CENTRAL UNIVERSITY OF HARYANA

Second Semester Term End Examinations August-September 2022

Programme: MBA

Semester: Second

Course Title: Organisational Behaviour

Course Code: SLM MGT 01 205 C 3104

Session: 2021-22

Max. Time: 3 Hours

Max. Marks: 70

Instructions:

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

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

Q 1.   (4X3.5=14)

a) Why *Mutuality of Interests* is considered as one of the foundations of organisational behaviour? Clarify with specific example.

b) Define *Business Abuse* and mention some of the measures how employers can/should respond to business abuses.

c) *Inductive Reasoning* and *Deductive Reasoning* are considered two separate dimensions of intellectual ability of an individual. Elucidate the difference between these two dimensions with the help of examples.

d) Differentiate *Experimental Attitude* from *Instrumental Attitude*. Give suitable examples.

e) Write short note on Freud's Psychoanalytic Theory.

f) Why interpersonal relationship is needed for managers? Critically examine and justify.

g) How *Task Functions* are different from *Management Functions* of any group? Elaborate.

Q 2.   (2X7=14)

a) *Managing Workforce Diversity* is a challenge as well as an opportunity for the organisations. Critically examine this statement with suitable examples.

b) Define *Utilitarian Theory of Justice* and its various parts. Also discuss some *Utilitarian Principles* to be followed by organisations. Briefly give your view point about this theory.

c) Discuss some of the major disciplines and their contribution to the field of organisational behaviour. Support your answer with the help of suitable examples.

Q3.   (2X7=14)

a) Define *Organisational Citizenship Behaviour* and discuss its various forms with the help of suitable examples.

b) Write an essay on *The Big Five Model of Personality Dimensions*.

c) How *attitude* is different from *perception*? Why do perceptions matter in organisations? Also discuss major factors which influence perception of an individual. Give example.

Q 4.   (2X7=14)

a) Write a detailed note on *Knapp's Relationship Model*. Also depict the model with the help of a diagram.

b) Define life positions as a part of transactional analysis and its various types. Clearly discuss the meaning of each type and their consequences/outputs. Give suitable examples.

c) How *Aggression* and *Violence* are different from each other? Discuss the causes and consequences of both, for the individuals as well as the organisations.

Q 5.   (2X7=14)

a) Define *conflict* and the reasons why does it arise in organisations. Also discuss various stages through which conflict moves and the ultimate consequences where it terminates. Give suitable examples of each stage to make the readers understand well.

b) Why negotiation is necessary for the organisations? Discuss the process and various stages of negotiation. Also discuss how negotiation process can be made more effective.

c) Differentiate national culture, business culture, organisational culture and occupational culture from each other. Justify your saying with the help of examples taken from the organisations.

CENTRAL UNIVERSITY OF HARYANA
Jant- Pali, Mahendergarh (Haryana)

Name of Examination	M B A (Term End Examination: Aug-Sept 2022)
Year & Session	2021-22 ; Semester-II
Course	Financial Management
Course Code	SLM MGT C 3104
Time	3 hours
Max. Marks	70

Note: *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.

Q.1 Short Answer type questions

    a) What is the present value of a perpetuity cash inflow of Rs 1000 p a at 10% discounting rate ?

    b) If profitability index (PI) of a project is 0.25, What will be the accept reject criteria in this case ?

    c) What are the limitations of payback period method?

    d) In which condition Walter and Gorden differs in dividend decision?

    e) If Fixed costs = 0, what will be degree of operating leverage?

    f) Define the term operating cycle in working capital management.

    g) Explain the concept of home made leverage in Capital Structure theory.

Q.2

    a) Define Financial Management. Discuss the changing role of a finance manager in a modern business entity.

    b) Suppose you borrow Rs 5,00,000 from ABC Bank @ 10% pa interest. What would be the annual equal instalment, if this amount is paid in four equal installments?

    c) Critically evaluate different sources of finance available to a newly set up small business unit.

