

**CDOE**  
**MASTER OF BUSINESS ADMINISTRATION (CBCS - 2020 COURSE)**  
**M.B.A. Sem-II : WINTER: 2025**  
**SUBJECT: MARKETING MANAGEMENT**

Day : Monday  
Date : 01/12/2025

**W-22919-2025**

Time : 01:30 PM-04:30 PM  
Max. Marks : 50

N.B.

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

**SECTION-I**

- Q. 1      What is meant by personal selling? Explain how you would identify potential and qualified prospects for a product or services. (10)
- Q. 2      List the steps involved in a marketing research process (10)
- Q. 3      What are the different types of channel conflicts? List the ways to resolve such conflicts in an amicable manner. (10)
- Q. 4      What are the different pricing strategies a company can use to achieve its marketing objectives? Explain it by citing examples. (10)
- Q. 5      Write short notes on any **TWO** of the following: (10)
- a) Marketing Vs Selling
  - b) Buying roles
  - c) New product development
  - d) Types of intermediaries

**SECTION-II**

- Q. 6      By taking the example of buying a touchscreen laptop, explain the consumer buying decision making process. (10)
- Q. 7      Fresho is a Pune-based start-up that has developed a fully automated health diet dispenser bots, called as HDBOTS started its operations in 2023. Currently it is being made available 24\*7 through its health diet ATMs in the city of Pune. The company wants to increase its footprints in the western market initially. In view of this, what would be your suggestions in respect of suitable distribution channels to do so? (10)
- Q. 8      What is meant by Sales Promotion? As an In-charge of promotions at a plant based protein products division of a renowned FMCG company, you are required to design a sales promotional campaign for this company. (10)

**MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)**

**M.B.A. Sem-II : WINTER: 2025**

**SUBJECT: OPERATIONS RESEARCH FOR MANAGERS**

Day : Wednesday

Date : 19/11/2025

**W-25966-2025**

Time : 02:00 PM-05:00 PM

Max. Marks : 50

**N. B.**

- 1) Attempt any **FOUR** Questions from **SECTION-I**. Each question carries 7 Marks.
- 2) **Q. No. 7** from **SECTION-II** is **COMPULSORY**. It carries 12 marks
- 3) Attempt any **ONE** Question from rest of the two questions from section-II. This question carries 10 mark.
- 4) Answer to both the section should be written in **SAME** answer book.
- 5) Use of non-programmable **CALCULATOR** is allowed

**SECTION-I**

28 Marks

**CO BL**

- Q. 1** What is Operations Research? Explain the historical background in detail. (07) CO1 BL5
- Q. 2** Solve the following L.P.P. by Graphical method (07) CO2 BL3
- $Minimize Z = 600x_1 + 400x_2$   
 $subject\ to: 3x_1 + 3x_2 \geq 40$   
 $3x_1 + x_2 \geq 40$   
 $2x_1 + 5x_2 \geq 44$   
 $x_1, x_2 \geq 0$
- Q. 3** Describe the scope of Operations Research in detail. (07) CO1 BL6
- Q. 4** Find the I.B.F.S. of the following T.P. by using (i) N.W.C.R. (ii) L.C.M. (07) CO2 BL2

| Warehouse |     |     |     |     |        |
|-----------|-----|-----|-----|-----|--------|
| Sources   | A   | B   | C   | D   | Supply |
| X         | 25  | 17  | 25  | 14  | 300    |
| Y         | 15  | 10  | 18  | 24  | 500    |
| Z         | 16  | 20  | 08  | 13  | 600    |
| Demand    | 300 | 300 | 500 | 500 |        |

- Q. 5** In a cricket season for a one –day match a bowler bowled 50 balls. The frequency distribution of runs scored per ball is given below: (07) CO2 BL2

| Runs/Ball    | 0  | 1  | 2  | 3 | 4 | 5 | 6 |
|--------------|----|----|----|---|---|---|---|
| No. of balls | 15 | 10 | 10 | 4 | 8 | 1 | 2 |

