

Roll No.

Total No. of Pages: 02

Total No. of Questions: 10

MBA, Semester-2nd
BUSINESS ANALYTICS FOR DECISION MAKING
Subject Code: MBA 201-18
M.Code: 76153

Date of Examination: 03-01-2026

Time: 3 Hrs.

Max. Marks: 60

INSTRUCTIONS TO CANDIDATES:

1. SECTION-A is COMPULSORY consisting of EIGHT questions carrying TWO marks each.
2. SECTION-B consists of FOUR subsections: Units-I, II, III & IV. Each subsection contains TWO questions, each carrying EIGHT marks each and student has to attempt any ONE question from each subsection.
3. SECTION-C is COMPULSORY and consists of ONE Case Study carrying TWELVE marks.

Q. No.	Question	Course Outcome	Bloom's Level
SECTION-A			
1.	Answer briefly:		
a.	List the types of distribution of data.	CO1	L1
b.	Summarise a note on binomial distribution.	CO2	L2
c.	Recall the term sample space.	CO2	L1
d.	Infer the term Heteroscedasticity.	CO3	L2
e.	What do you understand by the term one-tailed test?	CO4	L1
f.	Explain quota sampling.	CO5	L2
g.	Define stratified sampling.	CO5	L1
h.	Interpret the term "Deflation".	CO6	L2

SECTION-B			
UNIT-I			
2.	Identify the sources of data collection to study customers' perception.	CO1	L3
3.	Examine the components of a statistical table giving example.	CO2	L4
UNIT-II			
4.	Identify the types of probability sampling distribution with examples.	CO2	L3
5.	Weights in kilogram of 10 students are as given below: 38, 40, 45, 53, 47, 43, 55, 48, 52, 49 Interpret whether the variance of distribution of weight of all students from which above sample of 10 students is drawn, is equal to 20 kilograms. Test this at 5% level of significance. (Given Chi-square value at 5% for 9 d.f. is 16.92)	CO4	L5
UNIT-III			
6.	Identify the properties of regression coefficients.	CO3	L3
7.	Categorise regression on the bases of relationship between two or more variables.	CO3	L4
UNIT-IV			
8.	Analyse the various ways to study trends in time Series in business. Explain by citing examples.	CO6	L4
9.	Explain the method of construction of index numbers.	CO6	L5

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SECTION-C													
10	Data collected by a researcher as given below:										CO3	L6	
	X1	65	72	54	68	55	59	78	58	57			51
	X2	56	58	48	61	50	51	55	48	52			42
	X3	9	11	8	13	10	8	11	10	11			7
Questions: (a) Estimate $R_{2.13}$. (b) Predict the value of $R_{1.23}$.													

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MBA, Semester-2nd
LEGAL ENVIRONMENT FOR BUSINESS
Subject Code: MBA 202-18
M.Code: 76154
Date of Examination: 05-01-2026

Time: 3 Hrs.

Max. Marks: 60

INSTRUCTIONS TO CANDIDATES:

1. SECTION-A is COMPULSORY consisting of EIGHT questions carrying TWO marks each.
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3. SECTION-C is COMPULSORY and consists of ONE Case Study carrying TWELVE marks.

Q. No.	Question	Course Outcome	Bloom's Level
SECTION-A			
1.	Answer briefly:		
a.	What do you mean by Business Law and list its anyone purpose.	CO1	L1
b.	Explain the term "offer" with suitable examples.	CO2	L2
c.	Define the concept of Guarantee and Indemnity.	CO2	L1
d.	Illustrate any one example of transfer of ownership in goods.	CO3	L2
e.	Relate the meaning of "Negotiable Instrument" as mentioned in Negotiable Instruments Act.	CO4	L1
f.	Outline the effect of a partner's death in a partnership firm.	CO5	L2
g.	Recall the different ways in which a partnership firm may be dissolved under the Partnership Act.	CO5	L1
h.	Compare the Memorandum of Association and Articles of Association in terms of their legal importance.	CO6	L2
SECTION-B			
UNIT-I			
2.	Apply the rules of offer and acceptance to decide whether a contract is formed when a shopkeeper agrees to sell goods but later changes the price.	CO1	L3
3.	Distinguish between breach of contract and discharge of contract.	CO1	L4
UNIT-II			
4.	Identify the main rules governing the transfer of property in a contract of sale to demonstrate how ownership passes from seller to buyer in real-life business transactions.	CO2	L3
5.	Determine in detail the Principles of Sales of Goods.	CO3	L5
UNIT-III			
6.	Construct a Bill of Exchange using a simple business example, and identify the main features that make a bill of exchange valid.	CO4	L3