Q. 3

    a) Calculate internal rate of return (IRR) for a proposed project with following cash flows;

Year	I	II	III	IV
Cash flow	(10,00,000)	4,00,000	5,00,000	6,00,000

    b) Taking Case of Question 3(a) if discounting rate is 10%, calculate NPV of the proposed project.

C) Explain the concept of risk in capital budgeting decisions. Discuss various approaches to deal with risk in capital budgeting decisions.

Q.4

a) Define cost of capital. Explain how cost of capital for equity shares, preference shares and debentures is calculated? Give suitable examples.

b) As a finance manager of a large manufacturing company Which considerations you will keep in mind while designing capital structure of the company? Give reasons as well.

c) Define the term leverage. Explain the concept of operating and financial leverage with suitable examples.

Q. 5

a) Define working capital. What are the approaches to working capital financing? Explain with suitable examples.

b) How the amount of working capital requirement is determined? What are the factors which determine requirement of working capital?

c) Explain the relevance and irrelevance approaches to dividend decisions. Taking suitable examples explain relevance approach.

CENTRAL UNIVERSITY OF HARYANA

Second Semester Term End Examinations August-September 2022

Programme: MBA   **Session: 2021-22**

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

Course Title: Marketing Management   **Max. Marks: 70**

Course Code: SLM MGT 01 202 C 3104

Instructions:

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

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

Q 1.   (4X3.5=14)

    a) Is there any difference between 4Cs and 4 As? Explain its relevance.

    b) Is segmentation a myth or it really exist in marketing? Explain with example.

    c) Discuss the relevance of 'Drop Error' in new product development.

    d) Discuss the concept of 'market skimming' in pricing. How is it important and Why?

    e) In which case, the 'Personal Selling' method should be adopted by marketer and why?

    f) What is relevance of event marketing? When should marketer adopt it?

    g) In which situations would you recommend direct marketing? Why? Explain.

Q 2.   (2X7=14)

    a) Why marketing concept is termed as better than other concepts/orientations in marketing? How do you see today's marketing without marketing concept? Explain.

    b) Give any two real industry examples where marketer has failed because of overlooking socio-cultural environment. Explain your answer with examples.

    c) Give any two real industry examples where marketer has failed because of not adopting market research. Explain your answer with examples.

Q3.   (2X7=14)

    a) Do you really think that testing of product is necessary in new product development or it is wasteful expenditure? Explain.

    b) Critically evaluate the concept of product life cycle. Discuss its relevance over criticism. Should it be adopted by marketer? Explain with example.

    c) When a marketer has been successful in positioning the product with the desired idea in over positioning, why it is called as error in positioning? Explain your answer by giving examples.

Q 4. (2X7=14)

   a) Why do conflict happen in channel management? Give example from industry where conflict has happened. How was this conflict resolved? Explain.

   b) It is usually said that sales promotion is detrimental for brand. Do you agree with this statement? If yes, why? If no, why not? Explain by giving relevant examples.

   c) Discuss the relevance of psychological pricing. Should it be adopted for every case of price setting? Explain with suitable illustration.

Q 5. (2X7=14)

   a) Can marketing be ethical practically? If yes, why? If no, why not? Give at least two examples to support your answer.

   b) How do you see the concept of consumerism from marketers' point of view? How it has made marketers to change? Explain by giving examples.

   c) How marketing landscape has changed with e-marketing? Discuss any three major changes which it has brought to marketing. Explain with examples.

Second Semester Term End Examinations August-September 2022

Programme: MBA

Semester: Second

Course Title: International Business

Course Code: SLM MGT 01 202 DCEC 3104

Session: 2021-22

Max. Time: 3 Hours

Max. Marks: 70

Instructions:

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

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

Q 1.   (4X3.5=14)

   a) Why to study international business? Justify with specific reasons.

   b) Explain the concept of *Off-shoring* in international business.

   c) Define *Comparative Cost Advantage Theory*.

   d) Mention Top 10 trading sectors where India exported the most in the year 2021-22.

   e) What was the purpose of establishing IMF as a separate entity? Elaborate.

   f) How *investment decisions* are different from *financing decisions* in organisations? Elucidate.

   g) *Bretton Woods System* of currency convertibility.

