Liabilities
- d. Credits

22. The statement of financial position gives information about:

- a. Assets and liabilities
- b. Income and expenses
- c. Credits
- d. Liquidity

23. Which of the following is a capital expenditure?

- a. Carriage paid on goods purchased
- b. Payment of compensation to a discharged employee
- c. Cost of formation of a new company
- d. Legal expenses incurred for abuse of trademark

24. Given Sales in first and second year is Rs 80,000 and Rs 90,000 respectively. Also, profit is Rs 10,000 and Rs 14,000 respectively. What is the break-even point in rupees?

- a. Rs 10,000
- b. Rs 24,000

c. Rs 55,000

d. None of the above

25. What will be the amount of profit if Fixed cost is Rs 20,000 Sales is Rs 1,60,000 and P/V ratio is 25%?

a. Rs 40,000

b. Rs 20,000

c. Rs 10,000

d. None of the above

420

420

420

Seat No.: **MARCH - 2022 (Summer session) Examination****Subject Code: 74395**

(विद्यार्थी को OMR पर लिखना / Student should fill this code on OMR sheet)

Subject Name: Master of Business Administration (CBCS)_74395_74395 - Strategic and Change Management_25.07.2022_10.00 AM**Date:** 25-07-2022**Time:** 10:00:00 to 11:00:00**QP Code:** 8367QP**Total Marks :** 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr**1. The term Strategy is derived from a _____ word 'Strategos'**

- a. Latin
- b. Greek
- c. Chinese
- d. German

2. The acronym SWOT stands for _____.

- a. Special Weapons for Operations Timeliness
- b. Services, Worldwide Optimization, and Transport
- c. Strengths Worldwide Overcome Threats
- d. Strengths, Weaknesses, Opportunities, and Threats

3. Which of the following is not part of the micro environment?

- a. Technology
- b. Shareholders
- c. Competitors
- d. Publics

4. The fundamental purpose for the existence of any organization is described by its _____.

- a. Policies
- b. Mission
- c. Procedures
- d. Strategy

5. The primary focus of strategic management is _____.

- a. Strategic analysis
- b. The total organisation
- c. Strategy formulation
- d. Strategy implementation

6. _____ is not part of an external audit.

- a. Analyzing competitors
- b. Analyzing financial ratios
- c. Analyzing available technologies
- d. Studying the political environment



7. _____ helps managers focus their attention on strategic issues and strategy implementation.

- a. The mission statement
- c. The organization's goals

- b. A Balanced Scorecard
- d. The organization's vision

8. The three organizational levels are _____.

- a. Corporate level, Business level, Functional level
- c. Corporate strategy level, Business unit level, Functional level

- b. Corporate level, Business unit level, Operation level
- d. Corporate strategy level, Business level, Specialist level

9. Partnership with firm like NIKE and VISA are typical examples of which form of collaboration

- a. Strategic Alliance
- c. Network arrangements

- b. 100% FDI
- d. All of these

10. BCG in BCG matrix stands for _____.

- a. Boston Calmette Group
- c. Boston Corporate Group

- b. British Consulting Group
- d. Boston Consulting Group

11. Stability strategy is a _____ strategy.

- a. Corporate level
- c. Functional level

- b. Business level
- d. Strategic level

12. Marketing strategy is a _____ type of strategy.

- a. Business level
- c. Corporate strategy

- b. Growth strategy
- d. Functional strategy

13. The external elements of a SWOT analysis are _____.

- a. S and W
- c. W and O

- b. S and O
- d. T and O

14. Which one of the following is NOT included in the Porter's Five Forces model?

- a. Potential development of substitute products
- c. Rivalry among stockholders

- b. Bargaining power of suppliers
- d. Rivalry among competing firms

15. The best example of a firm following a cost-leadership business strategy is _____.

- a. Wal-Mart
- c. Mercedes Benz.

- b. Rolls Royce
- d. Macy's

16. Cost-leadership and product-differentiation strategies are so widely recognized that they are often called _____.

- a. Common business strategies.
- b. Generic business strategies.
- c. Generic corporate strategies
- d. Common corporate strategies.

17. Low cost, Differentiation and Focus are examples of _____.

- a. Corporate strategies
- b. Operational Strategies
- c. Business Strategies
- d. Functional Strategies

18. Market penetration strategy can be executed by _____.

- a. Decreasing Prices
- b. Increasing Prices
- c. Increasing Margin
- d. Producing at mass level

19. Which of the following is not a stage of strategy formulation techniques?

- a. Formulation Framework
- b. Matching stage
- c. External factor evaluation
- d. Decision stage

20. Strategy evaluation at the _____ level involves using specific performance measures-qualitative and quantitative-for each functional area.

- a. Organizational
- b. Operational
- c. Functional
- d. Production

21. _____ the elements of strategic management.

- a. Formulating strategy
- b. Implementation of Strategy
- c. Evaluation of Strategy
- d. All of the above

22. Which of these is/are a basic activity of strategy evaluation?

- a. Reviewing the underlying internal and external factors that represent the bases of current strategies
- b. Measuring organizational performance
- c. Taking corrective actions
- d. All of the above

23. The three stages of the change process are:

- a. unfreezing, adjustment, and refreezing.
- b. adjustment, unfreezing, and refreezing.
- c. adjustment, unfreezing, and re-adjustment.
- d. adjustment, re-adjustment, and unfreezing.

24. Which of the following is not one of the stages in Kurt Lewin's famous three-stage prescriptive model of change developed in the 1950s?

- a. Moving to a new level
- c. Melting resistance

- b. Unfreezing current attitudes
- d. Refreezing attitudes at the new level

25. The critical 7 S model was developed and created by reputed consulting firm:

- a. Mckinsey
- c. A T Kearney

- b. Bain & Co
- d. Accenture

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Seat No.: **MARCH - 2022 (Summer session) Examination**

Subject Code: 74401

(विद्यार्थीनी ह्या विषय कोड OMR वर लिहावा / Student should fill this code on OMR sheet)

Subject Name: Master of Business Administration (CBCS)_74401_74401 - Paper II Human Resource Development_30.07.2022_10.00 AM

Date: 30-07-2022

Time: 10:00:00 to 11:00:00

QP Code: 9072QP

Total Marks : 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr

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1. The process of enhancing the technical skills of workers in a short period is called
- Training
 - Development
 - education
 - none of the above
2. The planned use of networked information and communications technology for the delivery of training is called
- e-learning
 - role playing
 - case study
 - programmed learning
3. _____ method creates a situation that is as far as possible a replica of the real situation for imparting training.
- The programmed learning
 - The Simulation
 - The case study
 - The lecture
4. Performance management is viewed as a process carried out as a(n)
- once-a-year task
 - twice-a-year activity
 - ongoing process or cycle
 - None of the above
5. Performance evaluation can be defined as a process of evaluating
- past performance
 - present performance
 - future performance
 - past and present performance
6. The term performance rating system stands for
- a grade or score concerning the overall performance
 - the information about the extent to which the work objectives were met
 - the past objectives of the organization
 - the achievements for a period of one year
7. The evaluation method that requires the supervisors to keep a written record of positive and negative work-related actions of the employees is called
- Critical incident method
 - Essay method
 - Work standard method
 - Field review method
8. Positions held by an individual throughout his work life are normally referred to as



- a. job
- c. career

- b. task
- d. none of the above

9. The systematic and deliberate advancement made by an individual in his career in the entire work life is known as

- a. career path
- c. career guidance

- b. career goals
- d. career anchoring

10. A process in which the manager, supervisors or an external expert acts as the advisor, philosopher and guide is called

- a. career anchoring
- c. mentoring

- b. career development
- d. none of the above

11. The factors that influence the selection of individuals' career choices are usually referred to as

- a. career anchoring
- c. career goals

- b. career path
- d. mentoring

12. Which of the following terms refers to the process of evaluating an employee's current and/or past performance relative to his or her performance standards?

- a. Recruitment
- c. Performance appraisal

- b. Employee selection
- d. Employee orientation

13. SMART goals are best described as

- a. specific, measurable, attainable, relevant, and timely
- c. strategic, moderate, achievable, relevant, and timely

- b. straight forward, meaningful, accessible, real, and tested
- d. specific, measurable, achievable, relevant, and tested

14. What is the first step in the appraisal process?

- a. giving feedback
- c. administering the appraisal tool

- b. defining the job
- d. making plans to provide training

15. Which of the following terms refers to setting specific measurable goals with each employee and then periodically reviewing the progress made?

- a. behaviorally anchored rating scale
- c. narrative form technique

- b. management by objective
- d. forced distribution

16. Which of the following is a performance appraisal problem that occurs when a supervisor's rating of a subordinate on one trait biases the rating of that person on other traits?

- a. recency effect
- c. central tendency

- b. halo effect
- d. discrimination

17. A supervisor who frequently rates all employees as average on performance appraisals most likely has a problem known as _____

- a. halo effect

- b. stereotyping

c. central tendency

d. strictness

18. The _____ problem occurs when supervisors tend to rate all their subordinates consistently low.

a. central tendency

b. leniency

c. strictness

d. unclear standards

19. The following is (are) the benefit(s) of training.

a. Increased productivity

b. Reduced accidents

c. Reduced supervision

d. All of the above

20. _____ is widely used for human relations and leadership training

a. Business games

b. Role playing

c. Case study method

d. Job rotation

21. In which type of analysis are corporate goals and plans compared with the existing manpower inventory to determine the training needs?

a. Organization analysis

b. Operation analysis

c. Individual analysis

d. None of the above

22. Training need analysis takes place during which phase of the training process?

a. deciding what to teach

b. deciding how to maximize participant learning

c. choosing appropriate instructional methods

d. determining whether training programmes are effective

23. Jason is a conscientious employee, but he is viewed by most of his co-workers as unfriendly. Jason's supervisor rates him low on the traits "gets along well with others" and "quality of work." Which of the following problems has most likely affected Jason's performance appraisal?

a. central tendency

b. leniency

c. stereotyping

d. halo effect

24. Kendra needs to rate five of her subordinates. She makes a chart of all possible pairs of employees for each trait being evaluated. Then, she indicates the better employee of each pair with a positive symbol on the chart. Finally, she totals the number of positive symbols for each employee. Which method of performance appraisal has Kendra most likely used?

a. comparison ranking scale

b. graphic ranking scale

c. alternation ranking

d. paired comparison

25. Jack is an employee at a Best Western Hotel. Some weeks he works with the catering group, and other weeks he assists the reservations clerk or the parking attendant. This is an example of _____.

a. job enlargement

b. job rotation

c. job enrichment

d. job specialization

Seat No.: **MARCH - 2022 (Summer session) Examination****Subject Code: 74408**

(विद्यार्थी को बिना कोड OMR पर लिखना / Student should fill this code on OMR sheet)

Subject Name: Master of Business Administration (CBCS)_74408_74408 - Innovation and Entrepreneurship_25.07.2022_1.00 PM**Date:** 25-07-2022**Time:** 13:00:00 to 14:00:00**QP Code:** 8103QP**Total Marks :** 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr**1. Entrepreneurship Development Institute of India was established by:**

- a. Maharashtra Government
- b. Gujarat Government
- c. Madhya Pradesh Government
- d. Tamilnadu Government

2. Which one is not a barriers of entrepreneurship?

- a. Lack of technical skills
- b. Political instability
- c. Technical knowledge
- d. Time pressure and distraction

3. Which of the following attitudes Is not generally associated with successful entrepreneurship :

- a. Competition and co-operation
- b. Desire to influence others
- c. Innovation and product improvement
- d. Status quo in business

4. Which of the following shows the process of creating something new?

- a. Business model
- b. Modeling
- c. Creative flexibility
- d. Innovation

5. A corporate manager who starts a new initiative for their company which entails setting up a new distinct business unit and board of directors can be regarded as?

