Programme: M.Com

Semester: II

Course Title: Human Resource Management

Course Code: SLM COM 1 2 06 C 4105

Max. Time: 3 Hours

Max. Marks: 70

Instructions:

1. Question 1 has seven parts and students need to answer any four. Each part carries three and half marks.

2. Question 2 to 5 have three parts and students need to answer any two parts of each question. Each part carries seven marks.

Question 1.   (4X3.5=14)

    a) List the welfare functions of HRM.

    b) What constitutes an 'achievement test'?

    c) Briefly state the relevance of 'job enlargement'.

    d) What is 'separation'?

    e) What is 'E-compensation management'?

    f) State the concept of 'employee empowerment'.

    g) What is induction?

Question 2.   (2X7=14)

    a) "Human Resource Management is a functional management which pertains to all levels of management and types of organisation." Do you agree? Comment.

    b) Describe the internal environmental factors affecting human resource management practices?

    c) Why human resource planning is important in an organization? Briefly explain the process of human resource planning.

Question No. 3.   (2X7=14)

    a) How can you make use of the information relating job analysis? Explain.

    b) Do you think job rotation is a good method to use for developing management trainees? Why or why not?

    c) Describe the major techniques of job evaluation.

Question 4.   (2X7=14)

    a) State various fringe benefits sought to be provided to the employees in India.

    b) Distinguish between performance-appraisal and potential-appraisal. Briefly explain the techniques of performance appraisal of the employees.

c) What is 'transfer'? Why do the companies transfer their employees? Explain.

Question 5.   (2X7=14)

   a) Describe the different stages of evolution of trade unions in India.

   b) Describe the machinery available for the settlement of disputes in India.

   c) What is a grievance? State the different steps of a grievance redressal procedure.

CENTRAL UNIVERSITY OF HARYANA

Term End Examinations, May/June 2018

Programme: M.Com.   Session 2017-18

Semester: II   Max. Time: 3 Hours

Course Title: Organisational Behaviour   Max. Marks: 70

Course Code: SLM COM 1 2 08 C 4105

Instructions:

1. Question 1 has seven parts and students need to answer any four. Each part carries three and half marks.

2. Question 2 to 5 have three parts and students need to answer any two parts of each question. Each part carries seven marks.

Question 1.   (4X3.5=14)
   a) List the components of an attitude.
   b) What is the difference between terminal and instrumental values?
   c) What are the employee responses to dissatisfaction with job?
   d) What is the relationship between attitude and behavior?
   e) What are the key traits in 'Big Five Personality Model'?
   f) What standards can you use to determine an ethical political action?
   g) What is the politics of organizational change?

Question 2.   (2X7=14)
   a) Describe the challenges and opportunities for managers in applying the concept of organisational behaviour?
   b) State the three levels of analysis in organisational behaviour model.
   c) What are the main components of attitudes? Are these components related or unrelated? Explain.

Question 3.   (2X7=14)
   a) What is personality? How do we typically measure it? What factors determine personality?
   b) Describe the Attribution Theory of perception and list the three determinants of attribution.
   c) How do group norms and status influence an individual's behaviour? Explain.

Question 4.   (2X7=14)
   a) How do we measure job satisfaction? What outcome does job satisfaction influence? Explain.
   b) What is the power? How is leadership different from power? Explain the five bases of power.
   c) Describe the individual and organisational approaches to managing stress.

Question 5.   (2X7=14)
   a) What is authoritative leadership? Why do ethics and trust matter to leadership? Explain.
   b) What is the difference between planned and unplanned change? State the four main approaches to managing the organisational change.
   c) What is a positive organisational culture? How can an ethical culture be created? State.

CENTRAL UNIVERSITY OF HARYANA

<u>Term End Examinations May /June 2018</u>

Programme: M.Com.   Session: 2017-18

Semester: II   Max. Time: 3 Hours

Course Title: Financial Markets, Institutions and Services   Max. Marks: 70

Course Code: SLM COM 1 2 03 DCEC 4105

Instructions:

1. Question 1 has seven parts and students need to answer any four. Each part carries three and half marks.

2. Question 2 to 5 have three parts and students need to answer any two parts of each question. Each sub part carries seven marks.

Question 1.   (4X3.5=14)

   a) What are the Financial Intermediaries?

   b) Briefly describe the role of Reserve Bank of India.

   c) What are the fixed and floating interest rates?

   d) Briefly state the Initial Public Offer.

   e) What is Forfaiting?

   f) List the functions of merchant bankers.

   g) What are the function of FXIM bank?

