

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

M.B.A. Sem-III : WINTER : 2024

SUBJECT: LABOUR LAWS-I

Day : Thursday
Date : 12/12/2024

W-25985-2024

Time : 10:00 AM-01:00 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** "Industrial Jurisprudence plays a vital role in formulating the Labour Laws". (15)
Accordingly discuss the principles of Natural Justice by citing relevant examples.
- Q. 2** What are the various welfare provisions covered under The Factories Act, 1948? (15)
- Q. 3** Define 'Wages' under the Payment of Wages Act, 1936 along with various (15)
provisions made under the said Act.
- Q. 4** Explain the important provisions of the Industrial Employment (Standing (15)
Orders) Act, 1946.
- Q. 5** Describe the history and type of labour legislations made in the benefits of (15)
labours.
- Q. 6** Write short notes on **ANY TWO** of the following: (15)
- a) Equal Remuneration
 - b) Social Justice Principles
 - c) Payment of Bonus Act, 1965

SECTION – II

- Q. 7** Write in detail the major provisions of The Employees Provident Fund, (20)
Miscellaneous Provisions Act, 1952.
- Q. 8** Discuss in details the role of ILO in promoting social security and Labour (20)
Welfare.
- Q. 9** Explain the obligations of an employer towards their employees under the (20)
Workmen Compensation Act, 1923.

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : WINTER : 2024
SUBJECT: REGULATORY ASPECTS OF INTERNATIONAL BUSINESS

Day : Friday
Date : 13/12/2024

W-25978-2024

Time : 10:00 AM-01:00 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** Discuss about Choice of Law and its implications in International Business (15)
with suitable example.
- Q.2** Describe the Framework of Statutes that govern Cross Border Trade. (15)
- Q.3** Explain the BCCI International Affair. (15)
- Q.4** Discuss the Evolution of International Monetary System from Period (15)
between Wars till Current System.
- Q.5** Write a brief note of I.C.C. Publications like UCPDC and URC. (15)
- Q.6** Write short notes on ANY THREE of the following: (15)
- a) Nature of Cross Border Trade
 - b) Country of Origin
 - c) Regulation of International Banking
 - d) State Immunity Act

SECTION - II

- Q.7** What is a Currency Board? What are its benefits? How does a Currency Board Work? (20)
- Q.8** Explain the different INCOTERMS used in International Trade. (20)
- Q.9** What is Herstatt Bank Crises? Explain this crisis in detail. (20)

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : WINTER : 2024
SUBJECT: HUMAN RESOURCE PLANNING & DEVELOPMENT

Day : Wednesday
Date : 11/12/2024

W-25984-2024

Time : 10:00 AM-01:00 PM
Max. Marks : 100

N.B.

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

SECTION – I

- Q.1 What is HR Planning? Explain factors affecting HR Planning. (15)
- Q.2 How would you differentiate training from development? Enlist the various methods of training. (15)
- Q.3 Explain in details Human resource demand and supply forecasting tools and techniques. (15)
- Q.4 Define recruitment. Explain in details the process of recruitment and selection. (15)
- Q.5 Describe in details career planning and succession planning. (15)
- Q.6 Write short notes on **ANY THREE** of the following: (15)
- a) Levels of human resource planning
 - b) Job analysis
 - c) Objectives of training
 - d) Skill inventory

SECTION – II

- Q.7 Design a training program for newly joined sales trainee of a pharmaceutical company. (20)
- Q.8 Effective career development policies are valuable to business and organizations. Discuss the benefits of the same for employees and organizations. (20)
- Q.9 Training is often said that recruitment is positive and selection is negative. Explain this statement with appropriate examples. (20)

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : WINTER : 2024
SUBJECT: EXPORT IMPORT POLICIES, PROCEDURES & DOCUMENTATION

Day : Saturday
Date : 14/12/2024

W-25979-2024

Time : 10:00 AM-01:00 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 International Business? Explain its Nature and Scope. (15)
- Q.2** Discuss about the World's Foreign Trade Scenario and Trade composition. (15)
- Q.3** What are the relevant documents required for Transportation of Goods? (15)
- Q.4** Define Documentary Credit. What are the different types of Documentary Credit? Describe the procedure for issuing the Documentary Credit. (15)
- Q.5** State the functions of International Logistics Agencies. (15)
- Q.6** Write short notes on **ANY THREE** of the following: (15)
- a) Documents required for Sales Contract
 - b) Documentary Collection of Consignment Trading
 - c) Objectives of International Trade Logistics
 - d) Multimodal Transport Operator

SECTION - II

- Q.7** Explain the Step by Step Export Procedure from Registration to Final Shipment and Post Shipment Stage. (20)
- Q.8** Discuss the Framework of International Business. (20)
- Q.9** Explain in detail about Containerization and its types (20)

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : WINTER : 2024
SUBJECT: HUMAN RESOURCE PLANNING & DEVELOPMENT

Day : Wednesday
Date : 11/12/2024

W-25984-2024

Time : 10:00 AM-01:00 PM
Max. Marks : 100

N.B.