7.	Examine the concept of cheque crossing by distinguishing between the different types of crossings.	CO4	L4
UNIT-IV			
8.	Distinguish between the various types of partners by examining their roles and responsibilities.	CO5	L4
9.	Explain the circumstances under which the corporate veil may be lifted, and justify your answer by supporting it with relevant case laws.	CO6	L5
SECTION-C			
10.	<p>Bright Electro Pvt. Ltd., a Chandigarh-based company, entered into a contract of sale with Nova Traders for the purchase of 500 smart LED panels. The agreement clearly stated that ownership of goods would transfer to Bright Electro only after full payment was made, and the goods were to be delivered within 10 days. Nova Traders dispatched the goods on time, but due to a transport strike, delivery was delayed by five days. Meanwhile, a fire broke out at Nova's warehouse, damaging 100 panels that had been packed but not yet delivered. Bright Electro refused to pay for the damaged goods, claiming that ownership had not yet been transferred as per the contract terms. Nova Traders, however, argued that once the goods were set aside for delivery, the property in the goods had passed to the buyer, making Bright Electro responsible for the loss. The dispute raised several questions about the transfer of ownership, risk in goods, and performance of the contract under the Sale of Goods Act, 1930. Both parties had acted in good faith but misunderstood when exactly the ownership and risk passed from seller to buyer. Upon review, a legal advisor clarified that as per Sections 18–26 of the Act, ownership passes when the parties intend it to pass — based on the terms of the contract and delivery conditions.</p> <p>Questions:</p> <p>(a) Interpret the point at which ownership and risk of loss is transferred in this case, using relevant provisions of the Sale of Goods Act, 1930.</p> <p>(b) Justify whether the action is valid based on Sale of Goods principles.</p>	CO3	L5

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UNIT-II			
4.	Apply the product mix decisions to design an appropriate product mix strategy for the launch of a budget smart phone for students.	CO2	L3
5.	Assess STP as a strategy to introduce a new product or service in the market. Give examples.	CO3	L5
UNIT-III			
6.	Apply the personal selling process to pitch a new insurance product to a corporate client.	CO4	L3
7.	Analyze how a company can effectively use advertising and sales promotion to launch a seasonal product like mango juice.	CO4	L4
UNIT-IV			
8.	Examine the difference between logistics and supply chain management. What are major functions of a distribution channel?	CO5	L4
9.	Estimate how E-commerce and Digital Marketing are reshaping retailing and wholesaling functions.	CO6	L5
Section C			
10.	<p>EcoServe Solutions, a start-up offering low-cost water purifiers, aims to expand into rural and semi-urban markets. The firm relies mainly on traditional distributors, but customer awareness about the product is still limited. Competitors are using digital marketing, influencer partnerships and mobile-van demonstrations to attract BoP (Bottom of Pyramid) customers. EcoServe collects customer data but rarely uses it for follow-ups or CRM activities. The management wants to adopt modern marketing trends, but budget limitations restrict large-scale campaigns. They now must choose the most effective emerging marketing strategies for low-income markets.</p> <p>Questions:</p> <p>a. Discuss the suitability of digital marketing for EcoServe's target segment in rural and BoP markets. What limitations and opportunities can you identify?</p> <p>b. Propose an integrated marketing strategy for EcoServe using emerging trends such as social marketing, green marketing, digital outreach and community-based engagement for BoP consumers.</p>	CO6	L6

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Total No. of Questions: 10

Total No. of Pages: 2

MBA, Semester-2nd**HUMAN RESOURCE MANAGEMENT**

Subject Code: MBA-204-18

M.Code:76156

Date of Examination: 15-12-2025

Time: 3 Hrs.

Max. Marks: 60

INSTRUCTIONS TO CANDIDATES:

1. SECTION-A is **COMPULSORY** consisting of **EIGHT** questions carrying **TWO** marks each.
2. SECTION-B consists of **FOUR** subsections: Units-I, II, III & IV. Each subsection contains **TWO** questions, each carrying **EIGHT** marks each and student has to attempt any **ONE** question from each subsection.
3. SECTION-C is **COMPULSORY** and consists of **ONE** Case Study carrying **TWELVE** marks.