Question 2.   (2X7=14)

   a) State the Indian Financial system.

   b) Describe the role of the financial system in economic development of a nation.

   c) Briefly explain the financial sector reforms in India since 1990.

Question 3.   (2X7=14)

   a) What is a commercial bank? How can the Commercial Banks be made viable? Explain.

   b) What are the NPAs? How can these be managed? Explain.

   c) Describe the role of SEBI as the regulator of the capital market of India.

Question 4.   (2X7=14)

   a) What is the 'Venture Capital'? Describe the current Venture Capital Scenario in India.

   b) Describe the methods used for evaluation of a performance of mutual fund's.

   c) State various types of factoring contracts.

Question No. 5.   (2X7=14)

   a) State the functions of development banks.

   b) What role does the NABARD play in the development of agriculture sector? Explain.

   c) Describe the operational and promotional activities of the State Financial Corporations.

CENTRAL UNIVERSITY OF HARYANA

Programme: **Master of Commerce**   Session: **2017-18**

Semester: **IV**   Max. Time: **3 Hours**

Course Title: **Securities Analysis & Portfolio Management**   Max. Marks: **70**

Course Code: **SLM COM 1 4 15 C 4105**

Instructions:

1. Question 1 has seven parts and students need to answer any four. Each part carries three and half Marks.

2. Question 2 to 5 have three parts and students need to answer any two parts of each question. Each part carries seven marks.

Question 1.   (4X3.5=14)

   a) Write any two differences between investment and speculation?

   b) Who are conservative investors?

   c) What is Beta?

   d) What is the term risk-adjusted return?

   e) What is meant by an efficient portfolio?

   f) Why do investors add real estate in their portfolio? Explain briefly.

   g) What is meant by diversification?

Question 2.   (2X7=14)

   a) Investment is well grounded and carefully planned speculation." Elaborate

   b) State the objectives of investment activity and also describe the important investment avenues available to savers in India.

   c) A company is expecting to declare a dividend of Rs.3.50 per share during the next year. Investors forecast a dividend of Rs. 4 in the year after that, and Rs. 4.50 in the next year. Thereafter, it is expected that dividends will grow at 10 per cent per year into an indefinite future. The investors' required rate of return is 20 per cent. What is the maximum price that an investor should pay for the share?

Question 3.   (2X7=14)

   a) An investor has analysed a share for a one-year holding period. The share is currently selling for Rs. 43 but pays no dividends and there is a fifty-fifty chance that the share will sell for either Rs. 55 or Rs. 60 by the year end. What is the expected return and risk if 250 shares are acquired with 80 per cent borrowed funds? Assume the cost of borrowed funds to be 12 per cent.

   b) "Economic and industry analysis are important to investor success because, over the long run, very significant differences occur in the performance of industries and major economic sectors of the economy". Do you agree or disagree? Explain.

   c) What is the weak form of efficient market hypothesis? Describe the empirical tests used for testing the weak form efficiency.

Question 4.   (2X7=14)

a) What is meant by optimal portfolio mix? How is it identified? Explain.

b) How are the portfolio return and the risk are estimated under the Sharpe's single index model. How do you interpret the parameters of in the model? Explain.

c) The following data are offered on two stocks:

Stocks	A	B
Expected Return	0.15	0.10
Standard Deviation	0.30	0.20

The correlation between the two stocks is + 1.0

Determine the expected return and risk on the following combinations of these two stocks:

	% A	% B
a.	70	30
b.	50	50

Question 5.   (2X7=14)

a) A has a portfolio of securities which has produced 14.2 percent annual return and a 1.1 Beta (β) over the last five years. Further, the risk free return and the market return averaged 6.3 percent and 13.3 percent per year respectively.

   i. Evaluate the performance of the portfolio in this case.

   ii. · Comment on the risk adjusted return measures.

b) "When an investor is assumed to use riskless lending and borrowing in his investment activity, the shape of the efficient frontier transforms into straight line."Elaborate.

c) What is an active portfolio strategy? Describe that how will you determine whether an active or a passive portfolio strategy will be pursued?

Programme: M.Com.   Session: 2017-18

Semester: IV   Max. Time: 3 Hours

Course Title: Corporate Governance and Social Responsibility   Max. Marks: 70

Course Code: SLM COM 1 4 13 C 4105

Instructions:

1. Question 1 has seven parts and students need to answer any four. Each part carries three and half marks.

2. Question 2 to 5 have three parts and students need to answer any two parts of each question. Each part carries seven marks.