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

SECTION – I

- Q.1** What is HR Planning? Explain factors affecting HR Planning. (15)
- Q.2** How would you differentiate training from development? Enlist the various methods of training. (15)
- Q.3** Explain in details Human resource demand and supply forecasting tools and techniques. (15)
- Q.4** Define recruitment. Explain in details the process of recruitment and selection. (15)
- Q.5** Describe in details career planning and succession planning. (15)
- Q.6** Write short notes on **ANY THREE** of the following: (15)
- a) Levels of human resource planning
 - b) Job analysis
 - c) Objectives of training
 - d) Skill inventory

SECTION – II

- Q.7** Design a training program for newly joined sales trainee of a pharmaceutical company. (20)
- Q.8** Effective career development policies are valuable to business and organizations. Discuss the benefits of the same for employees and organizations. (20)
- Q.9** Training is often said that recruitment is positive and selection is negative. Explain this statement with appropriate examples. (20)

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : WINTER : 2024
SUBJECT: INFORMATION SYSTEMS SECURITY & AUDIT

Day : Thursday
Date : 19/12/2024

W-25987-2024

Time : 10:00 AM-01:00 PM
Max. Marks : 100

N.B.

1. Attempt **ANY FOUR** questions from Section – I. Each questions carries 15 marks.
2. Attempt **ANY TWO** questions from Section – II. Each questions carries 20 marks.
3. Answers to both the sections should be written in **SAME** answer book.

SECTION – I

- Q.1** Describe the roles and responsibilities of the following entities in Information System Auditing: (15)
- | | |
|----------------------------------|-------------------|
| i) Executive Management | ii) Auditors |
| iii) IT and Information Security | iv) General Users |
- Q.2** What is an Incident Response in the context of cybersecurity? Explain the different phases of the Incident Response process? (15)
- Q.3** Discuss basic steps of Risk Assessment. What are the key components of a risk? (15)
- Q.4** What is Concurrent Audit Techniques? Discuss the key objectives of concurrent Auditing. (15)
- Q.5** What is the System Development Life cycle (SDLC) Explain importance of SDLC in the context of Information Security Audit? (15)
- Q.6** Write Short Note on **ANY TWO** of the following : (15)
- a) Types of Backup
 - b) Computer self – efficacy evaluation
 - c) Post implementation audit
 - d) Threat classes

SECTION – II

- Q.7** What is Disaster Recovery Planning? Why Disaster Recovery Planning is important for Cloud Computing and Mobile computing? (20)
- Q.8** What is Risk management? How does risk assessment contribute to the overall cybersecurity posture of an organization? (20)
- Q.9** What is an information Security Audit? What are the steps involved in conducting an information Security Audit. (20)

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : WINTER : 2024
SUBJECT: SYSTEM ANALYSIS & DESIGN

Day : Wednesday
Date : 18/12/2024

W-25986-2024

Time : 10:00 AM-01:00 PM
Max. Marks : 100

N.B.:

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

SECTION – I

- | | | |
|-----|---|------|
| Q.1 | Identify and explain the essential elements of a system. | [15] |
| Q.2 | Explain different feasibility study techniques. | [15] |
| Q.3 | Explain waterfall model of system development. | [15] |
| Q.4 | Explain SDLC and its phases of software development. | [15] |
| Q.5 | Explain in detail the structured flow-charts with suitable example. State its importance in system development. | [15] |
| Q.6 | Write short notes on ANY THREE of the following: | [15] |
| | a) Pseudo code | |
| | b) Decision Tree | |
| | c) Interface Design | |
| | d) Screen Management | |

SECTION – II

- | | | |
|--------|--|------|
| Q.7 | Draw an ERD for Inventory Management System representing its different entities, relationships and mapping cardinalities. Also highlight the following:
- Weak and Strong entities
- Derived Attributes | [20] |
| Q.8 | Draw all levels of DFDs for Hotel Management System. | [20] |
| Q.9 a) | Prepare a Questionnaire for employee satisfaction with respect to performance appraisal technique employed in an organization. | [10] |
| b) | Draw a Decision Table for the following context:
Income Tax is computed on taxable Salary is as under:
If salary is less than 1,80,000/- then tax is NIL.
If salary is greater than 1,80,000/- and less than 1,90,000/- then tax is 10%.
If salary is greater than 1,90,000/- and less than 2,80,000/- then tax is 20%.
If salary is greater than 2,80,000/- then tax is 30%. | [10] |