- a. Ecopreneur
- b. Technopreneur
- c. Intrapreneur
- d. Social Entrepreneur

6. In India entrepreneurial development programme is :

- a. Necessary
- b. Unnecessary
- c. Wastage of time
- d. Wastage of money

7. An individual who initiates, creates and manages a new business can be called

- a. A leader
- b. A manager

A professional

The term Entrepreneur was first defined by Irish-French economist _____

- a. Richard William
- c. James Bernard

d. An entrepreneur

- b. Richard Cantillon
- d. W. B. Gartner

9. Which one of the following theory has the attribute of moderate risk taking as a function of skill, not chance?

- a. Need for independence
- c. Need for affiliation

- b. Need for achievement
- d. Need for authority

10. Narayan Murthy was CEO of _____

- a. Persistent
- c. Infosys

- b. Wipro
- d. Apple Inc

11. Which of the following attitudes is not generally associated with successful entrepreneurship :

- a. Destructive
- c. Constructive

- b. Negative
- d. Non-cooperative

12. Individuals influencing an entrepreneur's career choice and style are known as which of the following?

- a. Role model
- c. Professional support network

- b. Moral-support network
- d. Support system

13. The first step in the entrepreneurial creativity process is _____

- a. Information gathering
- c. Idea generation

- b. Ignoring all existing information
- d. Preparation

14. Who owns stakes in online food delivery outfit Zoomato and insurance market place, policybazaar.com?

- a. Ramdas Mane
- c. Narayan Murthy

- b. Bikhchandani
- d. Hanmantrao Gaikwad

15. Who runs a successful integrated services company offering services like facilities management, housekeeping, gardening and works with prestigious institutes and companies all across India?

- a. B.G. Shirke
- c. Baba Kalyani

- b. Sudha Murthy
- d. Hanmantrao Gaikwad

16. Innovation can be defined as

- a. the generation of new ideas.
- b. the evolution of new ideas
- c. the opposite of creativity.
- d. the successful exploitation of new ideas

17. Entrepreneurs are _____

- a. Moderate risk takers
- b. High risk takers
- c. Avoidance
- d. Both (a) & (b)

18. What is the need of entrepreneurship?

- a. For new innovation
- b. To fill gap in growth
- c. For healthy competition
- d. All the above.

19. Family business always interested to handover the change of his business to:

- a. Indian Administration Officers
- b. Professional Managers
- c. Next generation
- d. None of the above

20. What is the process by which individuals pursue opportunities without regard to resourcess they currently control?

- a. Start up management
- b. Financial analysis
- c. Entrepreneurship
- d. Feasibility planning

21. Which one of the followin is the process of Entrepreneurs developin new products that over time make current products obsolete?

- a. Creative destruction
- b. Anatomization
- c. New business Modal
- d. Non of the given

22. A woman entrepreneur is supposed to have a minimum financial interest in share capital of entrepreneur's enterprise.

- a. 0.35
- b. 0.51
- c. 0.25
- d. None of the above

23. In 2015 Sundar Pichai became the CEO of which company.

- a. Apple
- b. Google
- c. IBM
- d. Microsoft

24. In Which year was Sundar Pichai employed by Google..

- a. 2004
- b. 2006
- c. 2008
- d. 2010

25. Who developed the thory of need for achievement?



:fox

a. Max Wber
c. McClelland

b. Hagen
d. Maslow

420

Seat No.: **MARCH - 2022 (Summer session) Examination**

Subject Code: 74411

(विद्यार्थी को OMR पर लिखना / Student should fill this code on OMR sheet)

Subject Name: Master of Business Administration_74411_69978/74411 - Paper III Service Marketing and Retail Marketing_26.07.2022_1.00 PM

Date: 26-07-2022

Time: 13:00:00 to 14:00:00

QP Code: 8389QP

Total Marks : 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr

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1. Which of the following is not the quality dimension of services?

a. Reliability	b. Assurance
c. Features	d. Empathy

 2. _____ enables employees to perform a set of predetermined functions and thereby able to achieve high consistency and efficiency in operation.

a. Service scripts	b. Employee training
c. Service encounter	d. Servicescapes

 3. The major cost involved in producing a service is _____.

a. advertising expenses	b. employees
c. rent of a place	d. overhead

 4. Services Marketing is an important area of study because:

a. Services supports manufacturing	b. Demand for services is more
c. Service industry contributes more than fifty per cent of GDP	d. Marketing of services is difficult

 5. _____ is a speciality retailer, which offers a very large selection in the chosen product category and economical prices.

a. Supermarket	b. Speciality stores
c. Hypermarket	d. Category Killers

 6. Services are produced and consumed simultaneously; this is an example of _____ characteristics of services.

a. Perishability	b. Inseparability
c. Heterogeneity	d. Intangibility

 7. The services over and above expected service are called as _____ services.

a. Potential	b. Expected
c. Generic	d. Augmented

8. Expansion by adding new retail stores in different geographical areas is an example of _____

- a. Market penetration
- b. Retail format development
- c. Market development
- d. Diversification

9. Which of the following is not the application of information system in retail?

- a. Electronic Data Interchange
- b. Radio Frequency Identification
- c. Co-ordinated presentation
- d. Database Management

10. What is the primary role of a store manager?

- a. Handling customer complaint
- b. Training to staff
- c. Display of products
- d. Budgeting and Planning

11. _____ in retail is the physical count of merchandise or stock differs from the amount records.

- a. Shop lifting
- b. Inventory mismatch
- c. Inventory gap
- d. Inventory shrinkage

12. The extended marketing mix for services include People, Physical evidence and _____

- a. Partners
- b. Process
- c. Planning
- d. Presentation

13. _____ can be adopted when service providers compete on functional quality and offer customised services.

- a. Multi-service strategy
- b. Multi-site strategy
- c. Multi-segment strategy
- d. Multi-channel strategy

14. McDonald's are operating in India as _____

- a. Franchise
- b. Independent retailer
- c. Cash and Carry
- d. Leased stores

15. _____ of the consumer influences the kind of store that consumer may be comfortable shopping in.

- a. Age
- b. Gender
- c. Education
- d. Lifestyle

16. The design of service environment by purposive manipulation of physical features is referred to as _____

- a. Socialisation
- b. Service facilitation
- c. Service blueprint
- d. Servicescapes

17. When there is a discrepancy between management's perception of consumer expectations and service specifications it is called as _____

- a. Service standard delivery gap
- b. Service standard specification gap

c. Service quality gap

d. Service promotion gap

18. A multi-channel retailer sells merchandise _____

a. through retail stores

b. through internet

c. over more than one channel

d. over supermarket

19. Which of the following service encounter is not used in the insurance?

a. Remote encounter

b. Check in encounter

c. Face to face encounter

d. Phone encounter

20. _____ is responsible for receiving, checking, marking and delivering merchandise; work-room operations.

a. Operations manager

b. Merchandise manager

c. Store manager

d. Department manager

21. When a service personnel providing beauty care services interacts with a client, it is termed as _____

a. Service blueprint

b. Service encounter

c. Service scripts

d. Service customisation

22. Which pricing strategy may be best suitable for consultancy services?

a. Cost-based pricing

b. Fee for services

c. Competition based pricing

d. Demand based pricing

23. Which of the following is NOT an example of store based retailing?

a. Catalogue showroom

b. Category Killers

c. Outlet stores

d. Off price retailers

24. The objective of SCM is _____

a. to provide an uninterrupted flow of goods and services

b. to provide good quality product

c. to provide product at low price

d. to encourage customers to buy more

25. _____ is a complete blow-up of entire banking service system wherein all banking processes are presented in detail.

a. Service blueprint

b. Service standardisation

c. Servicescapes

d. Service operation

Seat No. **MARCH - 2022 (Summer session) Examination**

Subject Code: 74412

विद्यार्थीनी हा विषय कोड OMR पर लिहावा / Student should fill this code on OMR sheet)

Subject Name: Master of Business Administration (CBCS)_74412_74412 - Paper IV Contemporary Issues in Marketing_27.07.2022_1.00 PM

Date: 27-07-2022

Time: 13:00:00 to 14:00:00

QP Code: 8363QP

Total Marks : 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr

1. The only difference in the definitions of domestic marketing and international marketing is that _____.

- a. the marketing activities take place in more than one country
- b. the marketing activities take place in one country only
- c. the marketing activities take place in host country only
- d. the marketing activities MUST take place in all countries

2. Extension of marketing activities across the globe is called as _____.

- a. International Business
- b. Universal Marketing
- c. International Marketing
- d. Borderless Marketing

3. India is a land of agriculture and most of the population resides in :

- a. Villages
- b. Towns
- c. Urban areas
- d. Cities

4. _____ factors affects international marketing decisions.

