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Roll No.

18DD2001

M.B.A. EXAMINATION, 2022

(Fourth Semester)

(C Scheme) (Main & Re-appear)

MASTER OF BUSINESS ADMINISTRATION

MBA202C

Entrepreneurship

Time : 3 Hours]

[Maximum Marks : 75

Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

Note : Attempt *Five* questions in all, selecting at least *one* question from each Unit. All questions carry equal marks.

Unit I

1. Distinguish between entrepreneur and entrepreneurship. Elaborate the traits of an entrepreneur.
2. Give a detailed account of economic and non-economic factors affecting entrepreneurial growth.

Unit II

3. Critically illustrate the models of opportunity evaluation.
4. Throw light on the reasons for failure of a business plan.

Unit III

5. Discuss the key components and benefits of social entrepreneur.
6. Women representation in entrepreneurship is not satisfactory in India. State your agreement regarding this statement.

Unit IV

7. Describe the contribution of MSMED enterprise in Indian economy. Suggest at least one scheme for up-gradation of MSME.
8. Critically compare the sources of finance available to MSME enterprises in India.

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18DD2002

M.B.A. EXAMINATION, 2022

(Fourth Semester)

(C Scheme) (Main & Re-appear)

MASTER OF BUSINESS ADMINISTRATION

MBA204C

Indian Ethos, Business Ethics and Corporate
Governance

Time : 3 Hours]

[Maximum Marks : 75

Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

Note : Attempt *Five* questions in all. All questions carry equal marks.

Unit I

1. What is Corporate Governance ? Explain stakeholder theory of corporate governance with suitable examples. 15
2. Write short notes on the following :
 - (a) Relationship between ethics and governance 7
 - (b) Comment on Japanese model of corporate governance. 8

Unit II

3. What do you understand by Board of Directors ? Discuss the role of Board of Directors and Non-executive Directors. 15
4. Write short notes on the following :
 - (a) Corporate governance practices in India 7
 - (b) Kumar Mangalam Birla Committee and its purpose. 8

Unit III

5. Stepwise explain the history of development of business ethics. Also discuss the benefits of business ethics. 15
6. Define Framework for ethical decision-making. Describe in brief individual factors affecting corporate governance. 15

Unit IV

7. What do you mean by perfect competitive market ? Discuss the characteristics of free and perfect competitive market. 15
8. Briefly explain the following :
 - (a) Efficiency in Financial Market 5
 - (b) Whistle Blowing 5
 - (c) Sexual Harassment. 5

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18DD2004

M.B.A. EXAMINATION, 2022

(Fourth Semester)

(C Scheme) (Main & Re-appear)

MASTER OF BUSINESS ADMINISTRATION

FM07C

Financial Derivatives

Time : 3 Hours]

[Maximum Marks : 75

Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

Note : Attempt *Five* questions in all. All questions carry equal marks.

Unit I

1. What are the features of financial derivatives ? Describe the advantages and disadvantages of financial derivatives.
2. Elaborate on different types of financial derivatives. Discuss the need of financial derivatives in the growth of stock market in India.

Unit II

3. What is meant by Financial Future Contracts ? Explain the types of financial future contracts.
4. Explain the concept of 'Future Pricing'. Illustrate the cost of carry approach theory of future pricing.

Unit III

5. Give an overview about history of options. Distinguish between option contracts and futrue contracts.

6. Elaborate on the circumstance under which call option may be exercised. Illustrate the concept of intrinsic value.

Unit IV

7. What are the factors affecting options pricing ? Illustrate the Black Scholes option pricing model.
8. What do you understand by Interest Rate Swap ? Write the features of interest rate swap.

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18DD2006

M.B.A. EXAMINATION, 2022

(Fourth Semester)

(C Scheme) (Main & Re-appear)

MASTER OF BUSINESS ADMINISTRATION

FM09C

International Finance

Time : 3 Hours]

[Maximum Marks : 75

Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

Note : Attempt *Five* questions in all. All questions carry equal marks.