Q 2.   (2X7=14)

   a) *Globalization makes the business environment increasingly global even for domestic firms.* Do you agree with this statement? Why or why not? Critically evaluate with examples.

   b) How *Regiocentric Approach* is different from *Geocentric Approach* in international business? With the help of diagrams, depict the organisational structure of both and also elaborate their characteristics.

   c) Considering that *Licensing* and *Franchising* are two important modes of entry in international business, differentiate them based on their structure, characteristics, and functioning. Also name at least 5 companies working in India under these modes.

Q3.   (2X7=14)

   a) Write a detailed note on *Porter's National Competitive Theory* of international trade. Give suitable examples, wherever necessary.

   b) Define cultural adaptation, cultural shock, cultural conformity, and cultural transformation and elucidate their effects on the performance of individuals as well as the organisations.

c) Discuss the concept of Balance of Payments and its various components. Also elaborate some causes and remedies of disequilibrium in Balance of Payments.

Q 4.   (2X7=14)

a) Discuss and elaborate the reasons for the establishment and then conversion of GATT into WTO. Also describe the major principles and functions entrusted to WTO.

b) Define dumping and elaborate its effects on the importing as well as the exporting countries. Also discuss some of the anti-dumping measures which a country can adopt.

c) Elucidate the reasons for trade disputes arising at international level. Discuss the responsibility and procedure for resolving such disputes.

Q 5.   (2X7=14)

a) Define and discuss the major factors constraining the multi-national corporations to maximize their returns. Suggest remedies to reduce such constraints by supporting your argument with suitable examples.

b) Discuss with the help of examples how *speculation* and *hedging* are different from each other. Also mention various types of derivatives instruments available in India.

c) Define foreign exchange market and its various components. Discuss the major functions of forex market. Give illustration.

CENTRAL UNIVERSITY OF HARYANA

Second Semester Term End Examinations August-September 2022

Programme:	MBA	**Session: 2021-22**
Semester:	Second	**Max. Time: 3 Hours**
Course Title:	Production and Operations Management	**Max. Marks: 70**
Course Code:	SLM MGT 01 201 DCEC 3104	

Instructions:

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

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

Q 1. (4X3.5=14)

a) What is concept of single factor and multi factor productivity? Which one do you recommend? Why?

b) Today, why is it important to study operations management in global environment? Explain.

c) Discuss computer aided design and computer aided manufacturing. Discuss relevance of these techniques.

d) How ethics and environment are related to design? Explain with example.

e) Is long range forecasting really worthwhile? Explain your answer with example.

f) What is concept of dependent demand? How is it important in productions and operations management? Explain.

g) What is relevance of job enrichment in managing human resources? Explain with examples.

Q 2. (2X7=14)

a) When would you recommend to adopt global strategy in operations management? Explain your answer with suitable examples.

b) How can the concept of critical success factor be used in productions and operations management? Discuss its relevance by citing some relevant examples.

c) Why it is suggested to have more than one house of quality while designing the product? How does it help? Explain your answer with appropriate examples.

Q3.   (2X7=14)

   a) How can value engineering help in design and manufacturing? What are benefits of value engineering? Explain with suitable examples.

   b) How can bullwhip effect impact the supply chain management? How can it be addressed? Explain with some examples.

   c) How can the concept of cross docking help in warehousing and storage layout? Explain with appropriate examples.

Q 4.   (2X7=14)

   a) Which method of forecasting – qualitative or quantitative, will you suggest to predict the sales for a company? Why did you choose this specific method? Explain with suitable examples.

   b) What role did product structure play in material requirement planning? How do you see material requirement planning without product structure? Explain with examples.

   c) What could be the impact of external failure on company? How can external failure be curtailed? Explain with examples.