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : WINTER : 2024
SUBJECT: BUSINESS PROCESS REENGINEERING

Day : Tuesday
Date : 17/12/2024

W-25983-2024

Time : 10:00 AM-01:00 PM
Max. Marks : 100

N.B.:

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

SECTION – I

- Q.1** How can technology be utilized to streamline and optimize business processes? [15]
- Q.2** Identify the key targets of Business Process Reengineering (BPR) and explain why they are important for organizational success. [15]
- Q.3** Explain the relationship between product design and development and Business Process Reengineering in manufacturing organizations. [15]
- Q.4** How do Business Process Management (BPM) systems aid in managing and monitoring reengineered processes? [15]
- Q.5** Discuss the importance of stakeholder engagement and communication throughout the Business Process Reengineering implementation process. [15]
- Q.6** Write short notes on **ANY TWO** of the following: [15]
- a) Business Process Reengineering and continuous improvement
 - b) Relationship between BPR and ERP
 - c) Critical success factors of Business Process Reengineering

SECTION – II

- Q.7** What are the common problems in communication and organizational resistance encountered during Business Process Reengineering projects and how can they be addressed? [20]
- Q.8** Imagine you're working on a Business Process Reengineering initiative in a hospitality industry. How would you use guest feedback and operational data to identify problem areas in the guest experience and reengineer processes accordingly? [20]
- Q.9** You're part of Business Process Reengineering team tasked with optimizing inventory management processes in a retail chain. How would you leverage data analytics and predictive modeling to forecast demand and reduce stock outs? [20]

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : WINTER : 2024
SUBJECT: QUALITY MANAGEMENT

Day : Monday
Date : 16/12/2024

W-25982-2024

Time : 10:00 AM-01:00 PM
Max. Marks : 100

N.B.:

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

SECTION – I

- Q.1** How do the objectives of quality align with overall business goals? [15]
- Q.2** How does quality assurance contribute to long-term customer satisfaction? [15]
- Q.3** What is Statistical Quality Control (SQC) and why is it important in manufacturing? [15]
- Q.4** What are the benefits and challenges of implementing acceptance sampling in a quality control system? [15]
- Q.5** What role does customer feedback play in improving customer satisfaction? [15]
- Q.6** Write short notes on ANY TWO of the following: [15]
- a) Control chart for variables : X chart
 - b) Taguchi Method
 - c) ACSI Model

SECTION – II

- Q.7** What is six sigma, and how does it improve quality management? [20]
- Q.8** What steps would you take to align quality management initiatives with the overall strategic goals of a company? [20]
- Q.9** How would you implement the Kaizen philosophy in a service-oriented business to improve customer satisfaction? [20]

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

M.B.A. Sem-III : WINTER : 2024

SUBJECT: MANAGEMENT OF FINANCIAL SERVICES

Day : Tuesday
Date : 10/12/2024

W-25981-2024

Time : 10:00 AM-01:00 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 concept of Mutual Fund and explain various types of Mutual Funds with their features in detail. (15)
- Q.3 Define Merchant Banking and Discuss the services rendered by Merchant Bankers. (15)
- Q.4 Explain the concept of Hire Purchase and differentiate between Hire Purchasing and Lease Financing. (15)
- Q.5 What is Investment Banking? Describe its primary functions within the Financial Industry. (15)
- Q.6 Write Short Note on ANY TWO of the following : (15)
- a) Book Building
 - b) Securitization
 - c) NABARD

SECTION – II

- Q.7 Define concept of "Venture Capital" and Explain the various stages of Venture Capital financing. (20)
- Q.8 Explain the problems of credit rating and future of credit rating in India. (20)
- Q.9 Elaborate the concept of 'Microfinance'. Discuss the role and functions of Linkage Banks towards development of Microfinance Industry in India. (20)

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : WINTER : 2024
SUBJECT: INVESTMENT ANALYSIS & PORTFOLIO MANAGEMENT

Day : Saturday
Date : 07/12/2024

W-25980-2024

Time : 10:00 AM-01:00 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** What do you mean Technical Analysis? Discuss any three Technical Charts with suitable examples. (15)
- Q.2** Elaborate the concept and types of Derivatives. (15)
- Q.3** Explain any three Equity Management Strategies with appropriate examples. (15)
- Q.4** Define the concept of Risk and Return with reference to Investment. Discuss basic principles of Risk Management. (15)
- Q.5** Explain the concept and forms of Efficient Market Hypothesis. (15)
- Q.6** Write short notes on **ANY THREE** of the following: (15)
- a) Objectives of Portfolio Management
 - b) Efficient Frontier
 - c) Random Walk Theory
 - d) Jenson Model
 - e) Any two Mutual Fund Schemes

SECTION - II

- Q.7** Define the concept of Investment. Explain the process of Investment. Suggest any two alternatives of Investment to avail tax benefits. (20)
- Q.8** a) Discuss concept of Fundamental Analysis with suitable examples. (12)

P.T.O.