Q. No.	Question	Course Outcome	Bloom's Level
SECTION-A			
1.	Answer briefly:		
a.	Define HRM and outline its functions in modern organizations.	CO1	L1
b.	Explain the concept and objectives of Strategic HRM.	CO1	L2
c.	What are the different factors affecting recruitment and selection.	CO2	L1
d.	Illustrate the role of training and development in career growth.	CO3	L2
e.	List the different sources of recruitment and selection.	CO4	L1
f.	Outline the various components of compensation systems.	CO4	L2
g.	Define industrial relations and describe its importance.	CO5	L1
h.	Infer the process of disciplinary action and counselling.	CO5	L2
SECTION-B			
UNIT-I			
2.	Identify the key elements of the Job Description and Job Specification and illustrate with the example.	CO1	L3
3.	Analyze how HR planning contributes to organizational success.	CO2	L4
UNIT-II			
4.	Utilize the principles of recruitment and selection to demonstrate how they lead to enhanced workforce quality.	CO2	L3
5.	Evaluate the impact of training and development on organizational productivity.	CO3	L5

UNIT-III			
6.	Apply modern appraisal systems to enhance employee performance.	CO3	L3
7.	Compare the relationship between compensation practices and motivation.	CO4	L4
UNIT-IV			
8.	Examine the effectiveness of conciliation, arbitration, and adjudication by comparing their roles within the Dispute Resolution Machinery.	CO4	L4
9.	Assess the effectiveness of collective bargaining in maintaining industrial peace.	CO5	L5
SECTION-C			
10.	<p>Case Study</p> <p>Nova Tech Solutions, a leading IT firm, faced declining profits due to automation and global competition. The HR Director proposed downsizing 15 % of the workforce to cut costs. However, many of the targeted employees were loyal staff members nearing retirement. The CEO emphasized ethical considerations, suggesting voluntary retirement or redeployment programs. The HR team was divided-some favoured immediate layoffs for cost reduction, while others recommended a phased approach to preserve the company's image and morale. Media attention and social-media backlash further pressured the firm to handle the issue responsibly. Ultimately, Nova Tech offered a mix of voluntary retirement schemes and skill-up gradation programs for redeployment.</p> <p>Questions:</p> <p>a. Judge the ethical implications of the HR Director's initial downsizing proposal in light of professional HR values.</p> <p>b. Recommend an alternative HR strategy that balances organizational efficiency with employee welfare during downsizing.</p>	CO5	L5

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UNIT-III			
6.	Applying the principles of TQM on production process, discuss how they help improve the quality of products and services	CO4	L3
7.	Analyze how SPC charts (\bar{X} , R, and defectives charts) help identify quality variations and detect issues in a manufacturing process.	CO4	L4
UNIT-IV			
8.	Examine the role of Just-In-Time (JIT) in improving efficiency, reducing costs, and enhancing quality.	CO5	L4
9.	Explain the factors affecting inventory control policy.	CO6	L5
SECTION-C			
10.	<p style="text-align: center;">Case Study</p> <p>ABC Electronics Pvt. Ltd. produces consumer electronics such as smart phones and televisions. Due to market competition, the company is under pressure to reduce production costs while maintaining product quality. Currently, excess inventory and inefficient logistics are affecting profitability. The management plans to implement Lean Production and a revised Inventory Management system to improve performance. As an Operations Manager, your task is to develop an action plan to align resources with strategic goals.</p> <p>Questions:</p> <p>a) Determine how Lean production helps to improve performance.</p> <p>b) Recommend a detailed action plan for the company to revise its inventory management system.</p>	CO3	L5

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MBA, Semester- 2nd

CORPORATE FINANCE AND POLICY

Subject Code: MBA-206-21

M.Code: 92177

Date of Examination: 31-12-2025

Time: 3 Hrs.

Max. Marks: 60

INSTRUCTIONS TO CANDIDATES:

1. SECTION-A is COMPULSORY consisting of EIGHT questions carrying TWO marks each.
2. SECTION-B consists of FOUR subsections: Units-I, II, III & IV. Each subsection contains TWO questions, each carrying EIGHT marks each and student has to attempt any ONE question from each subsection.
3. SECTION-C is COMPULSORY and consists of ONE Case Study carrying TWELVE marks.