- a. Political
- b. Economic
- c. Social
- d. All of the above

5. Selling the same product at different prices is known as _____.

- a. Price lining
- b. Dual pricing
- c. Geographical pricing
- d. Monopoly pricing

6. The demands for goods and services largely depends upon _____.

- a. Agriculture
- b. Rainfall
- c. Inflation
- d. Income

7. Which of the following is the most common delivery channel in terms of mobile marketing?

- a. Graphic
- b. Text
- c. Voice call
- d. Search engine marketing

8. Rural marketing can be more effective ,if it is arranged through _____.

- a. Door-to-door campaigns
- b. Melas



c. Village fairs

d. All of the above

9. Which of the following is not an agricultural input ?

a. Seed

b. Tractor

c. Pesticide

d. None of the above

10. Which of the following is the quality certification mark for agricultural produce ?

a. BIS

b. ISO 20000

c. ISI

d. AGMARK

11. Digital Banking can be resorted through _____.

a. Mobile phones

b. Internet

c. Telephone

d. All of the above

12. _____ media have a greater effect than the impersonal ones in the rural marketing context

a. Personal

b. Impersonal

c. Direct

d. Indirect

13. Full form of GNP is..?

a. Gross National Productivity

b. Gross National Product

c. Gross Nation Product

d. Growing National Product

14. Which of the following is the correct depiction of Digital Marketing?

a. Email marketing

b. Social media marketing

c. Web marketing

d. All of the above

15. _____ doesn't fall under the category of digital marketing.

a. TV

b. Radio

c. Billboard

d. All of the above

16. Which of the following is not specifically required by the search engines?

a. Poor user experience

b. Keyboard sniffing

c. Buying links

d. All of the above

17. Which of the following companies has started a rural marketing network called e-chaupals?

a. Procter and Gamble

b. Hindustan Unilever

c. Dabur

d. ITC

18. 'Eco Mark' is given to the Indian products that are _____.

a. rich in proteins

b. environment friendly

c. pure and unadulterated

d. economically viable

19. Name the features offered by LinkedIn for paid business accounts.

- c. Facilitate posting pictures
- d. Ability to post in Groups and create a Group

- b. Facilitate to connect directly and send messages to people
- d. Ability to block users

20. In the email campaign, _____ delivers the advertisements into the group of targeted customers.

- c. Spoofing
- d. Direct email marketing

- b. Indirect email marketing
- d. Spamming

21. The most important information a meeting planner can determine prior to an event is :

- c. Past events held by the group
- d. The budget

- b. Expected attendance
- d. Group Demographics

22. Event marketing is _____ .

- c. a goods
- d. a service

- b. Tangible
- d. a product

23. Most important skill for event industry is ?

- c. Organisational skills
- d. Marketing skills

- b. Management skills
- d. All of these

24. Marketing mix for event marketing includes _____.

- c. 4Ps
- d. 8Ps

- b. 7Ps
- d. 5Ps

25. Primary resource for agriculture is _____ .

- c. Land, air and water
- d. Seed, Fertilizer and Pesticide

- b. Seed, air and water
- d. Land, Fertilizer and water

Seat No.: **MARCH - 2022 (Summer session) Examination**

Subject Code: 74413

(विद्यार्थीनी ह्या विषय कोड OMR वर लिहावा / Student should fill this code on OMR sheet)

Subject Name: Master of Business Administration (CBCS)_74413_74413 - Paper- III Strategic Human Resource Management and International Perspective_28.07.2022_1.00 PM

Date: 28-07-2022

Time: 13:00:00 to 14:00:00

QP Code: 8599QP

Total Marks : 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr

1. If the employee is citizen of the country where the operation is located but headquarters are located in another country then employee is classified as

- a. expatriates
- b. host country nationals
- c. third country nationals
- d. third world employees

2. Strategic management process usually consists of _____ steps.

- a. efficient utilization of human resources
- b. attracting the best human resources
- c. providing the best possible training
- d. All of the above

3. _____ management describes organisational behaviour within countries and culture.

- a. indo-cultural
- b. human resource
- c. cross cultural
- d. behavioural

4. Managing international resources in the global context is indeed _____ process.

- a. simple
- b. lengthy
- c. smooth
- d. complex

5. The _____ and control systems should be altered to support the strategic human resource function.

- a. Appointment
- b. Reward
- c. Job allotment
- d. None of the above

6. _____ approach is basically taken up while employing host country nationals in the subsidiary of the MNC Operating in that country

- a. geocentric
- b. regiocentric
- c. polycentric
- d. ethnocentric

7. In global assignments, if the individuals are sent to perform some limited tasks and then return to their home country then this assignment is called

- a. functional assignments
- b. technical assignments
- c. development assignments
- d. transnational assignments

8. _____ is process by which an organization should move from its current manpower position to its desired manpower position

- a. HRP
- c. SHRM

- b. HRM
- d. All of the above

9. _____ country nationals are also known as parent country nationals.

- a. host
- c. third

- b. home
- d. all of the above

10. SHRM mold the human resource in such a way to attain the

- a. Profit
- c. Individual goal

- b. Organizational goal
- d. Market share

11. What do rational processes to recruitment and selection typically ignore?

- a. Labour market demand
- c. The time it takes to get to work

- b. Wages
- d. The use of power and micropolitics by managers

12. The balanced scorecard proposes that organisational success depends on:

- a. a focus on only the internal environment of the organization

- b. a constantly changing external environment

- c. the belief that it is impossible to take a rationalist view of the organisation to make optimal choices

- d. an ability to develop a complete list of cause and effect relationships driving a firm's success

13. _____ those who work in a country or culture other than their own

- a. Repatriate
- c. HCN

- b. Expatriate
- d. Foriegner

14. The business side of the process begins with the strategic _____ as the guiding framework.

- a. HR
- c. Policy

- b. Plan
- d. None of the above

15. Changing workforce demographics may pose challenges for small businesses

- a. Employee retention
- c. Workforce management

- b. Employee appraisal
- d. Workforce demographics

16. Following is (are) the requisites for successful Human Resource Planning

- a. Support from employees
- c. Training

- b. Organization culture
- d. all of the above

17. _____ are the people who travel internationally but they do not relocate to another country.

- a. repatriates
- c. non-expatriates

- b. expatriates
- d. third country nationals

18. _____ is considered as a strategic activity.

- a. Recruitment
- b. Planning
- c. Productivity
- d. All of the above

19. primary positions are filled by nationals from host country

- a. Geo Centric Approach
- b. Poly Centric Approach
- c. Ethno Centric Approach
- d. Geo Centric Approach

20. Activities and attributes that serve to strengthen the expatriate's self-esteem, self-confidence, and mental hygiene

- a. other's orientation dimension
- b. cultural toughness dimension
- c. self-orientation dimension
- d. perceptual dimension

21. Strategic management process usually consists of _____ steps.

- a. Four
- b. Five
- c. Six
- d. Seven

22. An _____ is a visual display of HR metrics

- a. HR Scorecard
- b. HR Dashboard
- c. HR Metrics
- d. HR Functions

23. The "balanced scorecard" supplies top managers with a view of the business.

- a. long-term financial
- b. detailed and complex
- c. simple and routine
- d. fast but comprehensive

24. HRM practiced by multinational organization's is termed as the following.

- a. Globalization
- b. Personnel management practices
- c. Domestic HRM
- d. International HRM

25. Which of the following is not a component of SHRM

- a. Process
- b. Pattern
- c. Procedure
- d. People

Seat No. **MARCH - 2022 (Summer session) Examination**

Subject Code: 74414

(विद्यार्थीनी हा विषय कोड OMR पर लिखना / Student should fill this code on OMR sheet)

Subject Name: Master of Business Administration (CBCS)_74414_74414 - Paper- IV Industrial Relations and Labour Laws_29.07.2022_1.00 PM

Date: 29-07-2022

Time: 13:00:00 to 14:00:00

QP Code: 9050QP

Total Marks : 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr

-
1. The scope of IR does not include
 - a. Employer and employee relation
 - b. Employee and trade union relation.
 - c. Employer, employee and trade union relation.
 - d. Employee and customer relation
 2. Which of the following National Level Federation was founded in 1920
 - a. INTUC
 - b. AITUC
 - c. UTUC
 - d. HMS
 3. Are collective agreements legally enforceable?
 - a. Yes, otherwise they would be worthless.
 - b. No, they are never legally enforceable
 - c. They are presumed not to be legally enforceable unless the parties agree otherwise
 - d. Only those made with trade unions
 4. Which of the following statement is true about an industrial dispute
 - a. The dispute may relate to employment
 - b. The dispute may relate to non employment
 - c. The dispute may be between worker and worker
 - d. The dispute may be between employer and government
 5. The industrial peace is secured through voluntary _____ and compulsory _____.
 - a. Compromise and Arbitration
 - b. Adjudication and Arbitration
 - c. Work Committee and Industrial Tribunal
 - d. Negotiation and Adjudication
 6. Which of the following is not included under the definition of wages given under the Payment of Wages Act, 1936?
 - a. Basic Wage
 - b. Dearness Allowance
 - c. Incentive
 - d. Gratuity
 7. Headquarters of International Labour Organisation is located in _____
 - a. Geneva
 - b. Rome
 - c. Paris
 - d. Tokyo
 8. Who among the following advocated the theory of full employment?

Beveridge
c. Adam Smith

b. Keynes
d. C. Pigou

9. Who among the following advocated the Trusteeship Theory of Industrial Relations?
a. M. K. Gandhi
c. V. V. Giri

b. N. M. Lokhande
d. Karl Marx

10. Which of the following are approaches to Industrial relations?

a. System Approach
c. Human Relations Approach

b. Sociological Approach
d. All of the above

11. The term Sabbatical is connected with...

a. Paid leave for study
c. Maternity leave

b. Paternity leave
d. Quarantine leave

12. Which of the following is not an 'industrial tort'?

a. Gross misconduct
c. Inducement

b. Conspiracy
d. Intimidation

13. Employees join unions to fulfil their needs.

a. Social
c. Economic

b. Esteem
d. all of the above

14. When a young person joins an organisation he needs some senior person in whom he can confide and get advice and support. Such relationship may be called:

a. Mentoring
c. Listening

b. Counselling
d. Understanding

15. Job Evaluation is a technique which aims at:

a. Establishing fair and equitable pay structure
c. Assessing safety requirement of jobs

b. Analysing of requirement of update technology
d. Improving productivity

16. The International Labor Organization was originally established as autonomous part of League of Nations in?

a. 1918
c. 1917

b. 1919
d. 1920

17. To provide guidelines for wage structures in the country, a tripartite Committee Viz., "The Committee on Fair Wage" was constituted on...

a. 1946
c. 1964

b. 1948
d. 1950

18. The total amount of deductions from wages of employees should not exceed.....percentage.

- a. 0.5
- c. 0.25

- b. 0.7
- d. 0.4

19. Statutory Minimum wage is fixed under....

- a. Payment of Wages Act, 1936
- c. Workmen's Compensation Act, 1923

- b. Equal Remuneration Act, 1976
- d. Minimum Wages Act, 1948

20. If an employee works on any day on which he was employed for a period less than the requisite number of hours constituting a normal working day, he shall be entitled to receive wages?