Simulate the system for 2 overs and find average runs given in two overs by him. Use the following random numbers.  
 88, 03, 05, 29, 28, 48, 65, 19, 55, 17, 37, 82

**P.T.O.**

Q. 6 Write short notes on any **TWO** of the following:

(07)

- a) Decision Tree
- b) Scope of Operations Research
- c) Difference between PERT & CPM

CO1 BL5

CO1 BL5

CO1 BL5

## SECTION-II

22 Marks

Q. 7 Obtain the optimum solution for the following T.P. for minimization

(12)

CO2 BL3

| Destinations |     |     |     |        |
|--------------|-----|-----|-----|--------|
| Sources      | A   | B   | C   | Supply |
| I            | 35  | 60  | 70  | 300    |
| II           | 10  | 70  | 50  | 400    |
| III          | 55  | 80  | 45  | 200    |
| Demand       | 300 | 300 | 300 |        |

Q. 8 For the following project activity and time duration

(10)

CO2 BL2

| Activity       | (1-2) | (2-3) | (2-4) | (2-5) | (3-5) | (4-5) | (5-6) | (6-7) | (6-8) | (7-8) |
|----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Duration hours | 5     | 9     | 8     | 6     | 4     | 3     | 10    | 8     | 5     | 2     |

- i) Draw a network diagram
- ii) Find critical path and duration of the project

Q. 9 Solve the following A.P for maximization

(10)

CO2 BL3

| Job     |   |    |    |    |   |
|---------|---|----|----|----|---|
| Machine | A | B  | C  | D  | E |
| I       | 5 | 11 | 10 | 12 | 4 |
| II      | 2 | 4  | 6  | 3  | 5 |
| III     | 3 | 12 | 5  | 14 | 6 |
| IV      | 6 | 14 | 4  | 11 | 7 |
| V       | 7 | 9  | 8  | 12 | 5 |

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**MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)**

**M.B.A. Sem-II : WINTER- 2023**

**SUBJECT: RESEARCH METHODOLOGY**

Day : Monday

Date : 17/11/2023

W-25965-2023

Time : 02:00 PM-03:00 PM

Max. Marks : 50

**N.B.:**

- 1) Section - I - Attempt any FOUR questions. Each question carries 07 marks.
- 2) Section - II- Question 7 is **COMPULSORY**, it carries 12 marks. Attempt any ONE question from rest of the TWO questions in Section II, it carries 10 marks.
- 3) Answer to both the sections should be written in the **SAME** answer book.
- 4) To the right of each question are mentioned (i) figures, indicating **FULL** marks, (ii) Course Outcome number (CO), and (iii) Blooms Taxonomy level (BL).

**SECTION-I**

18 Marks

|     |                                                                              |      | CO  | BL  |
|-----|------------------------------------------------------------------------------|------|-----|-----|
| Q.1 | Describe the types of research in detail.                                    | (07) | CO1 | BL1 |
| Q.2 | Explain the importance of research design.                                   | (07) | CO2 | BL2 |
| Q.3 | Explain sampling techniques in detail.                                       | (07) | CO3 | BL2 |
| Q.4 | What precautions should researcher take while using secondary data?          | (07) | CO3 | BL3 |
| Q.5 | How hypothesis is important? Explain the procedure of testing of hypothesis. | (07) | CO3 | BL4 |
| Q.6 | Describe the format of research report.                                      | (07) | CO3 | BL3 |

**SECTION-II**

12 Marks

|     |                                                                          |      |     |     |
|-----|--------------------------------------------------------------------------|------|-----|-----|
| Q.7 | Write short note on <b>ANY THREE</b> from the following:                 | (12) |     |     |
| a)  | Role of ICT in research                                                  |      | CO2 | BL3 |
| b)  | Qualities of good researcher                                             |      | CO1 | BL4 |
| c)  | Research proposal                                                        |      | CO4 | BL4 |
| d)  | Motivations for doing research                                           |      | CO1 | BL2 |
| Q.8 | Describe the research process in detail.                                 | (10) | CO2 | BL3 |
| Q.9 | The table give below show the data obtained during outbreak of smallpox. | (10) | CO3 | BL4 |

|                | Attacked | Not Attacked | Total |
|----------------|----------|--------------|-------|
| Vaccinated     | 31       | 469          | 500   |
| Not Vaccinated | 185      | 1315         | 1500  |
| Total          | 216      | 1784         | 2000  |

Test the effectiveness of the vaccination in preventing the attach from smallpox. Test your result with the help of  $\chi^2$  at 5% level of significance.

