

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : SUMMER : 2025
SUBJECT: EXPORT IMPORT POLICIES, PROCEDURES & DOCUMENTATION

Day : Tuesday
Date : 27/05/2025

S-25979-2025

Time : 02:00 PM-05:00 PM
Max. Marks : 100 66

N.B :

- 1) Attempt **ANY FOUR** questions from **Section – I** and **ANY TWO** questions from **Section - II**.
- 2) Figures to the right indicate **FULL** marks.
- 3) Answers to both the sections should be written in the **SAME** answer book.

SECTION - I

- Q.1** Discuss the Nature and Scope of International Business. (15)
- Q.2** Explain the important Statutes or Policies for International Trade. (15)
- Q.3** Explain the Documentation required for Shipment and Custom Clearance of goods. (15)
- Q.4** Discuss the Cross-border Settlement Procedure with Advanced Payment Method, Open Account Method and Consignment Trading. (15)
- Q.5** What is International Trade Logistics? State the Importance and Objectives of International Trade Logistics. (15)
- Q.6** Write short notes on **ANY THREE** of the following: (15)
- a) India's Foreign Trade
 - b) Types of Documentary Credit
 - c) Documents required for claiming Insurance of Imported Goods
 - d) Custom House Agent

SECTION - II

- Q.7** Define International Business. Describe the Framework of International Business. (20)
- Q.8** Briefly explain the International Logistics Agencies in India and outside India. (20)
- Q.9** What is Warehousing? Write a detailed note on Ports in India. (20)

* * * * *

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

M.B.A. Sem-III : SUMMER : 2025

SUBJECT: LABOUR LAWS-I

Day : Friday
Date : 23/05/2025

S-25985-2025

Time : 02:00 PM-05:00 PM
Max. Marks : 100

N. B. :

- 1) Attempt ANY FOUR questions form Section – I and attempt ANY TWO questions form Section – II.
- 2) Figures to the right indicate FULL marks.
- 3) Answers to both the sections should be written in SAME answer book.

SECTION – I

- Q. 1 Discuss the concept of Industrial jurisprudence and explain its importance in effective business management. (15)
- Q. 2 Explain briefly, 'acts and omissions' amounting to misconduct under The Industrial Employment (Standing orders) Act, 1946. (15)
- Q. 3 Explain the provisions made under The Factories Act, 1948 in respect to working hours for an adult employees. (15)
- Q. 4 Enumerate the authorized deductions from the wages of an employed person under the Payment of Wages Act, 1936. (15)
- Q. 5 Explain the unique characteristics of employment of women and children, as per provisions under The Factories Act, 1948. (15)
- Q. 6 Write short notes on ANY TWO of the following: (15)
- a) Certifying Officer
 - b) Social Justice
 - c) ESI Act, 1948

SECTION – II

- Q. 7 Explain the provisions of The Payment of Bonus Act, 1965. (20)
- Q. 8 Who is an 'Inspector'? Explain his powers with respect to The Factories Act, 1948. (20)
- Q. 9 Prepare a detailed note on 'Responsibilities of employer' as per The Employees Provident Fund and Miscellaneous Provisions Act, 1952. (20)

* * * * *

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : SUMMER : 2025
SUBJECT: HUMAN RESOURCE PLANNING & DEVELOPMENT

Day : Wednesday
Date : 21/05/2025

S-25984-2025

Time : 02:00 PM-05:00 PM
Max. Marks : 100

N.B:

- 1) Attempt **ANY FOUR** questions from Section – I and Attempt **ANY TWO** questions from Section – II.
- 2) Figures to the right indicate **FULL** marks.
- 3) Answer to both the sections should be written in **SAME** answer book.

SECTION-I

- Q.1** What is HR Planning? Explain various factors affecting HR Planning. (15)
- Q.2** How would you differentiate training from development? Enlist and briefly explain the various methods of training. (15)
- Q.3** Explain in detail HR demand & supply forecasting tools and techniques (15)
- Q.4** Define recruitment. Explain in detail the process of recruitment and selection. (15)
- Q.5** Write the short note on the following (Any Two) (15)
- a) Levels of Human resource planning
 - b) Job analysis
 - c) Objectives of training
 - d) Skill Inventory

SECTION -II

- Q.6** It is often said that recruitment is positive and selection is negative. Explain this statement with appropriate examples. (20)
- Q.7** Effective career development policies are valuable to business and organization. Discuss the benefits of the same for employees and organization. (20)
- Q.8** Describe a training program for newly joined sales trainee of a pharmaceutical company. (20)

* . * . *

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : SUMMER : 2025
SUBJECT: REGULATORY ASPECTS OF INTERNATIONAL BUSINESS

Day : Monday
Date : 26/05/2025

S-25978-2025

Time : 02:00 PM-05:00 PM
Max. Marks : **100**

N.B :

- 1) Attempt **ANY FOUR** questions from **Section - I** and **ANY TWO** questions from **Section - II**.
- 2) Figures to the right indicate **FULL** marks.
- 3) Answers to both the sections should be written in the **SAME** answer book.