Unit I

1. Examine the important additional factors in international financial management as compared to domestic financial management with examples. **15**
2. Differentiate between Current account and Capital account. Why is it useful to examine a country's balance of payment while making foreign trade and investment policy ? Examine. **15**

Unit II

3. Explain the relevance of balance of payment theory and monetary theory for exchange rate determination with example. **15**
4. Explain the following : **7.5×2=15**
 - (a) Role of FDI and FII's flow in the determination of forex rate.
 - (b) Nominal, real and effective exchange rate.

Unit III

5. Why forecasting of forex rate of currency is important for exporter as well importer of a country ? Explain the specific concerns for forecasting of exchange rate of a currency in short term and medium term. **15**
6. What risk confront dealers in foreign exchange market ? Distinguish between transaction and economic exposure. Give examples to elucidate your answer. **15**

Unit IV

7. Explain NPV and IRR technique of capital budgeting for multinational firm investing overseas with numerical example. **15**
8. Explain the following : **7.5×2=15**
 - (a) Taxation of Passive Foreign Investment Company (PFIC) in India
 - (b) List out the modes for going internationalized.

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18DD2014

M.B.A. EXAMINATION, 2022

(Fourth Semester)

(C Scheme) (Main & Re-appear)

MASTER OF BUSINESS ADMINISTRATION

HRM07C

Training and Development

Time : 3 Hours]

[Maximum Marks : 75

Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

Note : Attempt *Five* questions in all. All questions carry equal marks.

Unit I

1. What is the system and process of training ?
Suggest some training trends in current scenario.
2. What is meant by Training Needs ? Explain the factors affecting training need assessment.

Unit II

3. Critically compare reinforcement theory and social learning theory.
4. Give a detailed account of the considerations in designing effective training program.

Unit III

5. Discuss the key components of an effective presentation method of training.
6. Outline the contribution of major approaches for training evaluation.

Unit IV

7. How can cross cultural and diversity issues in training be managed ?
8. What is meant by management development ?
What are the implications of management development programs ?

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18DD2016

M.B.A. EXAMINATION, 2022

(Fourth Semester)

(C Scheme) (Main & Re-appear)

MASTER OF BUSINESS ADMINISTRATION

HRM09C

International HRM

Time : 3 Hours]

[Maximum Marks : 75

Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

Note : Attempt *Five* questions in all. All questions carry equal marks.

Unit I

1. Differentiate between domestic and international human resources. Explain the approaches to IHRM.
2. Explain the following :
 - (a) Multiculturalism
 - (b) HR strategies related to International Expansion.

Unit II

3. Explain the variables that affect the expatriates performances and the criteria used for performance appraisal of international employees.
4. Describe the selection criteria used by the organization while selecting the human resource for overseas assignments.

Unit III

5. Critically analyzes the factors that Indian corporate must treat with utmost care while making the outbound deals.

6. List out the key elements in the typical expatriate compensation package, also explain the balance sheets and complementary approaches of compensation plan.

Unit IV

7. Discuss the job related issues. Also define the role of MNCs in managing the repatriation process.
8. Explain the process of communication and the steps that can be taken to overcome International Communication Problems.

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18DD2018

M.B.A. EXAMINATION, 2022

(Fourth Semester)

(C Scheme) (Main & Re-appear)

MASTER OF BUSINESS ADMINISTRATION

IB06C

International Marketing Management

Time : 3 Hours]

[Maximum Marks : 75

Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

Note : Attempt *Five* questions in all. All questions carry equal marks.

Unit I

1. "Operating in International markets is much more complex than marketing domestically." Critically evaluate the statement with suitable examples.
2. What are the benefits of operating in International Market ? Explain with suitable example.

Unit II

3. Explain the role of political and legal environments for international business with appropriate example.
4. Write a detailed note on Institutional Infrastructure requirements for export promotion in India.