Question 1.   (4X3.5=14)
   a) What is NCLT?
   b) Write a short note on 'Independent Director'.
   c) List five major corporate scams in India in recent years.
   d) What is 'Key Managerial Personnel'?
   e) Distinguish between a whistleblower and an informant.
   f) Introduce the term 'Business Ethics'.
   g) What is 'Corporate Philanthropy'?

Question 2.   (2X7=14)

   a) What are the reasons for which the corporate governance has gained significance as a subject of study?
   b) Discuss the major recommendations of the Kumar Mangalam Birla Committee.
   c) Briefly describe the provisions of sections 245 and 246 of the Companies Act, 2013, regarding 'class action'.

Question 3.   (2X7=14)

   a) Who is a 'company secretary'? Is it mandatory to appoint a company secretary in a company? Elaborate.
   b) What are the objectives of separation of the positions of the Chairman and CEO?
   c) Discuss the major duties and responsibilities of the chief executive officer of a company.

Question 4.   (2X7=14)

   a) Why should an employee blow the whistle? Explain the various types of whistleblowers in an organisation.
   b) Briefly explain the major provisions of the Whistleblowers Protection Act, 2014.
   c) What are the elements of a good whistleblowing policy?

Question No. 5.   (2X7=14)

   a) Briefly introduce the major provisions of the Companies Act, 2013, regarding CSR.
   b) What is the Global Reporting Initiative in the area of CSR and who is involved in the process?
   c) What is CSR? Explain the Triple-bottom Line approach of the CSR.

Programme: M.Com.

Semester: IV   Max. Time: 3 Hours

Course Title: Financial Management   Max. Marks: 70
Course Code: SLM COM 1 2 05 C 4105

Instructions:

1. Question 1 has seven parts and students need to answer any four. Each part carries three and half Marks.
2. Question 2 to 5 have three parts and students need to answer any two parts of each question. Each part carries seven marks.

Question 1.   Briefly describe any four of the following:-   (4X3.5=14)

a) Sources of Working Capital Finance.
b) Profitability Index.
c) Optimum Capital Structure.
d) ABC-inventory control system.
e) Miller and Orr Model of Cash Management.
f) Economic Order Quantity (EOQ).
g) CAPM (Capital Asset Pricing Model).

Question 2.   (2X7=14)

a) "Financial Management is concerned with the solutions of three major decisions a firm must make, the investment, the financing and the dividend decisions." Do you agree? Elaborate.
b) Differentiate "Profit Maximisation Decision Criterion" from the "Wealth Maximisation Decision Criterion".
c) A company needs to raise ₹2,00,000 for which the following plans are suggested.

	Equity	Debt	Pref. Shares
Plan A	100%	--	--
Plan B	50%	50%	--
Plan C	50%	--	50%

The cost of debt and preference share is estimated to be 8% and the equity shares of the face value of ₹10 each, will be issued at a premium of ₹10 each. The expected EBIT of the firm is ₹80,000 and the applicable tax rate is 30%. Find out for each plan EPS of the firm and the financial break-even level. Calculate the indifference level of EBIT for Plan A and Plan B, and for plan A and plan C. Which plan would you recommend and why? Clarify.

Question 3.   (2X7=14)

a) A company is faced with the problem of choosing between two mutually-exclusive projects. A requires a cash-outlay of ₹1,00,000 and cash running expenses of ₹35,000 per year. On the other hand, project B will cost ₹1,50,000 and require cash running expenses ₹20,000 per year. Both the machines have a eight year life. Project A has a ₹4,000 salvage-value and project B has ₹14,000 salvage-value. The company's tax rate is 30% and has a 10% required rate of return. Assume depreciation on the straight line basis and no tax on salvage-value of assets. Which project should be accepted? Justify.

b) Distinguish between the IRR and NPV methods of Investment decision making. Under what circumstances, these methods lead to:

      (i). Comparable recommendations and

      (ii). Conflicting recommendations.

Which criteria should be used under conflicting results and why? Explain.

c) What is the "Risk-adjusted Discount Rate Approach". How is it different from "Certainty-equivalent Approach"?

Question 4.   (2X7=14)

a) The capital structure of XYZ Ltd. consists of equity share capital of ₹10,00,000 (face value of each share ₹100) and ₹10,00,000 of 10% debentures. Sales increased by 20% from 1,00,000 units to 1,20,000 units. The selling price is ₹10 per unit, variable costs amount to ₹ 6 per unit and fixed expenses amount to ₹2,00,000. The income tax rate is assumed to be 30%. You are required to calculate the following:-

      (i). The percentage increase in EPS.
      (ii). Operating leverage at 1,00,000 units and 1,20,000 units of sales.
      (iii). Comment on the results.

b)   (i). A company's debentures of the face value of ₹100 bear an 8% coupon rate. Debentures of this type currently yield 10%. Find out the market price of the debentures of the company?