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

Year	Return for Stock Y (%)	Return for Stock Z (%)
1	12	11
2	-5	13
3	11	12
4	15	-5
5	11	13
6	16	16

Calculate the Average rate of return and Standard deviation for both 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	0.3	15	-8
2	0.2	22	26
3	0.2	17	24
4	0.3	19	18

- 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 0.70 and remaining for Asset 2, calculate the Portfolio risk and return.

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071224-m-ion-101101

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : WINTER : 2024
SUBJECT: CONSUMER BEHAVIOUR

Day : Thursday
Date : 05/12/2024

W-25976-2024

Time : 10:00 AM-01:00 PM
Max. Marks : **100**

N. B.

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

SECTION-I

- Q. 1 Define Consumer Behavior. Explain Importance of consumer behavior in the field of marketing. (15)
- Q. 2 Describe purchase decision making process in detail. (15)
- Q. 3 How motivation and involvement determent effects on consumer buying decision making? (15)
- Q. 4 What are external determents of buying behavior? (15)
- Q. 5 Describe various steps involved in consumer research process? (15)
- Q. 6 Write short notes on (any TWO) (15)
- a) Engil Kollat Blackwell Model
 - b) Organizational buying process.
 - c) Nicosia Model

SECTION-II

- Q. 7 In a study on consumer behavior, an e-commerce company examined the decision making process of consumers when purchasing electronic gadgets. The research involved surveys and purchase data analysis to understand the stages consumers go through, including information search, evaluation of alternatives, purchase decision and post-purchase evaluation. The findings revealed that factors like product reviews, price comparisons and brand reputation significantly influenced consumer buying decisions. Questions: (20)
- i) How do consumers conduct information search during the buying decision-making process for electronic gadgets? What sources of information do they rely on, and how do they evaluate the credibility of these sources?
 - ii) What factors are considered during the evaluation of alternatives stage for electronic gadgets? How do product reviews, features, and price comparisons impact consumers' decisions-making?
 - iii) How does brand reputation influence the purchase decision of consumers in the electronic gadget industry? How can e-commerce companies build and maintain a positive brand image to enhance consumer trust and influence their buying decisions?

P.T.O

Q. 8 Discuss the factors that may contribute to external information search and factors that act to reduce external search for information before purchase of following (20)

- i) Health Insurance
- ii) Exercise Club
- iii) Counselling Services

Q. 9 A leading fast-food chain aimed to understand consumer preferences and improve customer satisfaction. The research process involved surveys, focus groups, and data analysis. Finding revealed that customers valued quick service, affordable prices, and menu variety. The company used these insights to introduce new value meals and optimize their service speed. As a result, customer satisfaction increased by 15% and sales saw a significant boost. Questions: (20)

- i) How did the surveys and focus groups contribute to understanding consumer preferences in the fast-food industry? What specific insights were gained from these research methods?
- ii) How did the company leverage the findings related to quick service, affordable prices, and menu variety to enhance customer satisfaction? Can you provide examples of the strategies implemented?
- iii) How did the consumer research process help the fast-food chain improve its sales? What other benefits did the company derive from conducting consumer research?

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051224-m-iom-kolhapur

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : WINTER : 2024
SUBJECT: SERVICES MARKETING

Day : Tuesday
Date : 03/12/2024

W-25977-2024

Time : 10:00 AM-01:00 PM
Max. Marks : 100

N.B.:

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

SECTION – I

- Q.1** How can businesses utilize the service quality model to assess and enhance service? [15]
- Q.2** How pricing strategies that balance profitability with competitiveness in market? [15]
- Q.3** Explain in detail “Customers as co-producers of services”. [15]
- Q.4** Explain 7 P’s of Service Marketing Mix. [15]
- Q.5** How can businesses effectively manage and improve each dimension to maintain competitive advantage in service marketing? [15]
- Q.6** Write short notes on **ANY TWO** of the following: [15]
- a) Market segmentation pricing
 - b) Steps involved in preparing service blueprint
 - c) Self-service technology