- a. For a full normal working day
- c. for a half working day

- b. For the hours he had worked
- d. Will not paid anything

21. Who is an adult as per Factories Act, 1948?

- a. Who has completed 18 years of age
- c. Who is more than 14 years

- b. Who is less than 18 years
- d. Who is more than 15 years

22. Who is an Adolescent as per Factories Act, 1948?

- a. Who has completed 17 years of age
- c. Who has completed 15 years but less than 18 years.

- b. Who is less than 18 years
- d. Who has completed 18 years of age

23. Which of the following is not included under the definition of wages given under the Payment of Wages Act, 1936?

- a. Basic Wage
- c. Incentive

- b. Dearness Allowance
- d. Gratuity

24. Grievance Handling Machinery is given in.....

- a. Industrial Disputes Act
- c. Trade Unions Act

- b. Factories Act
- d. Industrial Employment (Standing Orders) Act

25. Which of the following is an illegal industrial action as per law?

- a. Mutual Insurance
- c. Lock out

- b. Collective Bargaining
- d. Gherao



MARCH - 2022 (Summer session) Examination**Subject Code: 79786**

(विद्यार्थीनी हा विषय कोड OMR पर लिखना / Student should fill this code on OMR sheet)

Subject Name: Master of Business Administration (CBCS)_79786_79786 - Paper III Investment Management_30.07.2022_1.00 PM**Date: 30-07-2022****Time: 13:00:00 to 14:00:00****QP Code: 8767QP****Total Marks : 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr**

-
1. Income tax is collected on all types except
- | | |
|------------------------|-----------------------|
| a. Agricultural income | b. Industrial income |
| c. Capital gain | d. Household property |
2. The random walk hypothesis is most related to the_____.
- | | |
|-----------------------|-------------------------|
| a. weak-form EMH | b. semi strong-form EMH |
| c. semi weak-form EMH | d. strong-form EMH |
3. The House rent allowance (HRA) under the salary head of income Tax Act is given by.....
- | | |
|--------------------|---------------------|
| a. Section 10 | b. Section 10 (13A) |
| c. Section 11(13B) | d. Section 11 |
4. Rate of education cess on total income is....
- | | |
|---------|----------|
| a. 0.02 | b. 0.03 |
| c. 0.04 | d. 0.003 |
5. The highest level of market efficiency is
- | | |
|----------------------------|---------------------------------|
| a. weak form efficiency. | b. semi-strong form efficiency. |
| c. random walk efficiency. | d. strong form efficiency |
6. Transport allowance is exempt upto:
- | | |
|----------------------|-----------------------|
| a. Rs. 800 per month | b. Rs. 1600 per month |
| c. Rs. 800 per year | d. Rs. 1600 per year |
7. An individual should have a valid for registering with the e-filing application
- | | |
|-----------|----------------------|
| a. TAN | b. PAN |
| c. Adhaar | d. None of the above |
8. Liquidity risk is:
- | | |
|---|--|
| a. risk investments bankers face | b. lower for small OTC |
| c. risk associated with secondary market transactions | d. increases whenever interest rates increases |

9. The point of tangency between risk and return indifference curves and efficient frontier highlights :
- Optimal portfolio
 - Efficient portfolio
 - Sub-optimal portfolio
 - None of the above
10. Risk of two securities with different expected return can be compared with:
- Coefficient of variation
 - Standard deviation of securities
 - Variance of securities
 - None of the above
11. The rate of return you earn on an investment before adjusting for inflation is called the Rate?
- Nominal
 - Real
 - Premium
 - Coupon
12. A risk free security has _____ variance.
- 0
 - 2
 - 4
 - 6
13. The yield on bond is 7% and the market required return is 14% then market risk premium would be
- 0.02
 - 0.21
 - 0.005
 - 0.07
14. The risk per unit of return or the stand alone risk is represented by
- Coefficient of standard
 - Coefficient of return
 - Coefficient of variation
 - Coefficient of deviation
15. The oldest approach to common stock selection is _____
- Fundamental Analysis
 - Technical analysis
 - Random walk analysis
 - Value analysis
16. Investments would score high only if there is a protection to
- Real estate
 - Preferred stock
 - Government bonds
 - Common stock
17. Speculator is a person _____
- who evaluates the performance of the company
 - who uses his own funds only
 - who is willing to take high risk for high returns
 - who considers here says and market behaviours
18. Which of the following would be considered a risk-free investment?
- Gold
 - Equity in a house

c. High-grade corporate bonds

d. Treasury bills

19. Investment is the _____

a. net additions made to the nations capital stocks

b. persons commitment to buy a flat or house

c. employment of funds on assets to earn returns

d. employment of funds on goods and services that are used in production process

20. Investors agree to invest in high- risk investments if only _____

a. There are any true speculations

b. The predicted return is satisfactory for taking a risk

c. There are no safe options except for holding cash

d. The return is short

21. An investor pays a tax on the dividend that he receives from a mutual fund scheme at

a. 0.1

b. 0.2

c. 0.3

d. Tax is not applicable

22. Investors can enter and exit under _____ at any time

a. Fixed maturity plan

b. Open-Ended Funds

c. Close-Ended Funds

d. Interval fund

23. What is an open-ended mutual fund?

a. It is the one that has an option to invest in any kind of security

b. It has units available for sale and repurchase at all times.

c. It has an upper limit on its NAV

d. It has a fixed fund size

24. Which of the following banks launch the first mutual fund in India

a. State bank of india

b. Canara Bank

c. Indian Bank

d. Bank of India

25. Which of the following is indias first credit information company?

a. CRISIL

b. SMERA

c. ICRA

d. CIBIL

Seat No.: **MARCH - 2022 (Summer session) Examination**

Subject Code: 79787

(विद्यार्थी को इस कोड को OMR पर लिखना / Student should fill this code on OMR sheet)

Subject Name: Master of Business Administration (CBCS)_79787_79787 - Paper IV International Finance_01.08.2022_1.00 PM

Date: 01-08-2022

Time: 13:00:00 to 14:00:00

QP Code: 8879QP

Total Marks : 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr

-
1. Euro bond is an instrument of _____ market.
 - a. International Equity Market
 - b. Indian Capital Equity Market
 - c. Indian Debt Market
 - d. International Debt Market
 2. Global bond market consists of all bonds sold by issued companies, governments, or other firms
 - a. within their own countries
 - b. outside their own countries
 - c. to London banks
 - d. to developing nations only
 3. OTC stands for:
 - a. Other Than Country
 - b. Over The Currency
 - c. Over The Counter
 - d. Non of above
 4. Exchange rate entail delivery of trade currency within two business days know as
 - a. forward rate
 - b. future rate
 - c. spot rate
 - d. bid rate
 5. A rate applicable to a financial transaction that will take place in the future is known
 - a. Spot Rate
 - b. Premium Rate
 - c. Discount Rate
 - d. Forward Rate
 6. Foreign bonds issued in Japan are known
 - a. bulldog bonds
 - b. dragon bonds
 - c. Yankee bonds
 - d. samurai bonds
 7. The effect of speculation on exchange rate is ____
 - a. It causes violent fluctuations in exchange rate.
 - b. It aggravates the market trends.
 - c. Either or both of A and B.
 - d. Neither A nor B.
 8. Market in which currencies buy and sell and their prices settle on is called the
 - a. Eurocurrency market
 - b. international capital market
 - c. international bond market
 - d. foreign exchange market



9. The balance of payments account used to record payments for imported goods and services is the

- a. exim account.
- b. current account
- c. capital account
- d. import account.

10. Ask quote is for

- a. seller
- b. buyer
- c. hedger
- d. speculator

11. In _____ quotation, so many units of local currency per unit of foreign currency is write first.

- a. Indirect Quotatiion
- b. Direct Quotation
- c. Future Quotation
- d. Forward Quotation

12. in primary markets, the first time issued shares to be publicly traded, in stock markets is considered as

- a. traded offering
- b. public markets
- c. issuance offering
- d. initial public offering

13. Balance of payments of a country includes:

- a. Balance of trade
- b. Capital receipts and payments
- c. Saving and investment account
- d. Both (a) and (b)

14. Arbitrage gain is a :

- a. Risky profit
- b. Riskless profit
- c. Normal profit
- d. gross profit

15. in the foreign exchange market, the _____ of one country is traded for the _____ of another country.

- a. currency; currency
- b. currency; financial instruments
- c. currency; goods
- d. goods; goods

16. Bid quote is for:

- a. seller
- b. buyer
- c. hedger
- d. speculator

17. Hedging is used by companies to:

- a. Decrease the variability of tax paid
- b. Decrease the spread between spot and forward market quotes
- c. Increase the variability of expected cash flows
- d. Decrease the variability of expected cash flow

18. FEDAI is an association of _____

- a. foreign commodity exchange
- b. foreign currency exchange
- c. foreign Direct Investment
- d. None of above

19. the impact of Foreign exchange rate on firm is called as

- a. Operating Exposure
- b. Transaction exposure
- c. Translation exposure
- d. Business risk

20. Forward premium / differential depends upon

- a. Currencies fluctuation
- b. Interest rate differential between two countries
- c. Demand & supply of two currencies
- d. Stock market returns

21. A process to make a net position for a given currency at a given date equal to zero is known as

- a. Netting
- b. Hedging
- c. Balancing
- d. Re-invoicing

22. An arbitrageur in foreign exchange is a person who

- a. earns illegal profit by manipulating foreign exchange
- b. causes differences in exchange rates in different geographic markets
- c. simultaneously buys large amounts of a currency in one market and sell it in another market
- d. None of the above

23. The agreement which helps to avoid double tax is known as _____

- a. DTAA
- b. DATA
- c. DAAT
- d. TADA

24. A simultaneous purchase and sale of foreign exchange for two different dates is called

- a. currency devalue
- b. currency swap
- c. currency valuation
- d. currency exchange

25.

