Programme: MBA Semester: II

**Course: Human Resource Management** 

**Code: CP-201** 

- Q1. Define Human Resource Management (HRM)? How it is useful for organisations? Explain.
- Q2. "Recruitment and Selection are two different processes". Do you agree? Justify.
- Q3. Define Human Resource Planning (HRP)? Explain the importance of HRP in service organisations.

Programme: MBA Semester: II

**Course: Human Resource Management** 

**Code: CP-201** 

- Q1. What do you mean by performance Appraisal? Discuss different methods of performance appraisal in brief.
- Q2. Write a detailed note on Industrial relation and trade unions in India. Explain a case of union unrest in Maruti Suzuki Ltd. At Gurgaon.
- Q3. Illustrate various methods of selection and recruitment in organisations?

**Programme : MBA Semester : II** 

**Course: Financial Management** 

Code: CP-202

- Q1. "Profit Maximisation approach of financial management is based on the concept of oppstunity cost." Justify.
- Q2. Define Capital Budgeting? Explain the NPV and IRR Method of Capital Budgeting. Which method is better and why?
- Q3. Define Cost of Capital. How the cost of Debt (Debentures) is Computed? Illustrate.

**Programme : MBA Semester : II** 

**Course: Financial Management** 

Code: CP-202

- Q1. What is Capital Structure? Differentiate between NOI approach and NI approach.
- Q2. Write notes on the following:
  - a) Inventory Management
  - b) Determinants of Dividend Policy Decisions.
- Q3. Define working Capital. How the working capital requirements are computed? Illustrate with a suitable example.

**Programme : MBA Semester : II** 

**Course: Marketing Management** 

Code: CP-203

- Q1. Explain various marketing concept with suitable examples.
- Q2. Write a detailed note on Marketing Environment and its impact on pricing decisions.
- Q3. Describe Market segmentation along with targeting and positioning. Illustrate the concept.

Programme: MBA Semester: II

**Course: Marketing Management** 

Code: CP-203

Attempt three questions from the assignment given below. All questions are to be attempted in legible handwriting on plane white A 4 size papers and handed over for evaluation to the study centres concerned. Each question carries 5 marks and the total marks are 15.

Q1. Explain various stage of PLC?

Q2. Write Notes:

- a) Niche Marketing
- b) Marketing Strategy

Q3. What do you mean by marketing channels? Explain the concept of Supply Chain?

**Programme : MBA Semester : II** 

**Course: Production and Operation Management** 

Code: CP-204

- Q1. Differenceciate Production and Service. Also discuss the role and scope of production Management in organisation?
- Q2. Draw out a layout diagram of any organisation. Also mention various types of plant layouts?
- Q3. Define work study. Explain the methods of work study with examples.

**Programme : MBA Semester : II** 

**Course: Production and Operation Management** 

Code: CP-204

- Q1. Define Acceptance sampling. Explain the uses of acceptance sampling in production management?
- Q2. Write notes on the following:
  - a) Total Quality Management (TQM)
  - b) Economic Order Quantity (EOQ)
  - c) Scheduling
- Q3. Discuss various methods of inventory control. Which is more useful and why? Explain.

Programme: MBA Semester: II

**Course: Statistical Analysis** 

Code: CP-205

- Q1. Define Statistics and statistical analysis? Explain the process, nature, role, importance and scope of statistical analysis in business decisions.
- Q2. What is correlation? How it is different from regression?
- Q3. Define Sampling? Explain the different methods of sampling with suitable examples.

Programme: MBA Semester: II

**Course: Statistical Analysis** 

Code: CP-205

- Q1. What do you mean by Mean, Median and Mode? How these are useful in statistical analysis of business data?
- Q2. Write notes as the following:
  - a) Non Parametric tests Vs. Parametric tests
  - b) Hypothesis testing
- Q3. Discuss the meaning and nature of statistical quantity control and its methods.

Programme: MBA Semester: II

**Course: Research Methodology** 

Code: CP-206

- Q1. Define Research? Explain the process and various types of research in detail?
- Q2. What do you mean by Research Design? Explain various types of research design and their applications.
- Q3. Write a detailed note on hypothesis based research?

Programme: MBA Semester: II

**Course: Research Methodology** 

Code: CP-206

- Q1. Explain attitude measurement techniques and their applications?
- Q2. Write note on the following:
  - a) Factor Analysis
  - b) Regression Analysis
- Q3. Write a note on qualitative research. Also describe various components of Research Report writing?