Q 5.   (2X7=14)

   a) How can job expansion be helpful for production and operations manager? Explain your answer by giving at least two examples.

   b) What is the relevance of ergonomics in productions management? How do you see productions management without ergonomics? Explain.

   c) How economic order quantity model ensures the better management of inventory? In what situations would you recommend it? Explain.

CENTRAL UNIVERSITY OF HARYANA

<u>Second Semester Term End Examinations August-September 2022</u>

Programme: Master of Business Administration (MBA)

Semester: II Semester

Max. Time: 3 Hours

Course Title: Legal Aspects of Business

Max. Marks: 70

Course Code: SLM MGT 01 201 GEC 2002

Instructions:

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

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

Question 1: Write short notes: (4X3.5=14)

1. What is Specific Offer?
2. What is *Doctrine of Quantum Meruit*?
3. What is memorandum of association?
4. Distinguish between a Bills of Exchange and a Promissory Note.
5. What is condition of 'quality and fitness' in a contact of sale?
6. Define the term of 'tilte of goods'.
7. "Risk follows Ownership." Briefly explain.

Question 2:   (2X7=14)

1. "All Contracts are agreements, but all agreements are not contracts." Explain and discuss the essentials of a valid contract.
2. What are Implied condition & implied warranties in a contract of sale? Under what circumstances, a breach of Implied condition can be treated as a breach of warranty?
3. Define Consideration? State exceptions to the rule that promise without consideration is void?

Question 3:   (2X7=14)

1. What are the rules relating to the presentation of Cheques? In what circumstances failure or delay in presentation may be excused?
2. What do you understand by Dishonor of negotiable instruments? Discuss the modes and effects of dishonor.

3. Comment on the following statement with reference to provisions of Negotiable Instruments Act-'Once a bearer instrument is always a bearer instrument'. Explain with illustration.

Question 4:   (2X7=14)

1. Discuss the various remedies available to the consumers for redressing their grievances under Consumer Protection Act 1986?
2. Explain briefly the responsibilities of consumers to safeguard their interests.
3. Explain the rights of the consumer. Give examples.

Question 5:   (2X7=14)

1. Differentiate between Article of Association and Memorandum of Association.
2. Explain CAA rules 2016 for Merger and Amalgamation. Give examples.
3. State the rules for conducting various kinds of Shareholders meeting.

CENTRAL UNIVERSITY OF HARYANA

Second Semester Term End Examinations, August-September, 2022

Programme: **Master of Business Administration (MBA)**
Semester: **II Semester**   **Max. Time: 3 Max.**
Course Title: **Human Resource Management**   **Marks: 70 Hours**

Course Code: **SLM MGT 01 204 C 3104**

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 1: Write short notes on any four of the following:

1) Grievance handling procedure
2) Rating errors.
3) Payroll accounting through computers
4) Employees Stock Option Plan (ESOP)
5) Career Paths
6) Name any 5 HRIS software
7) Delphi Technique

Question 2:

1) " Failure in planning and developing HR could be a limiting factor in attaining organizational goal"- Explain the statement in reference to the objectives and importance of HR planning.
2) What is Job specification? How does it differ from job description? Illustrate with suitable example.
3) Cite some examples of how HR management concepts and techniques can be of use to all managers.

Question 3:

1) You have been appointed as the Human Resource Director of XYZ industries a fast-growing Industry in India. It intends to recruit few management trainees. What procedure would you follow for the same?
2) What are some typical on-the-job training techniques? What do you think are some of the main drawbacks of relying on the informal on-the-job training for breaking new employees into their jobs?

3) What is the difference between exempt and non-exempt jobs? Should the job evaluation depend on an appraisal of the jobholder's performance? Why or Why not?

Question 4:

1) Discuss the ethics and concept of Performance Management and explain MBO method of Performance appraisal along with example.
2) What are the problems faced by Trade union and suggest the measures for strengthening trade union movement in India?
3) Explain how you would use the alteration ranking method, the paired comparison method, and the forced distribution method. Give suitable illustration.

