MANAGEMENT PROCESS AND BEHAVIOUR

Assignment : 1

Answer all the Questions
All Questions Carry Equal Marks

1. a) Functions of Management
   b) Business Ethics
2. a) Management by objectives
   b) Span of Control
3. a) Theory X, Theory Y and Theory Z
   b) Leadership Styles
4. a) Differences between formal and informal groups
   b) Psychological Analysis of Behaviour and attitudes
5. a) Approaches to measurement of organizational effectiveness
   b) Approaches to Organisational change

Assignment : 2

Answer all the Questions
All Questions Carry Equal Marks

1. a) Differences between leaders and managers
   b) Corporate Governance
2. a) Planning Premises
   b) Decision Tree Analysis
3. a) Johari Window
   b) Transaction Analysis
4. a) Line and Staff Conflict
   b) Strategies for resolving intra-personal conflicts
5. a) Features of Organisational Culture
   b) Organisational Development Techniques
QUANTITATIVE TECHNIQUES FOR MANAGERIAL DECISIONS

Assignment : 1
Answer all the Questions
All Questions Carry Equal Marks

1. a) Uses of Maximum and minimum values in Business Economics
   b) Types of Matrices
2. a) Requisites of a good average
   b) Difference between correlation and regression
3. a) Properties of normal distribution
   b) Baye’s theorem
4. a) Requisites of a good sample
   b) Standard error
5. a) Assumptions of T-Test
   b) Basic assumptions of ANOVA

Assignment : 2
Answer all the Questions
All Questions Carry Equal Marks

1. a) Permutations and combinations
   b) Properties of determinants
2. a) Properties of Karl Pearson’s co-efficient of correlation
   b) Regression Analysis
3. a) Distinguish between Primary and Secondary Data
   b) Probability rules
4. a) Null and Alternative hypothesis
   b) Simple random sampling
5. a) Chi-square statistic
   b) Steps in carrying out the analysis of variance.
BUSINESS ENVIRONMENT

Assignment : 1

Answer all the Questions
All Questions Carry Equal Marks

1. a) Objectives of Economic Planning
   b) Organisational structure of World Trade Organisation
2. a) Micro, Small & Medium Enterprises in India
   b) Characteristic features of developing economies
3. a) Indian Government’s Policy Towards Foreign Direct Investment
   b) Balanced Regional Development
4. a) Structure of India’s Foreign trade
   b) Problems in India’s External Debt
5. a) Banking Sector Reforms
   b) Fiscal Deficit

Assignment : 2

Answer all the Questions
All Questions Carry Equal Marks

1. a) Concept of Business Environment
   b) Political factors influencing business decisions
2. a) Disinvestment of public enterprises in India
   b) Features of Capitalism
3. a) Objectives and Strategies of 12th Five Year Plan
   b) Competition Act in India
4. a) Symptoms of Industrial Sickness
   b) Merits of Foreign Capital
5. a) LPG Policies in India
   b) List out the industries which are in the reserved list for exclusive manufacture under small industry category.
Assignment : 1

Answer all the Questions
All Questions Carry Equal Marks

1. a) Rules of Double Entry System
   b) Subsidiary Books

2. a) Revenue Expenditure Vs. Capital Expenditure
   b) Basic Principles of Cost Accounting

3. a) Proforma of Cost Sheet
   b) Opportunity Cost

4. a) Add or drop product decisions
   b) Differential costs of product mix decisions

5. a) Methods of preparing flexible budget
   b) Performance Budgeting and Programming Budgeting

Assignment : 2

Answer all the Questions
All Questions Carry Equal Marks

1. a) Generally Accepted Accounting Principles (GAAP)
   b) Errors which are not disclosed by a Trail Balance

2. a) Items to be reported in trading account
   b) Classification of liabilities and assets

3. a) Basic Features of Marginal Costing
   b) Assumptions of Break-Even analysis

4. a) Differences between Standard Costing and Budgetary control
   b) Accounting treatment of variances.

5. a) Essential requirements of Budgetary Control
   b) Features of Zero-base Budgeting
MANAGERIAL ECONOMICS

Assignment : 1 (5 x 4 = 20 Marks)
Answer all the Questions
All Questions Carry Equal Marks

1. a) Factors influencing Market Demand
   b) Indifference curve analysis.
2. a) Cobb-Douglas Production Function
   b) Economies of Scale
3. a) Price determination under monopolistic competition
   b) Methods of pricing
4. a) Profit Maximisation Vs. Wealth Maximisation
   b) Economic theory of the firm
5. a) Dear Money policy
   b) Sources of Public Revenue

Assignment : 2 (5 x 4 = 20 Marks)
Answer all the Questions
All Questions Carry Equal Marks

1. a) Features of Law of diminishing Marginal Utility
   b) Demand forecasting for new products
2. a) Isoquant curves
   b) Determinants of Cost of Production
3. a) Features of Oligopoly
   b) Equilibrium of a monopoly firm in long run
4. a) Behavioural theory of the firm
   b) Managerial theories of the firms
5. a) Stages of Business Cycles
   b) Types of inflation
HUMAN RESOURCE MANAGEMENT

Assignment : 1

Answer all the Questions
All Questions Carry Equal Marks

1. a) HRM Strategies
   b) Difference between Recruitment and Selection
2. a) Techniques of Performance Appraisal
   b) Methods of Executive Development
3. a) Methods of wage determination
   b) Prerequisites of a sound and adequate wage and salary policy
4. a) Causes for Industrial Disputes
   b) Settlement Machinery for Industrial Disputes in India
5. a) Prerequisites of collective bargaining
   b) Productivity bargaining