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

M.B.A. Sem-II : WINTER: 2025

SUBJECT: PRODUCTION & OPERATIONS MANAGEMENT

Day : Saturday  
Date : 15/11/2025

W-25964-2025

Time : 02:00 PM-05:00 PM  
Max. Marks : 50

N.B.:

- 1) Section- I – Attempt any **FOUR** questions. Each question carries **07** marks.
- 2) Section – II- Question 7 is **COMPULSORY**, it carries **12** marks. Attempt any **ONE** question from rest of the **TWO** questions in Section II, it carries **10** marks.
- 3) Answer to both the sections should be written in the **SAME** answer book.
- 4) To the right of each question are mentioned (i) figures, indicating **FULL** marks, (ii) Course Outcome number (CO), and (iii) Blooms Taxonomy level (BL).

SECTION-I

28 Marks

|     |                                                                       |      | CO  | BL  |
|-----|-----------------------------------------------------------------------|------|-----|-----|
| Q.1 | What is Production and Operations Management? Explain its importance. | (07) | CO1 | BL1 |
| Q.2 | Explain assembly line balancing with suitable example.                | (07) | CO2 | BL3 |
| Q.3 | Describe various factors affecting plant location decision.           | (07) | CO3 | BL2 |
| Q.4 | Explain the types of maintenance with examples.                       | (07) | CO5 | BL2 |
| Q.5 | What is the significance of inventory control in production?          | (07) | CO4 | BL2 |
| Q.6 | Write short notes on any <b>TWO</b> :                                 | (07) |     |     |
| a)  | Classification of Production System                                   |      | CO3 | BL1 |
| b)  | Functions of PPC                                                      |      | CO2 | BL1 |
| c)  | Quality Circles                                                       |      | CO5 | BL1 |

SECTION-II

22 Marks

|     |                                                                                                                                                     |      |     |     |
|-----|-----------------------------------------------------------------------------------------------------------------------------------------------------|------|-----|-----|
| Q.7 | Suggest a suitable plant layout for a fast-food restaurant and justify your choice.                                                                 | (12) | CO3 | BL4 |
| Q.8 | A company consumes 5000 units annually. Ordering cost is Rs 50 and carrying cost per unit per year is Rs 10. Calculate EOQ and frequency of orders. | (10) | CO4 | BL3 |
| Q.9 | Discuss how ERP systems improve productivity in service industries.                                                                                 | (10) | CO5 | BL5 |

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**MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)**  
**M.B.A. Sem-II : WINTER: 2025**  
**SUBJECT: INTERNATIONAL BUSINESS**

Day : Thursday  
Date : 13/11/2025

W-25963-2025

Time : 02:00 PM-05:00 PM  
Max. Marks : 50

**N.B.:**

- 1) Section- I – Attempt any **FOUR** questions. Each question carries **07** marks.
- 2) Section – II- Question 7 is **COMPULSORY**, it carries **12** marks. Attempt any **ONE** question from rest of the **TWO** questions in Section II, it carries **10** marks.
- 3) Answer to both the sections should be written in the **SAME** answer book.
- 4) To the right of each question are mentioned (i) figures, indicating **FULL** marks, (ii) Course Outcome number (CO), and (iii) Blooms Taxonomy level (BL).