Question 5: Explain the following : (Any Two)

1) Dimensions of IHRM along with suitable example.
2) Differentiate between Host Country Nationals(HCN) and Third Country Nationals (TCN)
3) Process of Implementing HRIS. Give illustration.

Programme: MBA   **Session: 2021-22**

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

Course Title: Operations Research   **Max. Marks: 70**

Course Code: SLM MGT 01 201 C 3104

Instructions:

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

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

Q 1.   (4X3.5=14)

    a) Write down the three important qualities of an effective model?

    b) What is an iterative method?

    c) Name three methods used to obtain an initial solution in the transportation algorithm?

    d) What is an assignment problem? Give any two applications?

    e) Define the Pure strategy as per the theory of game used by players in a game?

    f) Write down the names of various components composed by a Queuing system?

    g) Define Gradual failure?

Q 2.   (2X7=14)

    a) Discuss various classification schemes of Linear programming models?

    b) Explain the applications of Operations Research in different functional areas of Management.

    c) Discuss the Opportunities and Shortcomings of Operations Research approach?

Q3.   (2X7=14)

    a) Explain the various steps of Linear Programming Model Formulation process?

    b) A furniture manufacturer makes two products: chairs and tables. Processing of these products is done on two machines A and B. A chair requires 2 hours on machine A and 6 hours on machine B. A table requires 5 hours on machine A and no time on machine B. There are 16 hours per day available on machine A and 30 hours on machine B. Profit gained by the manufacturer from a chair and table is Rs 2 and Rs 10, respectively. Convert this problem in to a Linear programming model form?

    c) Explain the various steps of the Simplex method involved in the generation of an optimal solution in the Linear programming problem? Give suitable illustration.

Q 4. (2X7=14)

a) Explain the North-West Corner method and Least Cost method for obtaining an initial basic feasible solution of a transportation problem?

b) Five men are available to do five different jobs. A to B represents Men and I to V represents types of jobs. From past records, the time (in hours) that each man takes to do each job is known and given in the following table:

JOBS

Men ↓	I (Job)	II (Job)	III (Job)	IV (Job)	V (Job)
A	2	9	2	7	1
B	6	8	7	6	1
C	4	6	5	3	1
D	4	2	7	3	1
E	5	3	9	5	1

Find the assignment of men to jobs that will minimize the total time taken

c) With reference to the transportation problem define the following terms:
   i) Feasible solution   (2 marks)
   ii) Basic feasible solution   (2 marks)
   iii) Optimal solution   (3 marks)

Q 5. (2X7=14)

a) Explain the Two Person Zero-Sum game by giving a suitable example?

b) Explain the following terms:
   i) Static queue disciplines   (3.5 marks)
   ii) Transient-State and Steady-State   (3.5 marks)

c) What is replacement? (2 marks)

   Describe some important situations which require replacement? (5 marks)

CENTRAL UNIVERSITY OF HARYANA
3rd Semester Term & Examination December 2022

Programme: Session: 2021-22   Time: 3 Hours
Course Title: Sports Biomechanics and Kinesiology   Max. Marks: 70
Course Code: SOE PES030317 C4004

Instructions:

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

Q. 1.   (4X3.5=14)

a) Define the following terms:

   क) निम्नलिखित की व्याख्या करें:

   i) Centre of Gravity (ii) Equilibrium

   गुरुत्व केंद्र   (ii) संतुलन

b) Define locomotor movements and non-locomotor movements.

   संचलन संचलन और गैर-चलन संचलन पर संक्षेप में चर्चा करें

c) Difference between kinetics and Kinematics.

   कैनेटीक्स और किनेमैटिक्स के बीच अंतर।

d) Difference between kinesiology and biomechanics.

   काइन्सियोलॉजी और बायोमैकेनिक्स के बीच अंतर

e) Define – friction, Power.