      (ii). What should be the market price of the debenture it it is assumed that the debentures were originally having a 15 year maturity period and the maturity period is 4 years away from now?

      (iii). Would you pay ₹90 to purchase debentures specified in situation (ii)? Explain.

c) Describe the Traditional Approach of relationship between capital structure, cost of capital and the valuation of a firm.

Question 5.   (2X7=14)

a) What are the assumptions and arguments used by Modigliani and Miller in the support of the irrelevance of dividends? Explain.
b) Is the "Aggressive approach" to working capital financing a good proposition? What may be the consequence? Explain.
c) A company has, in its books, the following amounts and specific costs of each type of capital:

Type of capital	Book value (₹)	Market value (₹)	Specific cost (%)
Debt	4,00,000	3,80,000	5
Preference	1,00,000	1,00,000	8
Equity	6,00,000	12,00,000	15
Retained earnings	2,00,000	-	13
	13,00,000	16,90,000	

Determine the weighted average cost of capital using (a) Book value weights and (b) Market value weights. Can you think of a situation where the weighted average cost of capital would be the same using either of the weights? Clarify.

CENTRAL UNIVERSITY OF HARYANA

<u>Term End Examinations, May/June 2018</u>

Programme   : M.Com

Semester   : IV   Max. Time: 3 Hours

Course Title : Business Policy and Strategic Management   Max. Marks: 70

Course Code   : SLM COM 1 4 12 C 4105

Instructions:

1. Question 1 has seven parts and students need to answer any four. Each part carries three and half marks.

2. Question 2 to 5 have three parts and students need to answer any two parts of each question. Each sub part carries seven marks.

Question 1.   (4X3.5=14)
a) Distinguish between policy and strategy.
b) Introduce the concept of strategy?
c) What are the major techniques of organizational appraisal?
d) Distinguish between general and relevant environment of the business.
e) What are the characteristics of strategy implementation?
f) What is the strategy evaluation?
g) Briefly explain the network techniques of operational control.

Question 2.   (2X7=14)
a) What is meant by Strategic Management? Explain the four phases of Strategic Management Process.
b) Describe the issues that are relevant for strategic decision-making.
c) State the various issues that are involved in objectives-setting and the operational implementation of the strategy.

Question 3.   (2X7=14)
a) What are the three types of stability strategies? Describe the dynamics of internal business environment.
b) Under what conditions can an organisation decide to adopt divestment strategies? What approaches can be adopted for the divestment strategies? Explain.
c) Give arguments in favour of the proposition that digitalisation itself does not create competitive advantage for an organisation. Also state the way that an organization can be used in managing the digitalization for competitive advantage.

Question No. 4.   (2X7=14)
a) What are the activating-strategies? Describe the steps that are taken to structural implementation of the strategy.

b) Social responsibility in India has traditionally been thought of as giving financial and other material assistance to worthy social causes. Depending on their philanthropic inclination, businessmen in India have donated money for various types of social activities. This has been done on a random basis without considering management actions as the rational business decisions, except, perhaps for the resulting advantages of tax deductibility. How can social responsiveness be a strategic consideration in the light of the above observation? Explain.

c) Write short notes on the following organizational structures:

(i) Functional structure.

(ii) Divisional structure.

Question No. 5.   **(2X7=14)**

a) Describe the different elements that constitute the evaluation process for operational control.

b) What types of barriers are commonly faced during the strategic evaluation? How can these be avoided? Explain.

c) Describe the "Strategic Momentum Control" and the "Strategic Leap Control"

CENTRAL UNIVERSITY OF HARYANA

Term End Examinations, May 2018

(Re-Appear)

Programme: M.Com.

Semester: Second

Course Title: Financial Management

Course Code: SLM COM 1 2 05 C 4105

Session: 2017-18

Max. Time: 3 Hours

Max. Marks: 70

Instructions:

1. Question no. 1 has seven sub parts and students need to answer any four. Each sub part carries three and half Marks.

2. Question no. 2 to 5 have three sub parts and students need to answer any two sub parts of each question. Each sub part carries seven marks.

