

CENTRAL UNIVERSITY OF HARYANA

End Semester Examinations April 2022

Programme: Master of Business Administration

Semester: First

Course Title: Managerial Economics

Course Code: SLM MGT 01 102 C 3104

Session: 2021-22

Max. Time: 3 Hours

Max. Marks: 70

Instructions:

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

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

Q 1. (4X3.5=14)

- a) What is indifference curve ?
- b) Name few goods for which elasticity of demand is very low or zero and why?
- c) What is the shape of supply curve?
- d) Define micro economics.
- e) How do you see monopoly for the market? Be brief.
- f) What is the relevance of intersection of aggregate demand and industry supply in the price-output curve? Explain.
- g) Why protection of consumer's interest is important? Explain with examples.

Q 2. (2X7=14)

- a) Define managerial economics. Discuss the importance of managerial economics in contemporary business scienario.
- b) Discuss the concept of utility and diminishing marginal utility. What are the exceptions to law of diminishing marginal utility?
- c) What are the possible objectives of a firm? And how does a firm determines its objectives?

Q3. (2X7=14)

- a) Define law of demand. Expalin law of demand taking suitable data. Discuss its assumptions and exceptions.
- b) Are elasticity of demand and elasticity of supply same concepts? Explain your answer with examples.
- c) Expalin the concept of increase and decrease in demand with suitable examples and diagrams. How increase in demand is different from expansion of demand?

Q 4. (2X7=14)

- a) Discuss increasing, constant and diminishing returns to factor with suitable example and diagram.
- a) Discuss Cobb Douglas production function. Discuss different factors of production and their nature.
- b) What are economies of large scale production? Explain the case through suitable table and diagram.

Q 5. (2X7=14)

- a) How do you see the concept of price-output determination? Comment on the role of individual firm in price output decisions in perfect competition. Explain with examples.
- b) What is the relevance of consumer surplus and producer surplus? What are its implications. Explain with examples.
- c) What impact can economic liberalization have on economy? Explain and illustrate with suitable examples.

CENTRAL UNIVERSITY OF HARYANA

End Semester Examinations April 2022

Programme: MBA

Session: 2021-22

Semester: First

Max. Time: 3 Hours

Course Title: Financial and Management Accounting

Max. Marks: 70

Course Code: SLM MGT 01 103 C 3104

Instructions:

1. Question no. 1 has seven parts and students need to answer any four. Each part carries three and half Marks.
2. Question no. 2 to 5 have three parts and student need to answer any two parts of each question. Each part carries seven marks.

Q 1. (4X3.5=14)

- a) State the limitations of accounting in brief.
- b) Differentiate between Financial Accounting and Management Accounting.
- c) Briefly describe "Convention of Full disclosure" of Accounting.
- d) Explain the advantages of IFRS in brief.
- e) Briefly discuss the errors that are not disclosed by a Trial Balance.
- f) Define cash flow statement. How is cash from operations determined? Briefly explain.
- g) State the assumptions of BEP

Q 2. (2X7=14)

- a) Define Accounting. Why is it called language of business and information system?
- b) What do you mean by Generally Accepted Accounting Principles (GAAP)? Differentiate between GAAP and IFRS.
- c) How is Ratio Analysis helpful in decision making? Explain the ratios which guide you to take the decision about the liquidity position of a business concern.

Q3. (2X7=14)

- a) Give a format of Balance Sheet as per Company's Act, 2013.
- b) What is meant by Marginal Costing? How is marginal costing helpful in determining the price of a product?
- c) What are the main limitations of BEP? Briefly explain

Q 4. (2X7=14)

- a) What do you mean by Profit Volume Ratio (P/V Ratio)? How is it helpful in taking decisions in respect of Buy vs. Manufacture of a product?
- b) Write short note on:
 - (i) Contribution
 - (ii) Margin of Safety
- c) What do you mean by budgetary control? Explain the pre-requisites of a budgetary control.