**SECTION-I**

28 Marks

- |     |                                                                                             |      |           |           |
|-----|---------------------------------------------------------------------------------------------|------|-----------|-----------|
| Q.1 | Define 'International Business'. Discuss the scope of International Business.               | (07) | CO<br>CO1 | BL<br>BL1 |
| Q.2 | Explain the Parameters for Ease of Doing Business in India.                                 | (07) | CO1       | BL2       |
| Q.3 | Provide your interpretation on General Provisions of Current Foreign Trade Policy in India. | (07) | CO2       | BL3       |
| Q.4 | Define the term Balance of Payment (BOP). Explain the Components of BOP.                    | (07) | CO3       | BL2       |
| Q.5 | Briefly explain the structure and functions of International Monetary Fund (IMF).           | (07) | CO4       | BL2       |
| Q.6 | Write short notes on any <b>TWO</b> :                                                       | (07) |           |           |
|     | a) Franchising                                                                              |      | CO3       | BL1       |
|     | b) SAARC                                                                                    |      | CO5       | BL2       |
|     | c) Difference between FERA and FEMA                                                         |      | CO6       | BL4       |

**SECTION-II**

22 Marks

- |     |                                                                                                                                                                                                                                                                       |      |     |     |
|-----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|-----|-----|
| Q.7 | How does the Dispute Settlement Mechanism work through WTO?                                                                                                                                                                                                           | (12) | CO4 | BL2 |
| Q.8 | Describe the Porter's Diamond Model.                                                                                                                                                                                                                                  | (10) | CO1 | BL2 |
| Q.9 | You are a Manager of International Operations for a renowned FMCG company. Currently the company operates within India. However, the Company has taken a decision to expand the operations internationally. Which market entry strategies will you consider? Justify. | (10) | CO3 | BL6 |

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**MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)**  
**M.B.A. Sem-II : WINTER: 2025**  
**SUBJECT: FINANCIAL MANAGEMENT**

Day : Tuesday  
Date : 11/11/2025

**W-25961-2025**

Time : 02:00 PM-05:00 PM  
Max. Marks : 50

**N. B. ;**

- 1) Section – I Attempt ANY FOUR questions. Each question carries 07 marks.
- 2) Section – II Question 7 is **COMPULSORY**, it carries 12 marks. Attempt ANY ONE question from rest of the TWO questions in Section II, it carries 10-marks.
- 3) Answer to both the sections should be written in the **SAME** answer book.
- 4) To the right of each question are mentioned (i) figures, indicating **FULL** marks, (ii) Course Outcome number (CO), and (iii) Blooms Taxonomy level (BL).

**SECTION – I**

**28 Marks**

- |     |                                                                                                                                                                            | CO  | BL  |
|-----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-----|
| Q.1 | What is the concept of Social Responsibility in Financial Management? Explain how financial decisions impact stakeholders and society at large with suitable example. (07) | CO5 | BL3 |
| Q.2 | Explain the concept of Working Capital and discuss the Need of Working Capital for the effective functioning of an organisation. (07)                                      | CO1 | BL3 |
| Q.3 | Describe the various factors affecting the Capital Structure. (07)                                                                                                         | CO4 | BL2 |
| Q.4 | Explain the Comparative Size statement and elaborate its significance. (07)                                                                                                | CO2 | BL2 |
| Q.5 | A Capital Structure of a Company & Specific Cost of Each source of fund is as below: (07)                                                                                  | CO3 | BL4 |

| Sources of Funds  | Book Value<br>(Weights)Rs | Specific Cost |
|-------------------|---------------------------|---------------|
| Debentures        | 1,50,000                  | 5%            |
| Preference Shares | 50,000                    | 9%            |
| Equity Shares     | 2,00,000                  | 15%           |
| Retained Earnings | 1,00,000                  | 8%            |

Calculate (WACC) Weighted Average Cost of Capital.

- |     |                                    |     |     |
|-----|------------------------------------|-----|-----|
| Q.6 | Write short notes on any TWO: (07) |     |     |
| a)  | Types of Leverages                 | CO3 | BL2 |
| b)  | Forms of Dividend Payment          | CO1 | BL2 |
| c)  | Internal Rate of Return (IRR)      | CO4 | BL2 |
| d)  | Funds Flow Statement               | CO2 | BL2 |

**P. T. O.**

## SECTION - II

22 Marks

Q.7

Anant Enterprises is considering Two Projects S and T, (12) CO4 BL5  
following details are available. Initial Investment in both the  
projects is Rs. 18,00,000 Cost of Capital is 15 %.

| Year | Project S | Project T |
|------|-----------|-----------|
| 1    | 5,40,000  | 6,50,000  |
| 2    | 5,77,500  | 7,15,000  |
| 3    | 6,52,500  | 7,50,000  |
| 4    | 6,90,000  | 6,30,000  |
| 5    | 6,65,000  | 5,00,000  |

(Discounting Factors by 15 % are : 0.870, 0.756, 0.658, 0.572, 0.497).