Cross rate is the price of any currency other than _____ currency.

- a. Home
- b. foreign
- c. local
- d. any

19. the impact of Foreign exchange rate on firm is called as

- a. Operating Exposure
- c. Translation exposure

- b. Transaction exposure
- d. Business risk

20. Forward premium / differential depends upon

- a. Currencies fluctuation
- c. Demand & supply of two currencies

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- b. causes differences in exchange rates different geographic markets
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- c. currency valuation

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- d. currency exchange

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- c. local

- b. foreign
- d. any

MARCH - 2022 (Summer session) Examination

Subject Code: 79788

(विद्यार्थी को OMR पर लिखना / Student should fill this code on OMR sheet)

Subject Name: Master of Business Administration (CBCS) 79788 79788 - Paper III Global Operations & Logistics_02.08.2022_1.00 PM

Date: 02-08-2022

Time: 13:00:00 to 14:00:00

QP Code: 9303QP

Total Marks : 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr

1. is defined as the distribution of goods and services throughout a trans-national companies' global network to maximize profit and minimize waste.

- a. outsourcing
- b. global operations and logistics
- c. reverse logistics
- d. packaging

2. which of following is not main areas of concentration of global operations and logistics

- a. competitor orientation
- b. customer orientation
- c. brand valuation
- d. operations management

3. conveyances used to support the mobility of passengers or freight comes under which form of components in transportation

- a. infrastructures
- b. networks
- c. flows
- d. modes

4. Movements of people, freight, and information over their respective networks comes under which form of components in transportation

- a. infrastructures
- b. networks
- c. flows
- d. modes

5. Effective transportation management making the flow of stock through warehouses much more smooth and efficient. This is which role of transportation

- a. BETTER INVENTORY FLOW
- b. ENHANCES CUSTOMER SATISFACTION
- c. BYPASS GEOGRAPHICAL BARRIERS
- d. SEGMENT SHIPMENTS BASED ON PRIORITY

6. Last-mile delivery is a crucial element of logistics and supply chain management because it plays such a critical role in keeping customers delight. This is which role of transportation

- a. ENHANCES CUSTOMER SATISFACTION
- b. BYPASS GEOGRAPHICAL BARRIERS
- c. SEGMENT SHIPMENTS BASED ON PRIORITY
- d. ENHANCES CUSTOMER SATISFACTION

7. Transshipment operations are minimal and rapid, and ship port turnaround times have been reduced from 3 weeks to about 24 hours. This is which type of benefits of containerization.

- a. Security and safety
- b. Standardization

8. The container contents are unknown to carriers since it can only be opened at the origin (seller/shipper), at customs, and the destination (buyer). This implies reduced spoilage and loss (theft). This is which type of benefits of containerization.
- Security and safety
 - Standardization
 - Security and safety
 - velocity
9. When the goods are stored in warehouses they are exposed to many threat in the form of theft, deterioration, exploration, fire etc. This is which function
- Price Stabilization
 - Financing
 - Risk bearing
 - Storage
10. The warehouse is required to give an undertaking that it will not allow the goods to be removed without the consent of the custom authorities. This is which type of warehouses.
- Private Warehouses
 - Public Warehouses
 - cold warehouses
 - Bonded Warehouses
11. The function is fundamental to the packaging system and takes into account things like layout, design, communication, and ergonomic aspects that add to the product and brand's value.
- market
 - flow
 - environment
 - production
12. represents the logistics of internet sales
- flows
 - e-commerce logistics
 - networks
 - modes
13. The components of reverse logistics management consist of
- Return Policy and Procedure (RPP),
 - Remanufacturing or Refurbishment (ROR)
 - Waste disposal (WAD)
 - all of them
14. 3 PL stands for
- three points logistics
 - three points location
 - third party logistics
 - none of the above
15. Bill of Lading is issued by the
- captain of the vessel
 - shipping company
 - customs authorities
 - consignor
16. Having alternative sources for key inputs makes strategic sense, in case the exchange rate moves, make inputs too expensive from one region. This is managing operating exposure through...
- Sourcing flexibility
 - Diversifying production facilities
 - Matching currency flows
 - Diversifying financing

Costs

d. velocity

8. The container contents are unknown to carriers since it can only be opened at the origin (seller/shipper), at customs, and the destination (buyer). This implies reduced spoilage and losses (theft). This is which type of benefits of containerization.

- a. Security and safety
- b. Standardization
- c. Security and safety
- d. velocity

9. When the goods are stored in warehouses they are exposed to many threat in the form of theft, deterioration, exploration, fire etc. This is which function

- a. Price Stabilization
- b. Financing
- c. Risk bearing
- d. Storage

10. The warehouse is required to give an undertaking that it will not allow the goods to be removed without the consent of the custom authorities. This is which type of warehouses.

- a. Private Warehouses
- b. Public Warehouses
- c. cold warehouses
- d. Bonded Warehouses

11. The function is fundamental to the packaging system and takes into account things like layout, design, communication, and ergonomic aspects that add to the product and brand's value.

- a. market
- b. flow
- c. environment
- d. production

12. represents the logistics of internet sales

- a. flows
- b. e-commerce logistics
- c. networks
- d. modes

13. The components of reverse logistics management consist of

- a. Return Policy and Procedure (RPP),
- b. Remanufacturing or Refurbishment (ROR)
- c. Waste disposal (WAD)
- d. all of them

14. 3 PL stands for

- a. three points logistics
- b. three points location
- c. third party logistics
- d. none of the above

15. Bill of Lading is issued by the

- a. captain of the vessel
- b. shipping company
- c. customs authorities
- d. consignor



16. Having alternative sources for key inputs makes strategic sense, in case the exchange rate moves make inputs too expensive from one region. This is managing operating exposure through...

- a. Sourcing flexibility
- b. Diversifying production facilities
- c. Matching currency flows
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Seat No. **MARCH - 2022 (Summer session) Examination**

Subject Code: 79789

(विद्यार्थी को OMR पर लिखना / Student should fill this code on OMR sheet)

Subject Name: Master of Business Administration (CBCS)_79789_79789 - Paper IV World Class

Manufacturing_03.08.2022_1.00 PM

Date: 03-08-2022

QP Code: 9469QP

Time: 13:00:00 to 14:00:00

Total Marks: 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr

1. Which of the following two disciplines are tied by a common database?
 - a. CAD and CAM
 - b. drafting and documentation
 - c. documentation and geometric modeling
 - d. None of the options
2. What is the relationship between CAD/CAM?
 - a. manufacturing and marketing
 - b. science and engineering
 - c. design and marketing
 - d. design and manufacturing
3. Which of the following device is mostly associated with automation?
 - a. NC machine
 - b. flexible manufacturing
 - c. computer graphics workstation
 - d. robots
4. On which of the following just in time manufacturing philosophy emphasizes?
 - a. man power
 - b. profit
 - c. inventory
 - d. manufacturing
5. Why designs are periodically modified?
 - a. to strive for zero-based rejection and waste
 - b. to make products easier and faster to manufacture
 - c. to improve product performance
 - d. All of the options
6. Why sustainable manufacturing is required?
 - a. proper maintenance
 - b. reuse
 - c. conserving resources
 - d. All of the options
7. _____ is the process by which raw materials and other inputs are converted into finished goods.
 - a. Inventory
 - b. Logistics
 - c. Production
 - d. Supply chain
8. Production system model comprises of _____.
 - a. Production system
 - b. Conversion sub system
 - c. Control sub system
 - d. All of the options

9. production system model consists of ____.
- Inputs & Outputs
 - Conversion sub system
 - Control Sub System
 - All of the options
10. ____ are required to make a series of decisions in the production function.
- Personnel managers
 - Marketing managers
 - HR managers
 - Operation managers
11. ____, operating and control decisions are the three categories of decisions made by operations managers.
- Planning
 - Strategic
 - Inventory
 - Logistical
12. Shop floor planning and control is ____.
- Strategic decision
 - Operating decision
 - Control decision
 - All of the options
13. Production management and operations management can be differentiated best on ____ of finished goods and/or services.
- Inseparabilities
 - Ubiquities
 - Tangibilities
 - Perishabilities
14. Service operations are non manufacturing operations which also converts input into outputs which are ____.
- Tangible
 - Intangible
 - Inseparable.
 - Perishable
15. The planning activity is always ____.
- Post-operation
 - Pre-operation
 - Pro-operation
 - After-operation
16. Production planning and control function is essentially required for efficient and economical ____.
- Promotion
 - Personnel
 - Production
 - Prescription
17. The control activity is done ____ or implementation of the plan.
- Before Implementation
 - Before execution
 - After execution
 - Before planning
18. Optimum utilisation of capacity, inventory control, economy in production time and quality assurance are the ____ of Product Planning and control (PPC).
- Constraints
 - Merits
 - Demerits
 - Limitations

19. _____ involves looking ahead anticipating bottlenecks and identify the steps required for smooth and uninterrupted flow of production.

- a. Production control
- b. Production Audit
- c. Production Planning
- d. Production Execution

20. The objective of _____ is to regulate and control the various operations of production processes for orderly flow of material.

- a. Production control
- b. Production Audit
- c. Production Planning
- d. Production Execution

21. _____ involves forward thinking regarding remedial action in case of any failure.