SECTION – II

- Q.7** Analyze the features, design and specifications of ABC Electronic new smartphones. How does the company differentiate its product from competitor’s offerings and what unique value propositions does it offer to consumers? [20]
- Q.8** How has the classification of service influenced the marketing strategy of a leading e-commerce platform? [20]
- Q.9** How did the fluctuating consumer preferences, economic conditions influence the demand pattern for a leading fast food chain over the past decade, What strategies can be adopted in order to take care of this fluctuating demand? [20]

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : WINTER : 2024
SUBJECT: INNOVATION, DESIGN THINKING & ENTREPRENEURSHIP
MANAGEMENT

Day : Saturday
Date : 30/11/2024

W-25975-2024

Time : 10:00 AM-01:00 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** What are some common challenges that entrepreneurs face, and how can they overcome these challenges effectively? (15)
- Q. 2** Identify and discuss the challenges that organizations commonly face in fostering innovation. How can these challenges be addressed and overcome? (15)
- Q. 3** Describe the innovation process from idea generation to implementation. What are the key stages involved and how can organizations effectively manage each stage? (15)
- Q. 4** 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? (15)
- Q. 5** Explain the concept of lean startups and their significance in today's business environment. How do lean startups minimize risk and maximize efficiency in launching new ventures? (15)
- Q. 6** Write short notes on any **THREE** of the following: (15)
- a) Challenges to Innovation
 - b) Barriers to Creativity
 - c) Intrapreneurship
 - d) Innovation in Work Environment

SECTION-II

- Q. 7** Explain the role of policy initiatives and institutions in promoting entrepreneurship. How do governmental policies and support programs facilitate entrepreneurial activity? (20)
- Q. 8** Discuss the methods and tools available for creative problem-solving. How can organizations integrate these tools into their innovation process to enhance creativity and productivity? (20)
- Q. 9** Can entrepreneurship be taught, or is it an innate quality? Discuss the role of education and training in fostering entrepreneurial skills and mindset. (20)

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-III : WINTER : 2024
SUBJECT: LEGAL ASPECTS OF BUSINESS

Day : Thursday
Date : 28/11/2024

W-25974-2024

Time : 10:00 AM-01:00 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 Sale of Goods. Differentiate between condition and warranty. (15)
- Q.2** 'An agreement with consideration is void' Explain this statement with its exceptional circumstances under Contract Act 1872. (15)
- Q.3** What is contract of Agency? Explain different modes of creation of agency. (15)
- Q.4** Discuss the scope, object and salient features of Consumer Protection Act 1986. (15)
- Q.5** Examine the need for intellectual property laws in a developing country like India. (15)
- Q.6** Write short notes on any **TWO** of the following: (15)
- a) Types of arbitration
 - b) Memorandum of Association
 - c) Certifying Authority under Information Technology Act 2000

SECTION-II

- Q.7** Explain the term 'Holder' and 'Holder in due course' under Negotiable Instrument Act 1881. What are rights and powers of both of them under this act? (20)
- Q.8** For the purpose of making uniform for employees, Mr. Yadav bought dark blue coloured cloth from Vivek, but did not disclose to the seller the purpose of said purchase. When uniforms were prepared and used by the employees, the cloth was found unfit. However, there was evidence that the cloth was fit for caps, boots and carriage lining. Advise Mr. Yadav whether he is entitled to have any remedy under the sale of Goods Act, 1930. (20)
- Q.9** Discuss the various modes of Discharge of Contract under Contract Act 1872. (20)

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

M.B.A. Sem-III : WINTER : 2024

SUBJECT: STRATEGIC MANAGEMENT

Day : Tuesday
Date : 26/11/2024

W-25973-2024

Time : 10:00 AM-01:00 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 Describe in detail the Environmental Analysis. Explain the environmental factors influencing business strategies. (15)
- Q.3 Briefly discuss the concept of Strategy Implementation. What are various behavioral issues in strategy implementation? (15)
- Q.4 Describe the GE9 Cell matrix and its relevance in strategic analysis and choice. (15)
- Q.5 Discuss Michael Porter's Five Force Model and its significance in analyzing industry competitiveness. (15)
- Q.6 Write short notes on ANY TWO of the following: (15)
- a) BCG Matrix
 - b) Levels of Strategy
 - c) Joint Venture Strategy
 - d) 7s Model

SECTION-II

- Q.7 Distinguish between mission, vision and goal. Prepare mission and vision for a new generation bank proposing to start business in India. (20)
- Q.8 "Structure follows strategy" Critically examine the statement. (20)
- Q.9 Do the SWOT analysis for Toyota Motors in Indian market and analyze the strategic approach of company. (20)

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