Question No. 1. (4X3.5=14)

a) Explain the concept of financial market.

b) How to calculate Initial cash outflow in investment decision?

c) What is meaning of present value in finance? Explain.

d) What is the meaning of business risk in cost of capital? Explain.

e) How to calculate degree of financial leverage?

f) What is the "bird-in-the-hand" argument in dividend decision? Explain.

g) What are the motives of holding cash? Explain.

Question No. 2. (2X7=14)

a) Explain how the scope of finance function has changed overtime.

b) Explain the various problems with the profit maximization as objective of financial management.

c) Explain the role of finance manager in the current scenario of business.

Question No. 3. (2X7=14)

a) What is capital budgeting? What are the problems and difficulties in capital budgeting?

b) What is cost of capital? How it is important in decision making?

c) ITC Ltd. has decided to purchase a machine to augment the company's installed capacity to meet the growing demand for its products. There are three machines under consideration of the management. The relevant details including estimated yearly expenditure and sales are given below:

All sales are on cash. Corporate Income tax rate is 30%.

	Machine 1	Machine 2	Machine 3
Initial investment required	₹ 3,00,000	₹ 3,00,000	₹ 3,00,000
Estimated annual sales	₹ 5,00,000	₹ 4,00,000	₹ 4,50,000
Cost of Production (estimated):			
Direct Material	₹ 40,000	₹ 50,000	₹ 48,000
Direct Labour	₹ 50,000	₹ 30,000	₹ 36,000
Factory Overheads	₹ 60,000	₹ 50,000	₹ 58,000
Administration Costs	₹ 20,000	₹ 10,000	₹ 15,000
Selling & Distribution Costs	₹ 10,000	₹ 10,000	₹ 10,000

The economic life of Machine1 is 2 years, while it is 3 years for the other two. The scrap values are ₹ 40,000, ₹ 25,000, and ₹ 30,000 respectively. You are required to find out the most profitable investment based on 'Pay Back Method'.

Question No. 4.   (2X7=14)

a) The MM hypothesis realistic with respect to capital structure and value of the firm in actual practice? If not, what are its main weaknesses?

b) Write a note on the following:

      i. Home made leverage

      ii. Financial leverage

c) Neeraj Nodi Manufacturer Ltd. has equity share capital of ₹ 5,00,000 (face value ₹ 100). To meet the expenditure of an expansion program, the company wishes to raise ₹ 3,00,000 and is having following four alternative sources to raise the funds:

Plan A: To have full money from the issue of equity shares

Plan B: To have ₹ 1,00,000 from equity and ₹ 2,00,000 from borrowings from the financial institutions @ 10% per annum.

Plan C: Full money from borrowings @ 10% per annum

Plan D: ₹ 1,00,000 in equity and ₹ 2,00,000 from 8% Preference shares.

The company is having present earnings of ₹ 1,50,000. The corporate tax is 30%. Select a suitable plan out of the above four plans to raise the required funds.

Question No. 5.   (2X7=14)

a) Explain the Modigliani-Miller hypothesis of dividend irrelevance. Does this hypothesis suffer from deficiencies?

b) Write short note on the following

      i. Stable Dividend Policy

      ii. Types of Marketable Securities

c) What is the significance of working capital for a manufacturing firm?

CENTRAL UNIVERSITY OF HARYANA

Programme: Master of Commerce   **Session:** 2017-18

Semester: III Semester   **Max. Time: 3 Hours**

Course Title: Business Research Methods (Re-appear)   **Max. Marks: 70**

Course Code: SLM COM 1 3 10 C 4105

Instructions:

1. Question no. 1 has seven sub parts and students need to answer any four. Each sub part carries three and half Marks.

2. Question no. 2 to 5 have three sub parts and students need to answer any two sub parts of each question. Each sub part carries seven marks.

Question No. 1.   (4X3.5=14)

     a) Define research problem.

     b) Identify the problems of researchers in India.

     c) Describe sampling error.

     d) List the purposes of literature survey.

     e) What is nominal scale?

     f) What are the several methods of collecting primary data?

     g) What is meant by report writing?

Question No. 2.   (2X7=14)

     a) Explain why managers should know about research.

     b) Describe the relevance of research design in research.

     c) Define sampling. What are the features of techniques in probability sampling?

Question No. 3.   (2X7=14)

     a) Describe the advantages and limitations of secondary data collection in research.

     b) What is the meaning of measurement in research? What difference does it make whether we measure in terms of a nominal, ordinal, interval or ratio scale?

     c) Explain the merits and demerits of the observation method in collecting material. Illustrate with examples.

Question No. 4.   (2X7=14)

     a) Describe meaning and application of Cluster Analysis.

     b) Write a brief essay on "Factor analysis", its importance merits and limitations.

     c) Differentiate between multiple regression analysis and multiple discriminate analysis.