- a. Production control
- b. Production Audit
- c. Production Planning
- d. Production Execution

22. How a quality can be quantified

- a. performance + expectations
- b. performance x expectations
- c. performance - expectations
- d. performance / expectations

23. Traditional culture of quality requirements focuses on

- a. product oriented
- b. process oriented
- c. customer oriented
- d. supplier oriented

24. American quality guru who took the message of quality to Japan

- a. genichi taguchi
- b. masaaki imai
- c. shigeo shingo
- d. w. edwards deming

25. In TQM, how many elements are there in Quality statements

- a. 1
- b. 2
- c. 3
- d. 4

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420

Seat No.: **MARCH - 2022 (Summer session) Examination**

Subject Code: 79792

(विद्यार्थी को OMR पर लिखना / Student should fill this code on OMR sheet)

Subject Name: Master of Business Administration (CR/CBCS) _79792_79792 - Paper III Agro-Processing Industries 06.08.2022_01.00 PM

Date: 06-08-2022

Time: 13:00:00 to 14:00:00

QP Code: 10003QP

Total Marks : 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr

1. Floriculture, Viticulture, olericulture are all types of

- | | |
|----------------|--------------------------|
| a. Flowers | b. Horticulture |
| c. Sericulture | d. Agro-processing units |

2. Operation flood is also known as

- | | |
|---------------------|--------------------|
| a. Green revolution | b. Blue revolution |
| c. White Revolution | d. All the above |

3. Which is the most aesthetic branch of agriculture?

- | | |
|---------------------|--------------------|
| a. Animal Husbandry | b. Floriculture |
| c. Dairy | d. Cotton industry |

4. Jute industries are largely concentrated in

- | | |
|----------------|--------------|
| a. Maharashtra | b. Gujarat |
| c. West Bengal | d. Rajasthan |

5. Which of the following problems is related to cotton industry?

- | | |
|---------------------------------------|-----------------------|
| a. Use of old and obsolete technology | b. Vagaries of nature |
| c. Shortage of raw material | d. All the above |

6. Sugar factories in Maharashtra are largely In nature

- | | |
|-----------------|----------------|
| a. Corporate | b. Government |
| c. Co-operative | d. Proprietary |

7. Rice industries face which of the following problems?

- | | |
|--------------------------|------------------------------|
| a. Adequate supply chain | b. Modernization of machines |
| c. High production cost | d. All the above |

8. A industry is termed as an agro-based when it.....

- | | |
|---|------------------------------|
| a. uses agricultural products as raw material | b. is situated in rural area |
| c. employees farmers | d. All the above |

Which of the following products is an example of agro-based processing?

- a. Perfume
- b. Talcum powder
- c. eye mascara
- d. Nail paint

10. Constraints of agro processing industries are mainly due to

- a. Government policies
- b. Export potentials
- c. Nature of raw material
- d. Nature of ownership

11. Which measure do you think is most effective for the growth of agro-processing industries?

- a. Efficient logistics
- b. Change in ownership pattern
- c. Effective promotion and advertisement
- d. Training and development of human resource

12. Agro-processing units are important for Indian Economy because.....

- a. They are established in rural area
- b. They are major source of rural employment
- c. They are usually of co-operative nature
- d. They provide government jobs

13. Bagasse can further produce.....

- a. Sugar
- b. Activated carbon
- c. Jaggery
- d. All the above

14. Beverage industry, coconut oil industry, tomato processing industry are all..... Industry

- a. Sericulture
- b. Horticulture
- c. Floriculture
- d. Dairy

15. Cotton industry, Jute industry, Dairy, Dal mill are all example of

- a. Animal Husbandry
- b. Agro-tourism
- c. Agri-business management
- d. Agro-processing units

16. Works as an apex body for the development of horticulture, fisheries, and animal science in India

- a. ICAR
- b. NABARD
- c. NAFED
- d. APMC

17. Is the major crop in Yavatmal, Buldhana, Akola, Amravati and Vardha

- a. Cotton
- b. Jute
- c. Dairy
- d. Soyabean

18. Which of the following states are not the major producer of milk?

- a. Uttarpradesh
- b. Rajasthan
- c. Tamil Nadu
- d. Gujarat

19. Which of the following is the major constraint of sugar factories?

- a. Price of sugar cane is fixed by government
- b. Price of sugar is monitored by government
- c. operational cost are high
- d. All the above

20. Perishable nature of raw material is the major challenge of industry

- a. Textile
- b. Sugar
- c. Dairy
- d. Jute

21. is the major challenge of dairy processing units.

- a. Co-operative nature of industry
- b. Growing population
- c. Low yield per cattle
- d. All the above

22. Agri based industries have government support

- a. No
- b. Nominal
- c. Good
- d. None of the above

23. Which statement is true for Cotton textile and Sugar industry

- a. They are public sector undertaking
- b. They rely on same raw material
- c. They need heavy capital investment
- d. They have no common features

24. Agro processing industries should ideally be situated inarea

- a. Urban
- b. Industrial
- c. Rural
- d. None of the above

25. Perfume industry depends on development of In agriculture

- a. Floriculture
- b. Sericulture
- c. Horticulture
- d. Greenhouse



Seat No.: **MARCH - 2022 (Summer session) Examination**

Subject Code: 81419

विद्यार्थी को OMR पर लिखना / Student should fill this code on OMR sheet

Subject Name: Master of Business Administration (CR/CBCS)_74398_81419_81419 - Paper I Buying behaviour and brand Management_27.07.2022_10.00 AM

Date: 27-07-2022

Time: 10:00:00 to 11:00:00

QP Code: 8454QP

Total Marks : 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr

-
1. The Factors include lifestyle, attitude, self-concept.
 a. demographic
 b. cultural
 c. psychographic
 d. social
 2. Which of the following is not the component of the learning process?
 a. Drive
 b. Motivation
 c. Interpretation
 d. Retention
 3. Selective.....is a natural defense mechanism.
 a. distortion
 b. attention
 c. retention
 d. learning
 4.product motive involve alogical analysis of the purpose expected to be served by the product.
 a. Emotional
 b. Socio-psychological
 c. Operational
 d. Rational
 5. People who have a high regard for the opinions of others are called
 a. innerdirected
 b. outerdirected
 c. independent
 d. dependent
 6.is a person's enduring favourable or evaluations, emotional feelings, and action tendencies towards some object or idea.
 a. attitude
 b. belief
 c. personality
 d. learning
 7. The learning model will help marketers to promote association of products with strong drives and cues which would lead to positivefrom the consumers.
 a. recommendation
 b. reference
 c. re-enforcement
 d. realisation
 8. An extent a person is receptive to a new buying experience is termed as consumer
 a. innovativeness
 b. susceptibility

c. materialism

d. ethnocentrism

9. The are the customers who will accept the particular product only when a majority of chunk of the community has opted for that product.

a. latemajority

b. earlymajority

c. earlyadopters

d. laggards

10. is not a situational factor affecting buying behaviour.

a. Physical surroundings

b. Social surroundings

c. Time perspective

d. Learning

11. Which of the following is not the component of the Howard Sheth Model of Buying Behaviour

a. Input variable

b. Output variable

c. Hypothetical constructs

d. Information processing

12. groups are family, friends, peer groups.

Or) a. dissociative

b. secondary

c. primary

d. opinion leaders

13. The drives shareholders value.

a. Trademark

b. Brand

c. Product

d. Customer loyalty

14. brands emphasise on the efficiency of their product features.

a. Functional

b. Image

c. Experience

d. Premium

15. Brand Imagery describes the Properties of the product or service, including the ways in which the brand attempts to meet customer's psychological or social needs.

me. a. quality

b. features

c. extrinsic

d. intrinsic

16. Which of the following is not the measure of the brand equity?

a. promotion

b. customer awareness

c. customer preference

d. financial performance

17. Consumer's Psychological desire for change is one key factor behind

a. Brand Proliferation

b. Brand Re-launch

c. Brand Extention

d. Brand Rejuvenation

18. Which of the following is not the building block of brand pyramid as per the Brand Resonance model?

a. Brand Salience

b. Brand equity

c. Brand imagery

d. Brand judgements

19. According to Brand Asset Valuator, measures the appropriateness and breadth of a brand's appeal.

- a. Energised differentiation
- b. Esteem
- c. Relevance
- d. Knowledge

20. In The target consumer's perception of the various brands in the given product category are found and plotted.

- a. Straddle Positioning
- b. Repositioning
- c. Emotional Branding
- d. Perceptual Mapping

21. When companies use corporate brand name across their entire range of products, it is termed

- a. Umbrella branding
- b. Multi-branding
- c. Co-branding
- d. Individual branding

22. when a famous person advertise a company's brand, it is termed as

- a. Celebrity Announcement
- b. Celebrity Endorsement
- c. Brand Building
- d. Brand Promotion

23. A is the set of all brand lines that a particular seller makes.

- a. parent brand
- b. master brand
- c. brand mix
- d. product mix

24. Wipro was originally a brand of computers, it was later extended to handwash, this is an example of

- a. related brand extension
- b. unrelated brand extension
- c. brand rejuvenation
- d. brand positioning

25. is a set of assets linked to a brand's name and symbol that adds to the value provided by a product or service to a firm and to the firm's customers.

- a. Brand value
- b. Brand portfolio
- c. Brand extension
- d. Brand equity

Seat No.:

MARCH - 2022 (Summer session) Examination

Subject Code: 83248

विद्यार्थी को दिए गए OMR पर लिखना / Student should fill this code on OMR sheet)

Subject Name: Master of Business Administration (CR/CBCS)_83248_83248 - Innovation and Entrepreneurship_25.07.2022_1.00 PM