Select the most suitable project for investment by using the following techniques, give your recommendations:

- Discounted Pay Back Period
- Net Present Value (NPV)
- Profitability Index (PI)

Q.8

Swayam Ventures provides the following information. You are (10) CO4 BL6  
required to prepare a statement showing the level of working  
capital for their production activity of 1,600 units.

| Particulars          | Cost per unit (Rs.) |
|----------------------|---------------------|
| Raw Material         | 52                  |
| Directive Labour     | 25                  |
| Over Heads           | 34                  |
| <b>Total Cost</b>    | <b>111</b>          |
| Profit               | 40                  |
| <b>Selling Price</b> | <b>151</b>          |

The following information is available:

- The stock of raw materials to be maintained for two weeks.
- Work in process remains in stock for one month.
- Stock of finished goods remain in stock for one & half month.
- Cash balance is of Rs. 6,000 to be maintained.
- Credit period allowed to Customers is three weeks.
- Suppliers have allowed one week of credit period.
- Lag in payment of wages is one month.
- Lag in payment of overhead expenses is one month.
- 12 % Contingency reserve to be maintained.

Q.9

Following is the Balance Sheet of a limited company as on (10) CO2 BL4  
31<sup>st</sup> March, 2024

**Balance Sheet as on 31-03-2024**

| Liabilities       | Rs.              | Assets            | Rs.              |
|-------------------|------------------|-------------------|------------------|
| Share Capital     | 4,00,000         | Land & Building   | 3,40,000         |
| Profit & Loss A/C | 30,000           | Plant & Machinery | 3,50,000         |
| General Reserves  | 40,000           | Stock in Trade    | 4,00,000         |
| 12 % Debentures   | 4,20,000         | Debtors           | 1,00,000         |
| Creditors         | 3,00,000         | Bills Receivable  | 10,000           |
| Bills Payable     | 50,000           | Bank Balance      | 40,000           |
| <b>Total</b>      | <b>12,40,000</b> | <b>Total</b>      | <b>12,40,000</b> |

Calculate:

- Current Ratio
- Quick Ratio
- Debt Equity Ratio

**MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)**  
**M.B.A. Sem-II : WINTER: 2025**  
**SUBJECT: HUMAN RESOURCE MANAGEMENT**

Day : Saturday  
Date : 08/11/2025

**W-25962-2025**

Time : 02:00 PM-05:00 PM  
Max. Marks : 50

**N.B.:**

- 1) Section – I Attempt **ANY FOUR** questions. Each question carries **07** marks.
- 2) Section – II Question 7 is **COMPULSORY**, it carries 12 marks. Attempt **ANY ONE** question from rest of the **TWO** questions in Section II, it carries **10** marks.
- 3) Answer to both the sections should be written in the **SAME** answer book.
- 4) To the right of each question are mentioned (i) figures, indicating **FULL** marks, (ii) Course Outcome number (CO), and (iii) Blooms Taxonomy level (BL).

