

## Subject : Research Methodology

Day : Monday

Date : 09/06/2014

S.D.E.



19095

Time : 02.00 P.M. TO 05.00 P.M.

Max Marks : 70 Total Pages : 1

## N.B.:

- 1) Attempt any **FOUR** questions from Section-I and any **TWO** questions from Section-II.
- 2) Both the sections should be written in the **SAME** answer books.
- 3) Figures to the **RIGHT** indicate full marks.
- 4) Use of non-programmable scientific calculator is allowed.

## SECTION-I

- Q.1 What is a research problem? Define the main issues which should be considered (10) while defining a research problem.
- Q.2 Explain any two methods of collecting primary data stating the merits and (10) limitations of each.
- Q.3 What do you understand by a sampling design? Explain the use of sampling in (10) research.
- Q.4 Discuss the requisites for drafting a good questionnaire. (10)
- Q.5 Explain in brief the research process. (10)
- Q.6 Write short notes on any **TWO** of the following: (10)
- a) Research hypothesis
  - b) Non probability sampling techniques
  - c) Tools for data analysis.

## SECTION-II

- Q.7 What precautions should be taken while writing a research report? Discuss the (15) format of a good research report.
- Q.8 Explain clearly the technique of testing of hypothesis. (15)
- Q.9 The following information is obtained concerning an investigation of 50 ordinary (15) shops of small size:

	Shops in towns	In villages	Total
Run by men	17	18	35
Run by women	3	12	15
Total	20	30	50

Can it be inferred that shops run by women are relatively more in villages than in towns? Use  $\chi^2$  test.

[ Given for  $\nu = 1, \chi^2_{0.05} = 3.84$  ]

**Subject : Human Resource Management**

Day : Tuesday  
Date : 10/06/2014

**S.D.E.**   
19096

Time : 02.00 P.M. TO 05.00 P.M.  
Max Marks : 70 Total Pages : 1

**N.B.:**

- 1) Attempt **ANY FOUR** questions from Section - I and attempt **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** What do you mean by Human Resource Management (HRM)? Explain its importance. [10]
- Q.2** How are corporate objectives and Human Resource Planning related? [10]
- Q.3** Explain the methods of manpower search. Give suitable examples. [10]
- Q.4** What are the steps taken for attracting and selecting useful man-power. [10]
- Q.5** Write short notes on **ANY TWO** of the following: [10]
- a) Performance Appraisal
  - b) Grievance Management
  - c) Job Evaluation

**SECTION - II**

- Q.6** Prepare a communication to be addressed to all senior managers who are going to be involved in Performance Appraisal Process. Include do's and don'ts for the Appraisers. [15]
- Q.7** Design a training program for sales staff of a multibrand jewellery shop. [15]
- Q.8** Employees of a company are dissatisfied with many facilities provided. As an HR manager, how would design grievance management initiative for employee welfare? [15]

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**Subject : Business Policy and Strategic Management**

Day : Thursday  
Date : 12/06/2014

**S.D.E.**   
19098

Time : 02.00 P.M. TO 05.00 P.M.  
Max Marks : 70 Total Pages : 1

**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** What factors are to be taken into account while setting mission and objectives? (10)
- Q.2** What are the threats and opportunities faced by the retail malls operating in the retail sector in India? (10)
- Q.3** Conduct an analysis of the two wheeler industry in India. What are the major competitive forces existing in the industry? (10)
- Q.4** What is the role of structure in strategy implementation? Discuss any one organizational structure that is suitable to a diversification strategy. (10)
- Q.5** Write short notes on any **TWO** of the following: (10)
- a) Government as a regulator of business
  - b) Organizational values and its impact on strategy
  - c) Characteristics of Objectives

**SECTION-II**

- Q.6** In the recent past, many Indian firms have adopted integration strategies. (15)  
Consider two such firms and provide information on:
- i) Why have they integrated
  - ii) Type of integration used
- Q.7** Devise a plan for a paints company who intends to adopt social responsibility activities as a part of their overall strategy. (15)
- Q.8** Advise a FMCG company into cosmetic products on the utilization of appropriate techniques of strategic analysis. (15)

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**Subject : International Business**

Day : Friday  
Date : 13/06/2014

**S.D.E.**



Time : 02.00 P.M. TO 05.00 P.M.  
Max Marks : 70 Total Pages : 1

**N.B.:**

- 1) Attempt **ANY FOUR** questions from Section - **I** carrying **10** mark each.
- 2) Attempt **ANY TWO** questions from Section - **II** carrying **15** marks each.

Q.1 Discuss in brief various transactions that constitute International Business.

Q.2 What factors differentiate International Business from Domestic Business?

Q.3 Write a brief note on international Marketing

Q.4 Why it is necessary to go to Forex Market in cross border trade?

Q.5 Differentiate between Currency Crisis, Debt Crisis and Bank Crisis.

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

- a) Counter Trade
- b) Euro Market
- c) FEMA

**SECTION - II**

Q.7 Explain Documentary Credit method of trade settlement.

Q.8 Write a detailed note on "Globalisation".

Q.9 Present the structure of "Balance of Payment" highlighting various items therein.

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