SECTION - I

- Q.1** What is the need to govern the Cross-Border Trade? Discuss the Nature of Cross Border Trade. (15)
- Q.2** Explain the Statutes framed by Country of Origin. (15)
- Q.3** Discuss the history and functions of Bank for International Settlement (BIS). What role does BIS play in regulating International Financial System? (15)
- Q.4** Elaborate Labuan Model with its benefits. (15)
- Q.5** What do you understand by Exchange Control? Explain its Objectives and different methods of Exchange Control. (15)
- Q.6** Write short notes on **ANY THREE** of the following: (15)
- a) Choice of Law
 - b) High Financial Gearing
 - c) FEDAI Rules
 - d) Sovereign Risk

SECTION - II

- Q.7** Discuss the Evolution of International Monetary System from Gold Standard to Euro. (20)
- Q.8** What is FERA and FEMA? State the Key Provisions of FEMA Act. (20)
- Q.9** Explain the various Trade Related Intellectual Property Rights in International Business. (20)

* * * * *

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : SUMMER : 2025
SUBJECT: MANAGEMENT OF FINANCIAL SERVICES

Day : Monday
Date : 19/05/2025

S-25981-2025

Time : 02:00 PM-05:00 PM
Max. Marks : 100

N.B.

1. Attempt **ANY FOUR** questions from Section – I and **ANY TWO** questions from Section II.
2. Figures to the right indicate **FULL** marks.
3. Answers to both the sections should be written in **SAME** answer book.

SECTION – I

- Q.1** Classify the various Financial Intermediaries functioning in the Indian Financial System and bring out their features. (15)
- Q.2** Discuss the general guidelines issued by Government of India for investor's protection in terms of Mutual fund. (15)
- Q.3** Define Merchant Banking and Discuss the services rendered by Merchant Bankers. (15)
- Q.4** Explain the concept of Hire Purchase and Difference between Hire purchasing and Lease Financing. (15)
- Q.5** Rural Banking promotes Financial Inclusion and Economic Development in Rural areas – Comment. (15)
- Q.6** Write Short Note on **ANY TWO** of the following : (15)
 - a) Book Building
 - b) Financial Instruments
 - c) Pre-Issue Management

SECTION – II

- Q.7** Explain the problems of Credit Rating and future of Credit Rating in India. (20)
- Q.8** Discuss concept of "Venture Capital" and explain the various Methods of Venture Financing. (20)
- Q.9** Critically evaluate the challenges and limitations of Microfinance as a tool for poverty eradication. (20)

* * * * *

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : SUMMER : 2025
SUBJECT: INVESTMENT ANALYSIS & PORTFOLIO MANAGEMENT

Day : Friday
Date : 16/05/2025

S-25980-2025

Time : 02:00 PM-05:00 PM
Max. Marks : 100

N.B :

- 1) Attempt **ANY FOUR** questions from **Section - I** and **ANY TWO** questions from **Section - II**.
- 2) Figures to the right indicate **FULL** marks.
- 3) Answers to both the sections should be written in the **SAME** answer book.
- 4) Use of non-programmable **CALCULATOR** is allowed.

SECTION - I

- Q.1** Elaborate any three Bond Management Strategies with suitable examples. (15)
- Q.2** Discuss objectives and current scenario of Investment with appropriate examples. (15)
- Q.3** What do you mean by Portfolio Management? Discuss how to prepare investment plans for Individuals in different stages of Life Cycles and different situations. (15)
- Q.4** Define concept of Mutual Fund. Discuss types of Mutual Fund Schemes available in India. (15)
- Q.5** Explain concept and forms of Efficient Market Hypothesis with suitable examples. (15)
- Q.6** Write short notes on **ANY THREE** of the following: (15)
- a) Any two Technical Indicators
 - b) Concept of risk and return in Investment
 - c) Arbitrage Pricing Theory
 - d) Role of Securities Market in Indian Economy
 - e) High Frequency Trading

SECTION - II

- Q.7** What do you mean by Fundamental Analysis? Distinguish between Fundamental Analysis and Technical Analysis. Recommend Investment in any Company and Industry with reference to Indian Economy based on Fundamental Analysis. (20)
- Q.8** a) Define the concept and any two types of Derivatives. (12)

P.T.O.