Q. No.	Question	Course Outcome	Bloom's Level
SECTION-A			
1.	Answer briefly:		
a.	Define corporate finance.	CO1	L1
b.	Explain the scope of financial management.	CO1	L2
c.	Define time value of money.	CO2	L1
d.	Interpret the concept of specific cost of capital.	CO3	L2
e.	Name any two discounted capital budgeting techniques.	CO4	L1
f.	Illustrate the meaning of financial leverage.	CO4	L2
g.	Summarize the concept of working capital.	CO5	L2
h.	Explain the theory of Irrelevance.	CO5	L2
SECTION-B			
UNIT-I			
2.	Develop the changing role of a finance manager in modern Business.	CO1	L3
3.	Analyse various approaches for determining time value of money in terms of cash flows.	CO2	L4
UNIT-II			
4.	Identify various the methods for valuation of equity.	CO3	L3
5.	Evaluate the relevance of Modigliani–Miller capital structure theory under real-world assumptions.	CO3	L5
UNIT-III			
6.	Apply operating and financial leverage measures to assess business risk.	CO4	L3
7.	Compare and contrast NPV and IRR as methods of investment evaluation.	CO4	L4

UNIT-IV			
8.	Inspect the theories of dividend relevance and irrelevance by identifying their underlying assumptions.	CO5	L4
9.	Assess the factors determining the composition of working capital in a manufacturing organisation.	CO5	L5
SECTION-C			
10.	<p>NovaTech Industries, a mid-sized electronics manufacturing company, plans to enter a new market by launching an innovative smart-home device. The finance manager must develop a comprehensive financial strategy for investment, working capital, and financing sources. The company has experienced erratic cash flows in recent years but sees strong future demand in the new product line. The board wants a detailed financial decision plan that integrates corporate finance concepts and supports long-term growth.</p> <p>Questions:</p> <p>a. Elaborate how the interface between corporate finance and other functional areas (production, marketing, and operations) will influence NovaTech's strategic decision.</p> <p>b. Based on your assessment, create a suitable financial plan that includes investment decisions, financing decisions, and working capital components.</p>	CO1	L6

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MBA, Semester-2nd
ENTREPRENEURSHIP AND PROJECT MANAGEMENT

Subject Code: MBA-207-18

M.Code: 76159

Date of Examination:20-12-2025

Time: 3 Hrs.

Max. Marks:60

INSTRUCTIONS TO CANDIDATES:

1. SECTION-A is COMPULSORY consisting of EIGHT questions carrying TWO marks each.
2. SECTION-B consists of FOUR subsections: Units-I, II, III & IV. Each subsection contains TWO questions, each carrying EIGHT marks each and student has to attempt any ONE question from each subsection.
3. SECTION-C is COMPULSORY and consists of ONE Case Study carrying TWELVE marks.

Q. No.	Question	Course Outcome	Bloom's Level
SECTION-A			
1.	Answer briefly:		
a.	What is the difference between entrepreneur and inventor, also cite concrete examples.	CO1	L1
b.	Illustrate the functions of Entrepreneurship.	CO1	L2
c.	Define Creativity and Intelligence.	CO2	L1
d.	Explain the tenure of a copyright.	CO3	L2
e.	What is Bankruptcy?	CO4	L1
f.	Compare and contrast Venture Capital and Private Equity.	CO4	L2
g.	List the administrative aspects of Project Review.	CO5	L1
h.	Interpret the terms PERT & CPM.	CO5	L2
SECTION-B			
UNIT-I			
2.	Identify different categories of Entrepreneurs. Give suitable examples.	CO1	L3
3.	"Entrepreneurship is all about money and getting rich quickly". Do you agree with this? Justify your answer.	CO1	L4
UNIT-II			
4.	Apply the entrepreneurial perspective to construct the significance of the statement: 'A good idea is not enough'.	CO2	L3
5.	Recommend the important blocks to creativity. How do these blocks be overcome to create organizational culture to promote creativity?	CO2	L5
UNIT-III			
6.	Organize the essential ingredients of a good business plan.	CO3	L3
7.	Analyze the concept of Succession planning along with various strategies for Harvesting and Ending the venture.	CO4	L4

UNIT-IV

8.	Analyze how Market and Demand Analysis is conducted?	CO4	L4
9.	Explain the detailed framework of Social Cost Benefit Analysis.	CO5	L5