   परिभाषित करें - घर्षण, शक्ति-

f) Write any three major factors that decides the maximum horizontal distance of throw.

   कोई भी तीन प्रमुख कारक जो थ्रो की अधिकतम क्षैतिज दूरी तय करते हैं

g) Match the Anatomical planes with Perpendicular axis.

   लम्बवत अक्ष के साथ एनाटोमिकल विमानों का मिलान करें

- Sagittal (Medial)   Antero-posterior (sagittal axis)

  सैजिटल (मध्यवर्ती)   एंटेरो-पोस्टीरियर (धनु अक्ष)

- Frontal (coronal)   Longitudinal (vertical axis)

  फ्रंटल (कोरोनल)   अनुदैर्ध्य (ऊर्ध्वाधर अक्ष)

- Transverse (Horizontal)   Medio-lateral axis.

  अनुप्रस्थ (क्षैत   मध्यपार्श्व अक्ष

Q. 2.   (2X7=14)

a) Define Sports Biomechanics. Discuss the importance of sports biomechanics in the field of physical education and sports.

   स्पोर्ट्स बायोमैकेनिक्स को परिभाषित करें। शारीरिक शिक्षा और खेल के क्षेत्र में खेल बायोमैकेनिक्स के महत्व पर चर्चा करें

b) What are the plans and Axes of motion. Discuss with examples of exercises / Movements.

   गति की योजनाएं और अक्ष क्या हैं। उदाहरण सहित चर्चा कीजिए

c) What is the difference between uniform linear motion and uniform circular motion? Explain with suitable examples in sports situations.

   एकसमान रेखीय गति और एकसमान वर्तुल गति में क्या अंतर है? उदाहरण सहित समझाइए।

Q.3.   (2X7=14)

a) Mention the major muscles and movements of knee joint along with its structure. घुटने के जोड़ की प्रमुख पेशियों और गतियों का उल्लेख कीजिए।

b) Define force and its types in sports. What is the SI unit of force?

   बल और उसके प्रकारों (खेलों)को परिभाषित कीजिए। बल का SI मात्रक क्या है?

c) What do you mean by origin and Insertion of muscles? Write down origin, insertion and action of any two of the following muscles: Gastrocnemius, Sartorius, Trapezius.

   पेशियों की उत्पत्ति और अंतःस्थापन से आप क्या समझते हैं? निम्नलिखित में से किन्हीं दो मांसपेशियों की उत्पत्ति, सम्मिलन और क्रिया लिखें: गैस्ट्रोकेनमियस, सार्टोरियस, ट्रेपेज़ियस.

Q.4. (2X7=14)

a) Define projectile motion. What are the three types of projectile motion? Explain one of them.

प्रक्षेप्य गति को परिभाषित करें। प्रक्षेप्य गति के तीन प्रकार क्या हैं? उनमें से एक की व्याख्या कीजिए

b) Define body lever. What are the mechanical advantages of 2nd and 3rd class lever?

बॉडी लीवर को परिभाषित करें। द्वितीय और तृतीय श्रेणी लीवर के यांत्रिक लाभ क्या हैं?

c) What is aerodynamics? Explain the different forces acting on an object in the airborne position.

वायुगतिकी क्या है? वायुवाहित स्थिति में किसी वस्तु पर कार्य करने वाले विभिन्न बलों की व्याख्या कीजिए

Q. 5. (2X7=14)

a) What do you mean by biomechanical analysis? Give the Biomechanical analysis of walking.

बायोमैकेनिकल विश्लेषण से आप क्या समझते हैं? चलने में बायोमैकेनिकल विश्लेषण करें|

b) Explain the analysis of Discus throw in detail. ख) चक्का फेंक के विश्लेषण को विस्तार से समझाइए।

c) What do you understand by stability? Explain the factors influencing in equilibrium & stability.

स्थिरता से आप क्या समझते हैं? संतुलन और स्थिरता को प्रभावित करने वाले कारकों की व्याख्या कीजिए।