Question No. 5.   (2X7=14)

     a) What is a bibliography? What is its purpose?

     b) Describe the layout or format of a research report.

     c) What essential points need to be considered while evaluating a report?

CENTRAL UNIVERSITY OF HARYANA

Term End Examinations, May 2018

Instructions:

1. Question no. 1 has seven sub parts and students need to answer any four. Each sub part carries three and half Marks.

2. Question no. 2 to 5 have three sub parts and students need to answer any two sub parts of each question. Each sub part carries seven marks.

(4X3.5=14)

Question No. 1.

   a) Write short note on Treasury bill market.

   b) What is Gap analysis?

   c) List five regulatory functions of RBI.

   d) Define commercial paper.

   e) What is 'management buy outs'?

   f) Write short note on SFCs.

   g) What is operating lease?

(2X7=14)

Question No. 2.

   a) Explain the development and weaknesses in Indian Financial System.

   b) Explain the theories of the impact of financial development on savings and investment.

   c) Why RBI is called promoter of the financial system?

(2X7=14)

Question No. 3.

   a) Explain the capital adequacy requirement prescribed by RBI for banking institutions.

   b) Discuss the objectives, scope and functions of SEBI.

   c) Explain the methods of trading in Bombay Stock Exchange.

(2X7=14)

Question No. 4.

   a) Define Leasing? Explain the steps involved in leasing transaction.

   b) What are the risks associated with mutual funds? How net asset value is calculated?

   c) What is mutual fund? What factors should be considered before selecting a mutual fund?

(2X7=14)

Question No. 5.

a) Explain the operational and promotional activities of EXIM bank.

b) Explain the objectives and functions of development banks in India.

c) Discuss the contribution of development banks in the economic development of India.

CENTRAL UNIVERSITY OF HARYANA

<u>Term End Examinations, May 2017</u>

Programme: M.Com

Semester: Second (Re-appear)

Course Title: Human Resource Management

Course Code: SLM COM 1 2 06 C 4105

Session: 2017-18

Max. Time: 3 Hours

Max. Marks: 70

Instructions:

1. Question no. 1 has seven sub parts and students need to answer any four. Each sub part carries three and half Marks.

2. Question no. 2 to 5 have three sub parts and students need to answer any two sub parts of each question. Each sub part carries seven marks.

(4X3.5=14)

Question No. 1.

   a) Define aptitude test.

   b) What is Demotion?

   c) What is Employee empowerment?

   d) Write short note on potential appraisal.

   e) Define job analysis.

   f) What is job enlargement?

   g) What is right sizing?

(2X7=14)

Question No. 2.

   a) Why environment scanning is important for effective human resource management?

   b) "HR management is a basic management pertaining to all levels and types of management."Discuss.

   c) What is HRP? Explain the detailed process of HRP.

(2X7=14)

Question No. 3.

   a) Discuss the various sources of recruitment. Which source of recruitment is best for education sector?

   b) What is Job evaluation? Why job evaluation is important for an organization?

   c) Explain the process and methods of job designing.

(2X7=14)

Question No. 4.

   a) What is right sizing? Discuss the factors that resulted in right sizing.

b) Explain how you would use the alternative ranking method, paired comparison method and the forced distribution method of performance appraisal?

c) Describe the statutory benefits that are given to the employees in India.

Question No. 5.   (2X7=14)

a) How employees can be empowered? What are the benefits of employee empowerment?

b) What is the impact of information technology on HRM?

c) Explain the different steps of a grievance procedure.

CENTRAL UNIVERSITY OF HARYANA

Term End Examinations, May 2018

(Re-Appear)

Programme: M.Com.

Semester: First

Course Title: Managerial Economics

Course Code: SLM COM 1 1 01 C 4105

Session: 2017-18

Max. Time: 3 Hours

Max. Marks: 70

Instructions:

1. Question no. 1 has seven sub parts and students need to answer any four. Each sub part carries three and half Marks.

2. Question no. 2 to 5 have three sub parts and students need to answer any two sub parts of each question. Each sub part carries seven marks.

Question No. 1.   (4X3.5=14)

a) Explain the concept of Budget Line with suitable example.

b) Explain the relationship between Managerial Economics and Micro Economics.

c) Explain the concept of Marginal Rate of Substitution.

d) Explain the concept of Average Variable Cost.

e) Explain the concept of Transfer Pricing with suitable example.

f) What are the causes of Monopoly?

g) Explain the concept indirect quote in exchange rate with suitable example.