Date: 25-07-2022

Time: 13:00:00 to 14:00:00

QP Code: 8122QP

Total Marks : 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr

1. Gilford Pinchot has coined the concept of.....

- a. Entrepreneurship
- c. Innovation

- b. Intrapreneurship
- d. Creativity

2. According to Schumpeter what can be termed as innovation?

- a. Introduction of new goods
- c. New Source of raw material

- b. New Market
- d. All the above

3. Who is the founder of Naukri.com

- a. Sachin Bansal
- c. Sanjeev Bikhchandani

- b. Kunal Bahl
- d. Narayan Murthy

4. Which of the following is not the trait of an entrepreneur?

- a. Creative
- c. Risk adverse

- b. Hard working
- d. Effective communicator

5. Theories of Entrepreneurship are derived from

- a. Sociology
- c. Psychology

- b. Economics
- d. All the above

6. From which language is the term entrepreneur derived?

- a. German
- c. French

- b. Greek
- d. English

7. According to Peter Drucker innovation has to be.....

- a. Purposeful
- c. Focused

- b. Systematic
- d. All the above

8. BFG is a leading..... Company

- a. Textile
- c. IT

- b. House-keeping
- d. Mining



7/25/2022, 1:11 PM



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9. Muhammad Yunus is known for his contribution in developing.....
 a. Concept of MicroFinance
 c. VLCC
 b. Bicon
 d. BVG
10. Sunder Pichai is one of the successful.....
 a. Entrepreneur
 c. IT Professional
 b. Intrapreneur
 d. CFO
11. Is not a non-economic factor affecting entrepreneurship development
 a. Capital
 c. Legitimacy
 b. Need for achievement
 d. Social Mobility
12. Which of the following Indian Community was fast to adapt with British government?
 a. Parsis
 c. Jains
 b. Muslims
 d. Jews
13. Handicraft industry of India was mainly destroyed due to...
 a. Negative attitude of British government
 c. Low priced British made goods
 b. Downfall of Indian Royal Courts
 d. All the above
14. Brainstorming is a method of in group
 a. Working
 c. Idea generation
 b. Organizing
 d. All the above
15. AMUL is a brain child of
 a. Varghese Kurien
 c. Ela Bhat
 b. Muhammed Yunus
 d. Kiran Mujumdar Shaw
16. Status withdrawal theory was given by....
 a. Joseph Schumpeter
 c. Hagen
 b. Max Weber
 d. Harvey Lebenstien
17. In pre-independence era Banaras was known for its....
 a. Shawls
 c. Metal wares
 b. Dupptas
 d. Mulmul
18. According to David McClland Need for..... Is essential entrepreneurial motivation
 a. Achievement
 c. Affiliation
 b. Power
 d. All the above
19. Identify the odd man out
 a. Mark Zuckerberg
 c. Narayan Murthy
 b. Sundar Pichai
 d. Elon Musk

20. Integrity, Empathy, Honesty are fundamental components of.....
- Ethics
 - Emotions
 - Entrepreneur
 - Democracy
21. Code of conduct is given by..... To every businessman
- Government
 - Education institute
 - Business Ethics
 - Corporate governance
22. X-efficiency is the degree of
- In-efficiency
 - Allocative efficiency
 - Entrepreneurial efficiency
 - None of the above
23. Who mentioned that entrepreneur is perceived differently by economist, psychologist, business persons and politicians?
- J.B. Say
 - Richard Cantillon
 - Gifford Pinchot
 - Karl Vesper
24. Economic freedom and private enterprise are glorified under.....
- Protestant ethics
 - Need for achievement
 - Spirit of capitalism
 - Need for power
25. Which of these are source of innovation?
- Unexpected success
 - Unexpected failure
 - Demographic changes
 - All the above

MARCH - 2022 (Summer session) Examination

Subject Code: 83253

प्रश्नों में दिए गए कोड OMR पर लिहायें / Student should fill this code on OMR sheet)

Subject Name: Master of Business Administration (CR/CBCS)_83253_83253 - Paper- III Strategic

Human Resource Management and International Perspective_28.07.2022_1.00 PM

Date: 28-07-2022

Time: 13:00:00 to 14:00:00

Code: 8608QP

Total Marks : 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr

_____ is a process that systematically surveys and interprets relevant data to

Identify external opportunities and threats

Environmental scanning

Orientation training

b. Job rotation

d. none of the above

_____ is a method for Human Resources to position itself as a strategic

Planning partner with line managers and executives within an organization.

Counselling

Organisational development

b. HR Planning

d. The HR scorecard

The scope of international human resource management (IHRM) includes:

Staff recruitment

Compensation

b. staff development

d. all of the above

5P's of SHRM includes Philosophy, Practices, programs, Policies and _____

Pattern

Processes

b. Post

d. none of the above

The classification of International employees include

expatriates

third country nationals

b. host country nationals

d. all of the above

PCN in International HRM is

Post Country Network

Past Country Network

b. Position Country National

d. Parent country nationals

In strategic human resource management, HR strategies are generally aligned with:

a. business strategy

c. finance strategy

b. marketing strategies

d. economic strategy

The following are valid reasons for using an ethnocentric international staffing strategy, except:

a. maintaining a unified corporate culture

b. maintaining a diverse corporate culture

c. lack of qualified managers in the host country

d. maintaining tight control

9. The final stage in strategic management is _____

a. strategy evaluation and control

b. Skill management

c. organisational profitability

d. Both A & B

10. _____ links HR management directly to the strategic plan of your organization

a. Systematic HRD

b. Continuous Training

c. Strategic HRP

d. none of the above

11. Expatriate failure is best defined as:

a. a failure to recoup the costs of investment in an expatriate

b. early return of the expatriate

c. repatriation

d. re-assimilating the expatriate

12. _____ is the practice of attracting, developing, rewarding, and retaining employees for the benefit of both the employees as individuals and the organization as a whole.

a. Strategic human resource management

b. employee knowledge

c. company information

d. none of the above

13. To be effective in the international environment HRM policies must:

a. reflect an international view

b. accommodate differences in management styles

c. focus on domestic issues

d. effectively transplant HRM policies and practices from the home country to all other offices

14. The factor that affect the Global Human Resource Management are

a. economic factor

b. societal factor

c. cultural factor

d. all of the above

15. If the employee is citizen of India, working in U.S and employed by the company whose headquarters are in Japan then employee is classified as

a. third country nationals

b. expatriates

c. host country nationals

d. none of the above

16. Finding ways to reduce _____ is a key responsibility of management

a. Uncertainty

b. Costs

c. Absenteeism

d. None of the above

17. An HR Dashboard is a visual display of

a. HR metrics

b. HR Development

c. Management goals

d. none of the above

18. _____ is a visual display of HR metrics

- a. HR Scorecard
- c. HR Metrics

- b. HR Dashboard
- d. HR Functions

19. When an international firm follows a strategy of choosing only from the nationals of the parent country, it is called

- a. polycentric approach
- c. ethnocentric approach

- b. geocentric approach
- d. None of the above

20. _____ are discussed with emphasis on how organizations use human capital as a foundational element of their success.

- a. Recruitment
- c. grading

- b. Ranking
- d. Strategy maps

21. Hofstede's cultural dimensions theory is a framework for _____ communication

- a. cross-cultural
- c. verbal

- b. cultural
- d. non-verbal

22. Strategic thinking is a _____ process.

- a. Short term
- c. Continuous

- b. Long term
- d. All of the above

23. A major difference between domestic and international HRM is the result of:

- a. increased complexities such as currency fluctuations, foreign HR policies and practices, and divergent labour laws

- b. the number of employees covered by the hr policies

- c. the ease with which employees adjust to new cultures

- d. the emergence of effective cross-border management styles

24. Types Of Strategic HRP includes Workforce Forecasting, Recruiting, Development and _____

- a. administering
- c. recruiting employees

- b. Retaining
- d. none of the above

25. Which of the following factors is not related directly to the success of expatriate assignments?

- a. the personality of expatriate employees
- c. the incapability of the spouse to adjust to the new situation

- b. the intentions of expatriate employees
- d. the nature of products produced by the company

MARCH - 2022 (Summer session) Examination

Subject Code: 83254

(विद्यार्थी को OMR पर लिखना / Student should fill this code on OMR sheet)

Subject Name: Master of Business Administration (CR/CBCS)_83254_83254 - Paper- IV Industrial Relations and Labour Laws_29.07.2022_1.00 PM

Date: 29-07-2022

QP Code: 9075QP

Time: 13:00:00 to 14:00:00

Total Marks : 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr

1. Which of the following is not apart of Employee relation system?
 - a. Government & Employer
 - b. Trade union, union federation & associations
 - c. Foreign companies
 - d. Labour courts & tribunals
2. Which of the following is not the most important aspect of the process of collective bargaining?
 - a. Negotiations
 - b. Confrontations
 - c. Discussions
 - d. Compromise
3. "One party gains at the expense of another" normally refers to which type of collective bargaining?
 - a. distributive bargaining
 - b. integrative bargaining
 - c. centralized bargaining
 - d. decentralized bargaining
4. Which of the following department has major interest in harmonious industrial relations?
 - a. HR
 - b. Production
 - c. Finance
 - d. Marketing
5. Industrial Relation refer to :
 - a. Central Government and State Government relations
 - b. Employer, Employees and Government relationship
 - c. management and Customers relationship
 - d. Government and Public relations
6. Which of the following is not cause of strike?
 - a. Salary & incentive problems
 - b. Discountinuity in services due to over age
 - c. Wrongful discharge or dismissal of workmen
 - d. Dissatisfaction with company policy
7. A situation where management is unable to provide employment due to non availability of work is called
 - a. Lock out
 - b. Lay off
 - c. Termination
 - d. Attrition
8. Reduction in labour force is called?
 - a. Termination
 - b. Retrenchment



c. Lay off

d. Right sizing

9. Annulized hours refer to

a. calculating working time on weekly basis

b. calculating working time on annual basis

c. calculating working time on seasonal basis

d. calculating working time for shift workers

10. The Indian National Trade Union Congress (INTUC) was organised in 1947 with active support and encouragement from the.....

a. Employee

b. Employer

c. Union

d. Government

11. The minimum subscription rate for members of trade unions of rural workers shall not be less than

a. Rs. 12 per annum

b. Rs. 3 per annum

c. Rs. 1 per annum

d. No such provision

12. What should be the minimum no. of members required to register a union

a. Six

b. Seven

c. Eight

d. Nine

13. The concept of union came into existence as a result of employees

a. Problem of communication

b. Dissatisfaction among workers

c. Longing for belongingness

d. Change in technology

14. What do we mean by lockout

a. Stoppage of work by employer

b. Stoppage of work by employee

c. Stoppage of work by trade unions

d. Stoppage of work by court

15. Which of the following is not a reason for joining trade unions

a. Greater bargaining power

b. Minimize discrimination

c. Good contacts with politicians

d. Platform for self expression

16. The situation in which the disputes arose from the labours contract and different interpretations are settled by third party is called..

a. Grievance conciliation

b. Grievance procedures

c. Grievance arbitration

d. Grievance rectification

17. Who may be classed as being a 'whistleblower'?

a. A worker who divulges confidential information about their employer.

b. An employee who has worked for their employer for 5 years or more

c. A worker who represents employees at an Employment Tribunal

d. A worker who acts as a union representative

18. The ILO is composed of how many member nations?

b. 170

d. 165

19. Which of the following is not a disciplinary action against employees?

b. increments

d. disciplinary demotion

20. Which of the following is not a stage involved in disciplinary proceedings?

b. An appeal

d. A tribunal hearing

21. In organisation the employee dissatisfaction is indicated by?

b. Employee ownership

d. Grievance strike

22. A Formal written complaint of employees is called?

b. Grievance strike

d. Employee ownership

23. ILO stands for?

b. Intrnational Labour Organisation

d. Intrnational Labour Outsourcing

24. Under which labour legislation in India the provision of check-off has been accepted?

b. Trade Unions Act, 1926

d. Industrial Employment (Standing Orders) Act

25. Which of the following is not included under the definition of wages given under the Payment of Wages Act, 1936?

b. Dearness Allowance

d. Gratuity

Seat No.