Q 5. (2X7=14)

- a) Who are the various users of accounting information? How such information are useful to them?
- b) Define Journal. How are transactions classified in Ledger?
- c) Write short notes on any two of the following:
 - (i) Trial Balance
 - (ii) Zero Base Budgeting
 - (iii) Profit & Loss Account as per Revised Schedule

CENTRAL UNIVERSITY OF HARYANA

End Semester Examinations April 2022

Programme: M.B.A

Session: 2021-22

Semester: IV

Max. Time: 3 Hours

Course Title: CROSS CULTURAL MANAGEMENT

Max. Marks: 70

Course Code: SLM MGT 01 403DCEC 2002

Instructions:

1. Question no. 1 has seven parts and students need to answer any four. Each part carries three and half Marks.
2. Question no. 2 to 5 have three parts and student needs to answer any two parts of each question. Each part carries seven marks.

Q 1. (4X3.5=14)

- a) What do you understand by Emic and Etic dilemma?
- b) Explain the concept of culture with characteristics.
- c) What are the reasons for emerging cross culture?
- d) What is ethnocentric approach of management?
- e) Explain briefly the manifestations/ onion structure of culture.
- f) What do you mean by cross culture communication?
- g) What are the various sources of information for conducting research?

Q 2. (2X7=14)

- a) What are the Hofstede's cultural dimensions? Comment on Power Distance with examples.
- b) What are the major obstacles in International Business Decisions?
- c) What do you mean by Cultural orientation in International Business and explain the EPRG model (Ethnocentric orientation, poly-centric orientation, Regio-centric orientation, Geocentric orientation)

Q3. (2X7=14)

- a) Define individualism dimension of culture. How Individualism and collectivism impact management practices?
- b) Define leadership. How USA and Japan differs on leadership styles? Provide examples to support your answer.
- c) State the possible cross culture differences and its implications on management.

Q 4. (2X7=14)

- a) Explain diversity at work. State the causes of diversity and how would you manage it?
- b) What according to you is the difference between the Western and Eastern Management thoughts with reference to Indian Context?
- c) Explain cross cultural negotiation. Also comment on hurdles in cross cultural negotiations.

Q 5.

(2X7=14)

- a) Why International Business Intelligence is important and what are the ways through which information requirements could be satisfied?
- b) Explain in detail the important phases of a Research Project.
- c) Make a detailed study on the primary survey methods of data collection.

CENTRAL UNIVERSITY OF HARYANA
Jant-Pali, Mahendergarh, Haryana
Term End Examination

Name of Programme	: MBA		
Year & Semester	: April 2022, First Semester		
Course Name	: Business Statistics and Research Methods		
Course Code	: SLM MGT 01 104 C 3104		
Maximum Marks	: 70	Duration	: 3 Hrs

Note: Attempt only 5 questions. Question No.1 is compulsory.

All questions carry equal marks

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.

1. What do you mean by coefficient of variation?
2. Explain the criteria of good research.
3. What do you mean by motivation in research? Explain.
4. Differentiate between exploratory and conclusive research.
5. List the various syndicate sources of secondary data.
6. What are the primary differences between qualitative and quantitative research techniques?
7. Differentiate between statistic and parameter.

Question No. 2.

- a) What do you mean by research? Explain its significance in modern times.
- b) Empirical research in India in particular creates so many problems for the researchers". State the problems that are usually faced by such researchers.
- c) Which one of the sampling techniques is the least expensive and least time consuming? What are the major limitations of this technique?

Question No. 3

- a) Explain the advantages and disadvantages of secondary data. Why is it desirable to use multiple sources of secondary data?
- b) What are projective techniques? Explain the different types of projective techniques. When should the projective techniques be employed?
- c) Write short notes on the following:
 - i. Sampling error
 - ii. Test of Hypothesis

Question No. 4.

- a) How questionnaire checking, data editing, treatment of unsatisfactory responses, assigning missing value and discarding unsatisfactory responses made in SPSS? Explain.
- b) Explain the use of computer and Internet in data preparation and analysis.
- c) Describe the ethical considerations in research.

Question No. 5.