- b) Returns from the Stock A and Stock B over six years period are as follows: (08)

Year	Return for Stock A (%)	Return for Stock B (%)
1	9	12
2	12	-8
3	-8	12
4	13	14
5	16	10
6	12	14

Calculate the Average rate of return and Standard deviation for both the Stocks. Comment for investment decision in above Stocks.

- Q.9 The returns of two assets under four possible states of nature are given below: (20)

State of Nature	Probability of Occurrence	Return on Asset 1 (%)	Return on Asset 2 (%)
1	0.2	12	11
2	0.2	26	23
3	0.4	16	17
4	0.2	20	22

- What is the Standard deviation of the return on Asset 1 and Asset 2?
- What is the Coefficient of correlation between the returns on Asset 1 and Asset 2?
- If the weightage of Asset 1 is 0.50 and remaining for Asset 2, calculate the portfolio risk and return.

* * * * *

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : SUMMER : 2025
SUBJECT: SERVICES MARKETING

Day : Monday
Date : 12/05/2025

S-25977-2025

Time : 02:00 PM-05:00 PM
Max. Marks : 100

N. B. :

- 1) Attempt **ANY FOUR** questions from Section – I and attempt **ANY TWO** questions from Section – II.
- 2) Figures to the right indicate **FULL** marks.
- 3) Answers to both the sections should be written in **SAME** answer book.

SECTION – I

- Q. 1** How would you differentiate between goods and services? (15)
- Q. 2** What are the characteristics of services? Explain the implications of intangibility and inventory for service marketers. (15)
- Q. 3** Elaborate on the factors that have led to the growth of services sector in India. (15)
- Q. 4** How would you use the concept of service life cycle and stages therein for marketing mix decisions? Illustrate. (15)
- Q. 5** Explain how the gap model helps the service firms in identifying the reasons for gaps in service quality. (15)
- Q. 6** Write short notes on **ANY THREE** of the following: (15)
- a) Service guarantee
 - b) Strategies for flexing capacity to match the demand for the services
 - c) 7 P's of service marketing mix
 - d) Strategies for managing inconsistencies

SECTION – II

- Q. 7** PVR Cinemas is one of the largest theatre chains in India, and it was formally established in Gurgaon in June, 1997. PVR Cinemas is well-known for providing its customers with excellent pictures and sound quality. In addition, they pioneered multiplex theatres in India through PVR Anupam in Delhi. PVR was credited with bringing about a major change in the cinema viewing experience for the Indian people with the provision of comfortable seating, state of the art screens, projection systems and audio visual systems. Discuss the benefits that PVR will be providing to the customers through its physical evidence. (20)

P. T. O.

Q. 8 Critically comment on the Disney-Hotstar's strategy of free live streaming of ICC Men's Cricket World Cup, 2023 on mobile phones. (20)

Q. 9 The food industry in our country is an ever-growing sector that has significantly contributed to the world food trade. And one of the most eminent segments of the food culture of India is about the importance created by street foods. Be it pani puri, momos, kachori or any other, these snacks hold a nostalgic presence in the minds of their consumers. They are a crucial part of the Indian food culture and industry and have so much to contribute meaningfully towards the Indian economy in general and the people in particular. Post COVI-19, there has been considerable increase in the awareness on contactless delivery. Keeping pace with the time, the Water N Spices Foodsz Private Limited introduced e-pani-puri cart so as to provide hygienic, tasty and spicy pani puri through an automated vending machines considering this, you are required to suggest a suitable distribution system for this service firm. (20)

* * * * *

120525-e-iom-kolhapur

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : SUMMER : 2025
SUBJECT: INNOVATION, DESIGN THINKING & ENTREPRENEURSHIP
MANAGEMENT

Day : Friday
Date : 09/05/2025

S-25975-2025

Time : 02:00 PM-05:00 PM
Max. Marks : 100

- N.B. 1) Attempt any **FOUR** questions from section-I and any **TWO** questions from section-II.
2) Figures to the right indicate **FULL** marks.
3) Answer to both the section should be written in **SAME** answer book.