Unit III

5. Write a detailed about the various elements for pricing decisions.

6. Explain international advertising and sales promotions for establishing global brands.

Unit IV

7. Explain the new techniques of international marketing and role of sub-contracting in International Marketing.
8. What is the role of International Logistics decisions and its impact on the international marketing ?

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18DD2020

M.B.A. EXAMINATION, 2022

(Fourth Semester)

(C Scheme) (Main & Re-appear)

(MBA)

IB08C

INTERNATIONAL TRADE LAWS

Time : 3 Hours]

[Maximum Marks : 75

Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

Note : Attempt *Five* questions in all. All questions carry equal marks.

Unit I

1. What do you mean by the law of treaties ? Discuss the basic elements of a treaty under Vienna convention on law of treaties.
2. Give an overview of international criminal law. What are the basic principles of international criminal jurisdiction ?

Unit II

3. Discuss the contribution of United Nations in the development of International Law.
4. What is the structure of WTO's dispute settlement system ? Describe the dispute settlement procedure under WTO.

Unit III

5. Explain various methods of dispute resolution. How disputes can be avoided in international trade ?

6. What is meant by mediation ? Distinguish between mediation and litigation.

Unit IV

7. Define the term Corporate Social Responsibility. Discuss importance of corporate social responsibility for inclusive development in developing countries.
8. Write a detailed note on Indian laws and regulations governing international transactions.

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18DD2009

M.B.A. EXAMINATION, 2022

(Fourth Semester)

(C Scheme) (Main & Re-appear)

MASTER OF BUSINESS ADMINISTRATION

MM07C

International Marketing

Time : 3 Hours]

[Maximum Marks : 75

Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

Note : Attempt *Five* questions in all. All questions carry equal marks.

Unit I

1. Distinguish between domestic marketing and international marketing. What are different dimensions of international marketing ?
2. What are different benefits of International Marketing ? Also discuss different challenges before international marketing.

Unit II

3. Write in detail about economic environment of international marketing citing recent changes in economic environment and how they have influenced international marketing.
4. Write a detailed note on India's Foreign Trade Policy. What are the recent trends in India's Foreign Trade ?

Unit III

5. What different product strategies can be used by international marketers ? Also discuss brand management strategies.

6. What factors influence pricing decisions in context of international marketing ? Describe different pricing strategies available to international marketers.

Unit IV

7. What are different types and function of international distribution channels ? What factors have to be kept in mind while designing distribution strategy for international marketing ?
8. Write short notes on any *two* of the following :
 - (a) Marketing Plan for Exports
 - (b) Joint Ventures
 - (c) Export Documents and Procedure.

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18DD2011

M.B.A. EXAMINATION, 2022

(Fourth Semester)

(C Scheme) (Main & Re-appear)

MASTER OF BUSINESS ADMINISTRATION

MM09C

Sales and Distribution Management

Time : 3 Hours]

[Maximum Marks : 75

Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

Note : Attempt *Five* questions in all, selecting at least *one* question from each Unit. All questions carry equal marks.

Unit I

1. Suppose that you are leading a sales team of a pharmaceutical company. What techniques will you use for sales forecasting ?
2. Explain the process and approaches of personal selling with the help of suitable examples.

Unit II

3. What are various types of organizational structures of a sales department ? How does the organizational structure of sales department relate with the overall organizational structure of the organization ? Explain with the help of suitable examples.
4. What are various methods of deciding compensation packages for the sales teams ? Why do the sales teams need to have innovative compensation packages ? Give reasons in support of your answer.

Unit III

5. What types of marketing channels would you use for the following :
 - (a) FMCG firm
 - (b) Milk PlantGive reasons in support of your answer.
6. Explain the concept of channel conflict. Why does it arise in the marketing channels ? How can sales managers minimize the channel conflict ?

Unit IV

7. What are the factors that are taken into consideration while selecting mode of transportation for movement of goods from manufacturing to consumer ? Explain with the help of suitable examples.
8. Write short notes on the following :
 - (a) Vehicle routing and Scheduling
 - (b) Freight Consolidation.