SECTION-C

10.	<p>Case Study</p> <p>Almost after twenty years of struggle, Radha became the only woman entrepreneur in Orissa to manufacture Electrical appliances. She has been able to set her market in the market and is known for quality, standard and safe product. She has successfully managed business to business and business to customer models. She has been awarded for her commendable work from prestigious industrial institutions and media. She started her career as a worker in electrical goods manufacturing company. Under her supervision came the unit where electrical appliances were serviced. She worked there for a couple of years and gained experience in this field. Being an efficient worker, Radha could not satisfy her restless search for a challenge that stretched her interest of starting a service unit of appliances. She resigned from the job and stepped out to do something on her own, in this same field. But Smita did not have the capacity to become self-employed because she was not clear about the prospects. She had lost her father, but her uncle motivated and supported her to go ahead. This chain of difficulties did not lessen Radha's well-up enthusiasm. After persistent attempts and not very supportive banker, Radha lost hope of getting a loan and with her own resource of Rs. 27,000 managed to set up a unit in a rented premise in a busy commercial area. The place proved to be one of the advantages for Radha. She started with a team of three including herself. For her financial need she twice received micro credit loans from ICECD. The Chinese products in India market initially had poses challenges. But she continued with her good quality and service to clients and succeeded. She feels her products have the required market now and will have in future too.</p> <p>Today, 50 year old Radha is a genial housewife, a grandmother, and a prosperous Entrepreneur in the field of electrical appliances. Her tailpiece advice to every prospective woman entrepreneur is —never let your low educational qualification dampen your enterprising inclination, for you too can succeed like me.</p> <p>Questions:</p> <p>(a) Interpret the factors that made Radha a successful women entrepreneur.</p> <p>(b) Explain the challenges and problems of women entrepreneurs in India.</p> <p>(c) Appraise the role of government in Entrepreneurship Development in India.</p>	CO1	L5
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UNIT-III																																																									
6.	Evaluate the need of mail merge. Explain the process to apply mail merge in MS word documents.	CO3	L5																																																						
7.	List and examine the steps to insert pictures and graphics in MS-Power Point.	CO3	L4																																																						
UNIT-IV																																																									
8.	Identify the need and process to use Macros in MS Excel. Make use of examples.	CO5	L3																																																						
9.	Explain the importance of forms in MS-Access and assess the steps of creating forms in detail.	CO6	L5																																																						
SECTION-C																																																									
10.	<p>The following Excel table shows sample data related to heart disease patients, containing measurements such as cholesterol levels, blood pressure, heart rate, and body mass index (BMI).</p> <table border="1"> <thead> <tr> <th>Diagnosis</th> <th>Cholesterol</th> <th>Blood Pressure</th> <th>Heart Rate</th> <th>BMI</th> <th>Glucose Level</th> </tr> </thead> <tbody> <tr> <td>P</td> <td>245</td> <td>138</td> <td>88</td> <td>27.3</td> <td>105</td> </tr> <tr> <td>P</td> <td>210</td> <td>145</td> <td>92</td> <td>30.2</td> <td>112</td> </tr> <tr> <td>P</td> <td>198</td> <td>130</td> <td>86</td> <td>28.9</td> <td>98</td> </tr> <tr> <td>P</td> <td>220</td> <td>155</td> <td>95</td> <td>31.4</td> <td>120</td> </tr> <tr> <td>N</td> <td>175</td> <td>122</td> <td>78</td> <td>25.1</td> <td>90</td> </tr> <tr> <td>N</td> <td>160</td> <td>115</td> <td>72</td> <td>23.8</td> <td>85</td> </tr> <tr> <td>N</td> <td>182</td> <td>128</td> <td>80</td> <td>24.5</td> <td>94</td> </tr> <tr> <td>P</td> <td>235</td> <td>142</td> <td>90</td> <td>29.8</td> <td>110</td> </tr> </tbody> </table> <p>Questions :</p> <p>a. Compose the way to sort the data by column "Cholesterol".</p> <p>b. Design the steps to show only the rows where the "Diagnosis" value is "P".</p> <p>c. Build the procedure to plot a line graph between "Cholesterol" (X-axis) and "Heart Rate" (Y-axis).</p> <p>d. Compile the method to calculate the average values of the following columns: "Cholesterol", "Blood Pressure", "Heart Rate", and "BMI".</p>	Diagnosis	Cholesterol	Blood Pressure	Heart Rate	BMI	Glucose Level	P	245	138	88	27.3	105	P	210	145	92	30.2	112	P	198	130	86	28.9	98	P	220	155	95	31.4	120	N	175	122	78	25.1	90	N	160	115	72	23.8	85	N	182	128	80	24.5	94	P	235	142	90	29.8	110	CO4	L6
Diagnosis	Cholesterol	Blood Pressure	Heart Rate	BMI	Glucose Level																																																				
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