Question No. 2.   (2X7=14)

a) What do you mean by Managerial Economics? Explain the responsibilities of Managerial Economist.

b) What are the properties of indifference curve? Explain.

c) Write a note on profit maximization theory of a firm.

Question No. 3.   (2X7=14)

a) Explain the cost-output relationship in long run.

b) Explain the internal economies of large-scale production suggested by Marshall.

c) Write a note on Cobb-Douglas function of production function.

P.T.O

Question No. 4.   (2X7=14)

a) How to determine price in monopolistic competition in short run? Explain.

b) What are the main features of pure and perfect competition? Explain the variants of it.

c) What are certain criteria suggested by Haynes, Mote and Paul for market segmentations? Explain with reference to price discrimination.

Question No. 5.   (2X7=14)

a) What are the Current account receipts and payments in Balance of Payment? Explain with suitable

b) Explain the Contraction and Revival phases of the business cycle with suitable examples:

c) What are the methods/measures employed by businessperson to avoid or minimize the ill-effects of the business cycle? Explain.

CENTRAL UNIVERSITY OF HARYANA

Programme: M.Com

Semester: Third (Re-appear)

Course Title: Selection, Training & Development of Human Resource

Course Code: SLM COM 1 3 07 DCEC 4105

Session: 2017-18

Max. Time: 3 Hours

Max. Marks: 70

Instructions:

1. Question no. i has seven sub parts and students need to answer any four. Each sub part carries three and half Marks.

2. Question no. 2 to 5 have three sub parts and students need to answer any two sub parts of each question. Each sub part carries seven marks.

Question No. 1.   (4X3.5=14)

    a) What is expectancy theory?

    b) List five audio aids for training?

    c) Write short note on Assessment Centre?

    d) What is transfer of training?

    e) What is knowledge?

    f) What is e-learning?

    g) What is person analysis?

Question No. 2.   (2X7=14)

    a) Explain the role of trainee and the organization in training programme.

    b) How is competency modeling similar to traditional need assessment? How does it differ?

    c) Why training is important for the existing employees of an organization?

Question No. 3.   (2X7=14)

    a) How do instructional objectives help learning to occur?

    b) Discuss how trainees can support each other so that transfer of training occurs.

    c) How training modules, materials and training aids are helpful in training programmes?

Question No. 4.   (2X7=14)

    a) Why is case study method used in training programme? What are the guidelines for writing a case study method?

    b) Why are apprenticeship programme attractive to the employees.

    b) What are the strength and weaknesses of lecture and behavior modeling methods?

Question No. 5.   (2X7=14)

   a) Explain the various approaches of training evaluation. Which one is preferable? Why?

   b) Why would a company use a combination of face-to-face instruction and web-based
       training?

   c) Why is knowledge important? How can companies manage knowledge?

Name of Programme	: M.Com
Year & Semester	: May 2018, Fourth Semester (Re-appear)
Course Name	: Securities Analysis & Portfolio Management
Course Code	: SLM COM 1 4 15 C 3104
Maximum Marks	: 60 Duration : 3 Hrs

Note: Attempt any five questions. Each question carries equal marks.

Q.1 what is Investment? Explain the security and non-security form of Investment.

Q.2 why do individual invest? What factors contribute to the rate of return that investors requires on an investment?

Q.3 Are future market prices predictable on the basis of past price behavior?

Q.4 Define the efficient market hypothesis in each of its three forms. What are its implications?

Q.5

	ABC Co.	XYZ Co.
Mean	0.0216	0.0155
Standard Deviation	0.0448	0.0509
CV	0.0007	
Corr.(r)	0.31	

Calculate the portfolio return and portfolio standard deviation if an investor invests 40% in ABC Co. and 60% in XYZ Co.

Q.6 why does diversification lead to a reduction in unique risk? Explain mathematically.

Q.7 what factors lead to the use of bond indexing? Why does tracking error occur in a band indexing strategy?

Q.8 Consider the following data for a particular sample period:

	Portfolio EWD	Market M
Average Return	35	28
Beta	1.2	1.0
Standard Deviation	42	30
Unsystematic Risk	.18	0
Risk-free rate	0.6	

Calculate the Sharpe, Jensen and Treynor performance measures for portfolio EWD and the market.