- a) Describe the different steps involved in a research Process.
- b) What does a measure of central tendency indicate? Describe the important measures of central tendency pointing out the situation when one measure is considered relatively appropriate in comparison to other measure.
- c) On the basis of the information given below about the treatment of 200 patients suffering from a disease. State whether the new treatment is comparatively superior to the conventional treatment.

Treatment/No. of patients	Favourable responses	No response
New	60	20
Conventional	70	50

For drawing your inference, use the value of X^2 (Chi-square)-at 5% LOS.

CENTRAL UNIVERSITY OF HARYANA

Term End Examinations, April 2022

Programme: MBA	Session: 2021-22
Semester: First	Max. Time: 3 Hours
Course Title: Principles of Management	Max. Marks: 70
Course Code: SLM MGT 01 101 C 3104	

Instructions:

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

Question No. 1

- a) Discuss the contribution of Peter F. Drucker in the development of management as a separate discipline.
- b) Distinguish between *strategic planning* and *tactical planning* with suitable examples.
- c) What is the essence of controlling process in organisations? Explain briefly.
- d) *Authority is the right to command.* Comment on this statement.
- e) Define *Bounded Rationality* and explain how it affects decision making?
- f) Briefly explain *Alderfer's ERG Theory* of motivation.
- g) Differentiate *effective leaders* from *non-effective leader* on any three parameters.

(4x3.5=14)

Question No. 2

- a) Critically discuss the principles of scientific management propounded by F.W. Taylor.
- b) *Leaders and managers are two sides of same coin.* Discuss this statement with suitable examples based on specific parameters.
- c) Discuss and explain the crucial elements of micro environment that directly affect the performance of organisations.

(2x7=14)

Question No. 3

- a) Do you think that efficiency and effectiveness lead to performance? Discuss their relationship by taking examples from corporate.
- b) Discuss the factors determining the feasibility of centralization and decentralization in any organisation. Also discuss the advantages and disadvantages of both.

- c) Explain in detail *McClelland's Learned Needs* theory of motivation. Give suitable examples.

(2x7=14)

Question No. 4

- a) *Goal, Structure and People* are considered three common characteristics of organisations. Justify your view point on this statement.
- b) Discuss the contribution of Frank and Lillian Gilbreth in the development and growth of management.
- c) Write a note on the *Path Goal Theory* of leadership.

(2x7=14)

Question No. 5

- a) Write a detailed note on *BCG Matrix*. Also discuss the relevance of this matrix in today's business environment.
- b) How Frustration-regression model of motivation is different from Satisfaction-progression model of motivation? Elaborate with examples.
- c) Discuss the contribution of C.K. Prahalad in the field of management.

(2x7=14)

CENTRAL UNIVERSITY OF HARYANA
Jant-Pali, Mahendergarh, Haryana
Term End Examination

Name of Programme : MBA

Year & Semester : April 2022, First Semester

Course Name : Personality Development and Communication Skills

Course Code : SLM MGT 01 105 C 3104

Maximum Marks : 70

Duration : 3 Hrs

Note: Attempt any 5 questions. Question 1. is compulsory.

All questions carry equal marks

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.

Q1.

- a) Define the role of kinesics in communication.
- b) "Are all conflicts not bad". Comment.
- c) Briefly explain Type A and Type B personality.
- d) What do you mean by work teams?
- e) Name any four points to keep in mind to make communication effective.
- f) What do you mean by work teams? How is it different from groups?
- g) Do you think Motivation is the core of management? Briefly comment.

Q2 a) Discuss the errors that usually creep in while appraising the performance of the employees. Also suggest the Measures to avoid these errors.

b) "Johari Window is an important tool for understanding self and improving communication". Explain it in Detail.

c) Discuss the concept of perception. Explain the characteristics of perceiver that affects perception process?

Q3. a) Define the concept of personality. Explain the determinants of personality which are helpful in shaping individual's behavior.

b) Define Communication. Explain the are main elements of communication. Explain the common barriers to Effective communication in the organization.

c) What are various purposes of writing business letters? Give specific examples. What are the essentials of Good business letter?