MARCH - 2022 (Summer session) Examination

Subject Code: 83255

(विद्यार्थीनी हा विषय कोड OMR पर लिहावा / Student should fill this code on OMR sheet)

Subject Name: Master of Business Administration (CR/CBCS)_83255_83255 - Paper III Investment Management_30.07.2022_1.00 PM

Date: 30-07-2022

QP Code: 8914QP

Time: 13:00:00 to 14:00:00

Total Marks : 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr

1. Investment is the _____
 - a. net additions made to the nations capital stocks
 - b. persons commitment to buy a flat or house
 - c. persons commitment to buy a flat or house
 - d. employment of funds on goods and services that are used in production process
2. Which of the following would be considered a risk-free investment?
 - a. Gold
 - b. Equity in a house
 - c. High-grade corporate bond
 - d. Treasury bills
3. Income tax is collected on all types expect
 - a. Agricultural income
 - b. Industrial income
 - c. Capital gain
 - d. Household property
4. The rate of return you earn on an investment before adjusting for inflation is called the Rate?
 - a. Nominal
 - b. Real
 - c. Premium
 - d. Coupon
5. Financial risk is most associated, with _____.
 - a. the use of equity financing by corporations.
 - b. the use of debt financing by corporations
 - c. Equity investments held by corporations
 - d. debt investments held by corporations
6. UTI was established by which bank?
 - a. RBI
 - b. SBI
 - c. UCO Bank
 - d. PNB
7. The random walk hypothesis is most related to the _____.
 - a. weak-form EMH
 - b. semi strong-form EMH
 - c. semi weak-form EMH
 - d. strong-form EMH
8. The complete portfolio refers to the investment in
 - a. the risky portfolio
 - b. the risk free asset



c. the risky portfolio and the index

d. the risk free asset and the risky portfolio combined

9. There are Types of capital assets

a. 1

b. 2

c. 3

d. 4

10. What is the value of mutual fund known as?

a. Net asset value

b. Net mutual value

c. Net fund value

d. Mutual fund value

11. Investors should be willing to invest in riskier investments only _____.

a. if the term is short

b. if there are no safe alternatives except for holding cash

c. if the expected return is adequate for the risk level

d. if they are true speculators

12. Transport allowance is exempt upto:

a. Rs. 800 per month

b. Rs. 1600 per month

c. Rs. 800 per year

d. Rs. 1600 per year

13. A _____ is a trust that pools the savings of a number of investors who share common financial goals.

a. Shares

b. Mutual Funds

c. Government Securities

d. Derivatives

14. The yield on bond is 7% and the market required return is 14% then market risk premium would be

a. 0.02

b. 0.21

c. 0.005

d. 0.07

15. An individual should have a valid for registering with the e-filing application

a. TAN

b. PAN

c. Adhaar

d. None of the above

16. ROI denotes _____

a. Return on Investment

b. Return on Interest

c. Return on Income

d. Risk on Investment

17. In income tax act 1961, deduction under sections 80C to 80U cannot exceed

a. Gross total income

b. Total income

c. Income from business or profession

d. Income from house property

18. The standard deviation :

- a. Is the square root of variance
b. Measures dispersion or variability around the expected value
c. May be used to compare investments with the same expected return
d. All of the above are correct
19. NAV is declared every day by deducting ----- Expenses.
a. Recurring
b. Transaction
c. Exit Load
d. Entry load
20. An investor invests in assets known as a
a. Securities
b. Block of assets
c. Portfolio
d. None of the above
21. The House rent allowance (HRA) under the salary head of income Tax Act is given by.....
a. Section 10
b. Section 10 (13A)
c. Section 11(13B)
d. Section 11
22. The conventional measure of dispersion is
a. A probability distribution
b. The expected return
c. The standard deviation
d. The coefficient of variation
23. Who introduced Mutual funds in India?
a. RBI
b. UTI
c. SEBI
d. MOF
24. Which of the following would be considered a risk-free investment?
a. Gold
b. Equity in a house
c. High-grade corporate bonds
d. Treasury bills
25. The tendency of moving together of two variables is classified as
a. Correlation
b. Move tendency
c. Variables tendency
d. Double tendency

Seat No.

MARCH - 2022 (Summer session) Examination

Subject Code: 83256 ✓

पुस्तक को OMR पर लिखना / Student should fill this code on OMR sheet

Subject Name: Master of Business Administration (CR/CBCS) 83256_83256 - Paper IV International Finance_01.08.2022_1.00 PM

Date: 01-08-2022

QP Code: 8855QP

Time: 13:00:00 to 14:00:00

Total Marks : 50 Each Question 2 Marks, Total 25 Ques, Duration 1 Hr

1. Which of the following pairs is not correctly matched with regard to balance of payment accounts

- a. Import of goods and services – Debit in the current account
- b. Receipts of transfer payments – Credit in the current account
- c. Direct investment receipt – Credit in the capital account
- d. Portfolio investment payments – Debit in the current account

2. The functions of the International Monetary Fund include all of the following except

- a. to provide emergency loans to countries facing balance of payments problems.
- b. to monitor macroeconomic developments continuously in member countries.
- c. to serve as the world central bank
- d. to provide a line of credit for each member country

3. foreign bond issue is

- a. one denominated in a particular currency but sold to investors in national capitalmarkets other than the country that issued the denominating currency
- b. one offered by a foreign borrower to investors in a national market and denominated in that nation's currency
- c. for example, a German MNC issuing dollar-denominated bonds to US investors
- d. b) and c)

4. Eurobond issue is

- a. one denominated in a particular currency but sold to investors in national capitalmarkets other than the country that issued the denominating currency
- b. usually a bearer bond
- c. for example a Dutch borrower issuing dollar-denominated bonds to investors in the UK, Switzerland, and the Netherlands
- d. All of the above

5. Today, important factor that result in augmentation in international bond market is

- a. low interest rates
- b. high interest rates
- c. moderate interest rates
- d. all of above

6. The term Euro Currency market refers to

- a. The international foreign exchange market
- c. The countries which have adopted Euro as their currency

b. The market where the borrowing and lending of currencies take place outside the country of issue

d. The market in which Euro is exchanged for other currencies

7. International trade and domestic trade differ because
- a. Different government policies
- c. Trade restrictions

b. Immobility of factors

d. All of the above

8. The World Bank Group is made up of how many organisations

a. 3

c. 8

b. 5

d. 10

9. Which organisation of the World Bank Group deals with matters related to the development of the poorest countries in the world

a. The International Bank for Reconstruction and Development

c. The International Finance Corporation

b. The International Development Association

d. The Multilateral Investment Agency

10. Can dispute settlement take place under the World Bank Group's auspices

a. No, because the World Bank Group is a political forum

c. Yes, through the International Court of Justice machinery

b. No, because the World Bank Group is an economic forum

d. Yes, through the International Centre for Settlement of Investment Disputes

11. Balance in capital Account refers to

a. Nation's net exports of goods and services

c. Nation's net exports of international official reserve assets

b. Nation's net exports of financial claims

d. Nation's sum of net exports of goods, services and financial claims

12. Which of the following statements is correct with respect to the convertibility of Indian rupee?

a. It is convertible on capital account

c. It is convertible both on current and capital account

b. It is convertible on current account

d. None of the above

13. Which of the following statement is not true about the International Monetary Fund

a. IMF was established along with the world bank

c. Christine Lagarde is the current Chief Executive Officer of the IMF

b. IMF is the result of the Bretton Woods conference

d. Currently 193 countries are the members of the IMF

14. If the Balance of Payment of a country is adverse, then which institution will help that country?

a. World Bank

c. International Monetary Fund

b. World Trade Organization

d. Asian Development Bank

15. Foreign bonds issued in Japan are known

- a. bulldog bonds
- b. dragon bonds
- c. Yankee bonds
- d. samurai bonds

16. Market in which currencies buy and sell and their prices settle on is called the

- a. Eurocurrency market
- b. international capital market
- c. international bond market
- d. foreign exchange market

17. What are the forms of assistance that the World Bank provides to its members?

- a. Technical and financial
- b. Political and financial
- c. Political and economic
- d. Technical and military

18. If a country has a capital account deficit, that country's stock of international indebtedness is

- a. zero
- b. decreasing
- c. increasing
- d. constant

19. In part, a country's current account measures

- a. its current debt as opposed to its long-term debt
- b. receipts from the sale of goods and services to foreigners and payments for goods and services bought from foreigners
- c. net increases and decreases in a country's holdings of foreign currency.
- d. borrowing and lending activity between the country's residents and foreigners

20. The account used to record changes in the official reserve is the

- a. capital account
- b. current account
- c. official settlements account
- d. official reserves account

21. An LC provides for allowing pre-shipment credit to the beneficiary. It is called

- a. Confirmed LC
- b. Irrevocable LC
- c. Back to back LC
- d. Red clause LC

22. Under NRO Account, the repatriation can be done up to

- a. USD 10000
- b. USD 100000
- c. USD 1 million
- d. No limit

23. An exporter is categorised as an Star Export House, if the export performance / turnover in at least 2 out of 4 years is around:

- a. Rs. 20 Crore
- b. Rs. 500 Crores
- c. Rs. 100 Crores
- d. Rs. 2500 Crores

24. Which of the following does not form part of current account under balance of payments

- a. Export and import of goods
- b. Export and import of services
- c. Income receipts and payments
- d. Capital receipts and payments

c. Back to back LC

d. Red clause LC

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b. Export and import of services

c. Income receipts and payments

d. Capital receipts and payments

25. Capital account convertibility of the Indian rupee implies

a. That the Indian rupee can be exchanged by authorized dealers for travel

b. That the Indian rupee can be exchanged for any major currency for the purpose of trade in goods and services

c. That the Indian rupee can be exchanged for any major currency for the purpose of trading in financial assets

d. None of the above