SECTION-I

- Q. 1 Can entrepreneurship be taught, or is it an innate quality? Discuss the role of education and training in fostering entrepreneurial skills and mindset. (15)
- Q. 2 Explain the concept of radical versus incremental innovation. Provide examples of each and discuss their respective impacts on industries and markets. (15)
- Q. 3 How can organizations drive intra-organizational innovation effectively? Discuss the role of leadership, culture and organizational structure in fostering innovation. (15)
- Q. 4 Identify and discuss the main components of creativity. How do these component interact to facilitate the creative process? (15)
- Q. 5 How can entrepreneurs effectively manage venture finance to ensure the long-term sustainability of their ventures? Discuss strategies for financial planning and risk management. (15)
- Q. 6 Write short notes on any **THREE** of the following: (15)
- a) Introduction to Lean Startup
 - b) Business Pitching
 - c) Intrapreneurship
 - d) Entrepreneurial Intentions

SECTION-II

- Q. 7 What are the different forms of business organizations, and what factors should entrepreneurs consider when selecting the appropriate form for their ventures? (20)
- Q. 8 Intrapreneurship initiatives at Company A have led to several successful innovations. Using Company A's experience as a case study, discuss how intrapreneurship can be achieved as organizational innovation. What are the key factors that contribute to the success of intrapreneurship initiatives? (20)
- Q. 9 Explain the principles and techniques for generating creative ideas, such as Six Hat Thinking Exercises and Lateral Thinking Exercises. How can these techniques be applied in real-world situations? (20)

* * * * *

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

M.B.A. Sem-III : SUMMER : 2025

SUBJECT: LEGAL ASPECTS OF BUSINESS

Day : Wednesday

Date : 07/05/2025

S-25974-2025

Time : 02:00 PM-05:00 PM

Max. Marks : 100

NB:

- 1) Attempt any **FOUR** questions from Section – I and any **TWO** questions from section – II.
- 2) Figures to the right indicate **FULL** marks.
- 3) Answers to both sections should be written in **SAME** answer book.

SECTION-I

- Q.1 Define contract. What are essentials of capacity of parties enter into a contract? (15)
- Q.2 What are rights of unpaid seller under Sale of Goods Act 1930? (15)
- Q.3 'A company is an artificial person created by law' explain the statement with features of company under Company's Act 2013. (15)
- Q.4 Discuss the rights and liabilities of partners under the Partnership Act 1932 (15)
- Q.5 What are types IPR under Intellectual Property Laws? (15)
- Q.6 Write short notes on any **TWO** of the following: (15)
- a) 'Cheque' under Negotiable Instrument Act 1881
 - b) Law of Agency
 - c) Quasi Contract

SECTION-II

- Q.7 Write the object , scope and salient features of Arbitration and Conciliation Act 1996. (20)
- Q.8 Discuss the various modes of discharge of Contract under Contract Act 1872. (20)
- Q.9 What remedies are available to the consumer under Consumer Protection Act 1986? (20)

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : SUMMER : 2025
SUBJECT: STRATEGIC MANAGEMENT

Day : Monday
Date : 05/05/2025

S-25973-2025

Time : 02:00 PM-05:00 PM
Max. Marks : 100

N.B.:

- 1) Attempt Any **FOUR** questions from **Section – I.** and Any **TWO** questions from **Section II.**
- 2) Figures to the right indicate **FULL** marks.
- 3) Answers to both sections should be written in **SAME** answer book.

SECTION - I

- Q.1** What is Strategic Management? Explain in detail Strategic Management Process. (15)
- Q.2** What is Industry Analysis? Briefly discuss the Porter's Five Force Model. (15)
- Q.3** Discuss the BCG matrix and its application in strategic decision-making. (15)
- Q.4** Elaborate the 7s in McKinsey frame work. (15)
- Q.5** Explain the different types of Strategic control used in strategic management. (15)
- Q.6** Write short notes on **ANY TWO** of the following: (15)
- a) Levels of Strategy
 - b) Blue Ocean Strategy
 - c) Vision and Mission
 - d) Value Chain Analysis

SECTION-II

- Q.7** As a corporate planner of a large MNC, how would you plan the environment for the different units located at different places and belonging to different industries. (20)
- Q.8** Give a detailed account on new strategies adopted by Indian Organizations in the internet economy. (20)
- Q.9** How can a decision maker identify strategic factors in the Corporation's External and International Environment? (20)

* * * * *