Q4.

a) What is Communication? Describe the process of communication by indicating clearly the role of each Constituent element?

b) Compare the Herzberg's two factor and Maslow's need based theory of Motivation

Which of these theories would be preferable in Indian context? Give reasons.

c) Discuss the reasons of various types of conflicts in an organization. Suggest measures to resolve it.

Q5.

a) Enlist the advantages and disadvantages of verbal communication? What are the points that you need to keep in mind while giving an oral presentation?

c) Explain the concept of learning and explain the classical conditioning theory of learning and its application.

c) Write Short note on any two of the following:

1. Art of Public speaking
2. Email and Social media
3. Interpersonal Skills

CENTRAL UNIVERSITY OF HARYANA

End Semester Examinations April 2022

Programme: M.B.A

Session: 2021-22

Semester: IV

Max. Time: 3 Hours

Course Title: INTERNATIONAL FINANCIAL MANAGEMENT

Max. Marks: 70

Course Code: SLM MGT 01 402DCEC 2002

Instructions:

1. Question no. 1 has seven parts and students need to answer any four. Each part carries three and half Marks.
2. Question no. 2 to 5 have three parts and student needs to answer any two parts of each question. Each part carries seven marks.
3. Present value tables will be provided.

Q 1. (4X3.5=14)

- a) Name few agencies involved in country risk Analysis.
- b) Discuss the economic factors that should be considered when assessing the country risk.
- c) Differentiate International Financial Market and Institutions.
- d) What is the significance in learning Multinational Capital Budgeting Techniques?
- e) Write a note on the functions of Foreign Exchange Market.
- f) Differentiate between Domestic Financial Management and International Financial Management.
- g) How a company's economic well being enhanced through international trade.

Q 2. (2X7=14)

- a) Why according to you study of International finance management is important and the possible scope.
- b) Explain in detail the phases of International Financial System.
- c) Analyze the reasons for the rise of Bretton Woods System along with its criticism.

Q3. (2X7=14)

- a) Discuss the major participants involved in foreign exchange market in India.
- b) Define Forex Market. Explain different participants in forex market in India.
- c) Differentiate between the following with an example:
 - (i) Direct and indirect quotes
 - (ii) Spot Market and Forward Market

Q 4. (2X7=14)

- a) Discuss Purchasing Power Theory and Mint Theory, also give your opinion as to which is superior?
- b) What possible types of exchange exposure do international companies and multinational companies face? Also mention the methods to manage the risk exposure.

c) Explain the following:

(i) Appreciation and Depreciation with examples

(ii) Portfolio Balance Approach

Q 5.

(2X7=14)

- a) Explain the International Capital Budgeting also explain how the financing decision of MNC is taken.
- b) What is optimal capital structure of an MNC and what are the various factors that which have an impact on capital structure.
- c) Spartan Inc is considering the development of a subsidiary in Singapore that would manufacture and sell tennis rackets locally. The financial managers have asked the manufacturing, marketing and financial departments to provide them with relevant input so they can apply a capital budgeting analysis to this project. In addition some Spartan executives have met with government officials in Singapore to discuss the proposed subsidiary.

The project would end in 4 years. All relevant information is as follows:

Initial Investment: S\$20 million (S\$= Singapore Dollars)

Price and Consumer demand:

Year 1 and 2: 60000 units @ S\$ 350/Unit

Year 3: 100000 units @ S\$360/Unit

Year 4: 100000 units @ S\$ 380/Unit

Costs:

Variable Costs: Years 1& 2 S\$ 200/Unit, Year 3 S\$ 250/Unit, Year 4 S\$ 260/Unit

Fixed Cost: Depreciation S\$ 2 million per year

Annual Lease expenses S\$ 1 Million

Other Fixed Annual Expenses S\$ 1 Million

Tax Laws: 20 Percent Income Tax

Remitted Funds: 10 Percent withholding tax on remitted funds

Exchange rates: Spot exchange rate of \$ 0.50 for Singapore dollar

Salvage values: S\$12 Million

Required rate of return: 15 Percent

Use NPV method for the evaluation of the project.