Assignment : 2

Answer all the Questions
All Questions Carry Equal Marks

1. a) Functions of HR manager
   b) Difference between Training and Development
2. a) Factors affecting Human Resource Planning
   b) Methods of Job Evaluation
3. a) Objectives of Quality Circles
   b) Provision of Minimum Wages Act, 1948
4. a) Measures to Prevent Industrial Disputes
   b) Actors of Industrial Relations
5. a) Forms of Workers’ Participation in Management
   b) Essential Conditions for successful working of workers participation in Management
MARKETING MANAGEMENT

Assignment : 1

Answer all the Questions
All Questions Carry Equal Marks

( 5 x 4 = 20 Marks)

1. a) Sources of Marketing Information
   b) Integrated Marketing

2. a) Stages in Market Research
   b) Product Mix

3. a) Stages of Product Life Cycle
   b) Steps in New Product Development process

4. a) Selecting an Advertising media
   b) Strategies for pricing new products

5. a) Factors governing selection of channels of distribution
   b) Objectives of Publicity.

Assignment : 2

Answer all the Questions
All Questions Carry Equal Marks

( 5 x 4 = 20 Marks)

1. a) Goals of Marketing
   b) Environmental Factors influencing Firm’s marketing activity

2. a) Determinants of Consumer Behaviour
   b) Factors influencing Market segmentation

3. a) Steps in selecting a brand name
   b) Marketing Communication

4. a) Cost based Vs. Value based pricing
   b) Objectives of Personal selling

5. a) Stages in channel designing
   b) Importance of Channel Management
FINANCIAL MANAGEMENT

Assignment : 1                       ( 5 x 4 = 20 Marks)
Answer all the Questions
All Questions Carry Equal Marks

1. a) Profit Maximisation Vs. Wealth Maximisation
    b) Sources of short-term Finance

2. a) Uses of Funds Flow Statement
    b) Advantages of Cash Flow Statement

3. a) Techniques of capital budgeting
    b) Determinants of Optimum Capital Structure

4. a) Advantages of Bonus Shares
    b) Determinants of Working Capital

5. a) Economic Order Quantity
    b) Classification of working capital

Assignment : 2                       ( 5 x 4 = 20 Marks)
Answer all the Questions
All Questions Carry Equal Marks

1. a) Finance Function
    b) Methods of Long term finance

2. a) Liquidity Ratios
    b) Break-even point in terms of units and value

3. a) Cost of capital
    b) Difference between financial leverage and operating leverage

4. a) Procedure for Rights Issue in India
    b) Determinants of Dividend Policy

5. a) Techniques of Cash Management
    b) Factors influencing the size of Receivables
OPERATIONS MANAGEMENT

Assignment : 1  
Answer all the Questions  
All Questions Carry Equal Marks  

( 5 x 4 = 20 Marks)

1 a) Batch production  
b) Differences between Manufacturing and Service Operations

2 a) Mass Production  
b) Job Sequencing

3 a) Causes for industrial accidents  
b) Principles of Material handling

4 a) Steps involved in Methods Study  
b) ABC analysis

5 a) Just-in-Time Production  
b) Total Quality Management

Assignment : 2  
Answer all the Questions  
All Questions Carry Equal Marks  

( 5 x 4 = 20 Marks)

1 a) Functions of Production and Operations Manager  
b) Production forecasting

2 a) Gantt Chart  
b) Network Analysis

3 a) Factors influencing plant location  
b) Principles of plant layout

4 a) Techniques of Work Measurement  
b) Factors affecting job design

5 a) Material Requirement Planning  
b) Features of ISO 9000 series.
MANAGERIAL COMMUNICATIONS
(For the admitted batches of 2012-2013 onwards)

Assignment : 1           (5 x 4 = 20 Marks)
Answer all the Questions
All Questions Carry Equal Marks

1. a) Objectives of Managerial communication
    b) Johari Window Model

2. a) Transaction Analysis
    b) Features of writing

3. a) Essentials of an effective business letter
    b) Difference between formal and informal reports

4. a) Qualities of Business Report
    b) Merits of oral communication

5. a) Features of circular letter
    b) Types of non-verbal communication

Assignment No. 2:

1. a) Essential requirements for effective writing
    b) Approaches to the study of managerial communication

2. a) Ten commandments of effective communication
    b) Objectives of visual presentation

3. a) Issues to be considered in developing an e-mail message
    b) Grapewine communication

4. a) Guidelines to be followed in writing a project report
    b) Concept of Intrapersonal communication

5. a) Cross-cultural communication
    b) Barriers to effective communication
E-BUSINESS
(For the admitted batches of 2007-2008 to 2011-2012)

Assignment : 1

Answer all the Questions
Each Answer shall not exceed Two pages
All Questions Carry Equal Marks

1. a) Groups in E-Business
   b) Requirements for e-business architecture

2. a) Features of Dotcom companies
   b) Virtual business

3. a) Benefits of B2B e-commerce
   b) Capacity planning or Reference model for e-business planning

4. a) E-Business Quality
   b) Personalised software

5. a) Requirements for digital payments
   b) Advantages of internet based advertising

Assignment : 2

Answer all the Questions
Each Answer shall not exceed Two pages
All Questions Carry Equal Marks

1. a) Web Conferencing
   b) Applications of Internet in E-Business

2. a) E-Business Adoption cycle
   b) Different phases in e-business implementation

3. a) Electronic Data interchange
   b) Features of an Electronic Enterprise

4. a) Features of cyber banking
   b) Essential elements in e-business

5. a) Network security
   b) Advertising methods in e-business