| SECTION – I  |                                                                                                                                                                            | 28 Marks |     |
|--------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|-----|
|              |                                                                                                                                                                            | CO       | BL  |
| Q.1          | Describe the concept of Human Resource Management. Elucidate the roles and responsibilities of an HR professional in modern organizations. (07)                            | CO1      | BL2 |
| Q.2          | What is demand forecasting in the context of Human Resource planning? Discuss the methods used to forecast future Human Resource needs. (07)                               | CO2      | BL2 |
| Q.3          | Outline the steps involved in designing effective training program. (07)                                                                                                   | CO3      | BL2 |
| Q.4          | Explain the significance of performance appraisal for both employees and the organization with suitable examples. (07)                                                     | CO4      | BL4 |
| Q.5          | Discuss the objectives of employee relations management within organization. (07)                                                                                          | CO5      | BL2 |
| Q.6          | Write short notes on any <b>TWO</b> : (07)                                                                                                                                 |          |     |
|              | a) Job analysis                                                                                                                                                            | CO2      | BL2 |
|              | b) Sources of recruitment                                                                                                                                                  | CO2      | BL2 |
|              | c) Training evaluation                                                                                                                                                     | CO3      | BL2 |
| SECTION – II |                                                                                                                                                                            | 22 Marks |     |
| Q.7          | Analyze the relationship between compensation and organizational performance. (12)                                                                                         | CO4      | BL5 |
| Q.8          | Critically evaluate the impact of technological advancement and economic trends on HR Management. (10)                                                                     | CO1      | BL6 |
| Q.9          | Explain the purpose and importance of each step in the selection process that you will adopt for selecting the middle-level management professionals in your company. (10) | CO2      | BL5 |

**MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)**  
**M.B.A. Sem-II : WINTER: 2025**  
**SUBJECT: MARKETING MANAGEMENT**

Day : Thursday  
Date : 06/11/2025

**W-25960-2025**

Time : 02:00 PM-05:00 PM  
Max. Marks : 50

**N.B.:**

- 1) Section- I – Attempt any **FOUR** questions. Each question carries **07** marks.
- 2) Section – II- Question 7 is **COMPULSORY**, it carries **12** marks. Attempt any **ONE** question from rest of the **TWO** questions in Section II, it carries **10** marks.
- 3) Answer to both the sections should be written in the **SAME** answer book.
- 4) To the right of each question are mentioned (i) figures, indicating **FULL** marks, (ii) Course Outcome number (CO), and (iii) Blooms Taxonomy level (BL).

**SECTION-I**

28 Marks

|     |                                                                                                                   |      | CO | BL |
|-----|-------------------------------------------------------------------------------------------------------------------|------|----|----|
| Q.1 | What are the different bases used for segmenting a consumer market? Explain with suitable examples.               | (07) | 03 | 01 |
| Q.2 | What factors are considered for the selection of intermediaries? Discuss.                                         | (07) | 04 | 02 |
| Q.3 | What is 'New Product'? Outline the various stages in new product development.                                     | (07) | 01 | 01 |
| Q.4 | What are the different types of channel conflicts? List the ways to resolve such conflicts in an amicable manner. | (07) | 02 | 03 |
| Q.5 | What are the steps involved in marketing planning process? List the contents of a marketing plan.                 | (07) | 03 | 02 |
| Q.6 | Write short notes on any <b>TWO</b> :                                                                             | (07) |    |    |
|     | a) Marketing information system                                                                                   |      | 05 | 05 |
|     | b) Types of marketing control                                                                                     |      | 02 | 03 |
|     | c) Buying roles                                                                                                   |      | 01 | 01 |
|     | d) Consumer buying decision making process                                                                        |      | 02 | 04 |

**SECTION-II**

22 Marks

- |     |                                                                                                                                                                                                                                                                                                                                                                                                                                               |      |    |    |
|-----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|----|----|
| Q.7 | What could be the sales promotion objectives for the following products/services?<br>i) A newly introduced holiday resort situated in the state of Meghalaya.<br>ii) A retail store facing fierce competition.                                                                                                                                                                                                                                | (12) | 03 | 03 |
| Q.8 | Explain how the internal and external environmental factors affect the marketing decisions of a service firm that provides corporate bus services.                                                                                                                                                                                                                                                                                            | (10) | 02 | 04 |
| Q.9 | Off late, it is observed that, the millet market is growing at a rapid pace in the global market. There is a surge in demand for these products as it offers numerous health benefits. India is the largest producer and consumer of millets in the world. A renowned Indian company is planning to offer a range of millet products in the Indian Market. In view of this, you are required to design a marketing plan for the said company. | (10) | 04 | 06 |