CENTRAL UNIVERSITY OF HARYANA

Jant- Pali, Mahendergarh (Haryana)

Name of Examination	M B A (Term End Examination- June 2022)
Year & Session	2020-22 ; Semester-IV
Course	Financial Derivatives
Course Code	SLM MGT 01 405 C 3104
Time	3 hours
Max. Marks	70

Note: *Q. 1 is compulsory, attempt any four parts. From Q No 2 to 5 attempt any two part in each Que. All Que carry equal marks.*

Q. 1 Short Answer type questions.

- a) Differentiate between American and European Options.
- b) Explain the concept of Quantity Freez in security futures.
- c) What is short position in derivative contracts?
- d) Define Credit Default Swaps?
- e) How volatility of underlying asset will affect futures price?.
- f) When value of BASIS will be maximum in futures contract?.
- g) What are the units of trading in Currency Derivatives at NSE in India?
- h) Which products in Commodity derivatives are available in India?

Q.2 (a) Suppose you are a farmer facing problem of price uncertainty for your crop. How can you mitigate your risk using different derivative products? Discuss with suitable examples.

(b) "Derivatives are highly sophisticated instruments used by fintech experts only" In the light of above statement discuss different myths about derivative products.

(c) Define derivatives. Discuss different features and role of a derivative contract.

Q. 3 (a) Calculate value of a 6 month forward contract of ABC Ltd equity share if the share is currently quoted at Rs 100 per share. The share is expected to yield a dividend of Rs 4 after three months time. Assume interest rate prevailing in market is 10% pa.

(b) Define futures contract. How futures contract are different from forward contract?

(c) Discuss different types of futures derivatives contract in India traded on stock exchanges.

Q. 4 (a) Mr A is planning to purchase a call option at Rs 120 and a put option at Rs 80 with an option premium of Rs 10 for both call and put option separately. In which range of prices strangle seller will earn positive payoffs. Explain by taking suitable example, table and diagram.

(b) Discuss the binomial option pricing approach to option pricing taking suitable data for the same.

(c) Define Option contracts. Explain different types and features of an option contract.

Q. 5 (a) Discuss the role of commodity derivative exchanges in India. How commodity derivatives have supported economic growth of our nation?

(b) Define currency derivatives. Discuss contract specification of any one currency derivative available at NSE in India.

(c) "Derivative trading is a recent phenomenon in India." In the light of above statement discuss chronological evolution of derivatives market in India.

CENTRAL UNIVERSITY OF HARYANA
Jant-Pali, Mahendergarh, Haryana
Term End Examination

Name of Programme	: MBA		
Year & Semester	: June 2022, Fourth Semester		
Course Name	: Human Resource Analytics		
Course Code	: SLM MGT 01 408 C 3104		
Maximum Marks	: 70	Duration	:3 Hrs

Note: Attempt all 5 questions.

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.

- A. Define the concept of gig economy.
- B. Explain the importance of data cleaning for decision making in HR.
- C. What do you mean by bench marking? How it is important?
- D. Explain the issues faced by researcher in collection of HR data.
- E. Describe the process of connecting HR analytics for business benefits with few examples.
- F. Explain different key performance indicators of HR.
- G. Define scoreboard. Why it is important?

Question No. 2.

- A) "HR Analytics is the third wave for HR value creation". Elaborate.
- B) Explain the LAMP framework and its application along with diagram.
- C) What do you mean by HR Metrics? Explain how internal and external HR metrics can be analyzed.

Question No. 3.

- A) Explain the challenges faced by contemporary HR. How is it different from traditional HR?
- B) Explain the different soft wares available in the market for recording, maintaining, retrieving and analysing HR information.
- C) What is the difference between descriptive, predictive and prescriptive analytics? Explain it using an example.

Question No. 4.

- A) Describe various statistical methods relevant for analyzing the cost of employees leaving the organisation.
- B) Explain the process of planning and implementing a new HRIS in organisation with example.
- C) Explain the qualitative and quantitative analytical tools to understand trends in HR data.

Question No. 5.

- A) Detail the different statistical tool available in market for HR data presentation and data visualization.
- B) Explain the role of IT to enhance the efficiency and effectiveness of HR functions within the organisation.
- C) Explain different measures of central tendency for analysing HR data.