SET A

CENTRAL UNIVERSITY OF HARYANA

Term End Examinations, May 2018

(Re-appear)

Programme: M.Com.   Session: 2017-18

Semester: Third   Max. Time: 3 Hours

Course Title: International Business   Max. Marks: 70

Course Code: SLM COM 1 3 09 C 4105

Instructions:

1. Question no. 1 has seven sub parts and students need to answer any four. Each sub part carries three and half Marks.

2. Question no. 2 to 5 have three sub parts and students need to answer any two sub parts of each question. Each sub part carries seven marks.

Question No. 1.   (4X3.5=14)

a) Explain the concept of Home country with reference to International Business with suitable example.

b) What is the concept of industrial counter-trade? Explain with suitable example.

c) What are the elements of culture in International Business? Explain.

d) What are the Current account receipts and payments in Balance of Payment?

e) Explain the concept cross rate in exchange rate with suitable example.

f) How to calculate real exchange rate?

g) What are TRIMS and TRIPS in Uruguay round? Explain.

Question No. 2.   (2X7=14)

a) What do you mean by international business? Is it true that international business has to face greater complexities than domestic business?

b) Elaborate on the factors contributing to rapid growth in international business during the past decades.

c) Present a comparable picture of the Franchising and Licensing forms of contractual entry mode of international business.

P. T. O.

Question No. 3.   **(2X7=14)**

a) Explain the Leontief paradox in the theory of international trade.

b) How is a totalitarian political set up different from a democratic political set up? Explain in the light of Political Environment.

c) What are the different forms of economic system? Do they influence international business decisions?

Question No. 4.   **(2X7=14)**

a) What are the functions of the WTO? Explain.

b) What are the principles of Multilateral Trade Negotiations suggested by Hockman and Kostecki in the year 1995? Explain.

c) Write a note on the WTO and India.

Question No. 5.   **(2X7=14)**

a) Explain fixed and floating exchange rate system.

b) Write short note on the following:

      i. Buying and selling quote

      ii. Direct and indirect quote

c) "The nature of organizational structure depends on the extent of the firm's involvement in international business." Discuss.

CENTRAL UNIVERSITY OF HARYANA

Term End Examinations, May 2018

(Re-appear)

Programme: M.Com.   Session: 2017-18

Semester: Third   Max. Time: 3 Hours

Course Title: International Business   Max. Marks: 70

Course Code: SLM COM 1 3 09 C 4105

Instructions:

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CENTRAL UNIVERSITY OF HARYANA

Term End Examinations, May 2018

Programme: **Master of Commerce**

Semester: **IV Semester**

Course Title: **International Marketing (Re-appear)**

Course Code: **SLM COM 1 4 14 C 3104**

Session: **2017-18**

Max. Time: **3 Hours**

Max. Marks: **60**

Note – (i) Attempt any five questions.
(ii) All questions carry equal marks.

Q.1. How will you define legal environment? Explain how the legal environment have an impact on marketing mix of multinational companies?

Q.2. Why should international marketing be considered as a separate field of study, even though marketing decisions in both domestic and international marketing are basically the same?

Q.3. Explain the situations to adopt the different organizational structures for doing international business.

Q.4. a) What determinants play role for market selection in international market?
b) Why most of the manufacturers are unwilling to modify their products for overseas market?

Q.5. Write Short note on:-

a) PLC and international marketing
b) Arguments for Product adaptation by MNCs.

Q.6. What is the significance of pricing in formulating marketing strategy? How a marketer can decide the method for export pricing in international market?

Q.7. How does the channels of distribution differ in direct and indirect exporting for overseas markets.

Q.8. Explain the factor that force the firm to modify its packaging for international market. Explain the requisite modifications in detail.

(End Term Examination Dec-2018)

Programme: Master of Commerce   Session: 2017-18
Semester: IV Semester   Max. Time: 3 Hours
Course Title: International Marketing Management   Max. Marks: 60
Course Code: RLM.404014 / CC-17-3104

Note: (i) Attempt any five questions.
      (ii) All questions carry equal marks.

Q.1 How can state legal environment? Explain how the legal environment have an impact on marketing mix of multinational operations?

Q.2 Why should international marketing be considered as a separate field of study, even though marketing decisions in both domestic and international marketing are basically the same?

Q.3 Explain the variables to shape the different organizational structure for doing international business.

Q.4 What considerations may take for market adaption in international market? In why there of the manufacturers are unwilling to modify their products for overseas market.

Q.5 Write Short note on:
    a) PLC and international marketing
    b) Arguments for Product adaptation by MNC's

Q.6 What is the significance of pricing in international marketing strategy? How a marketer can decide the method for export price in international market?

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Q.8 Explain the factor that force the firm to modify its packaging for international market. Explain the requisite modifications in detail.