MANAGEMENT PROCESS AND BEHAVIOUR

Assignment : 1

1. a) Functions of Management
   b) Corporate Governance

2. a) Management by objectives
   b) Decision Tree Analysis

3. a) Theory X, Theory Y and Theory Z
   b) Transaction Analysis

4. a) Line and Staff Conflict
   b) Psychological Analysis of Behaviour and attitudes

5. a) Features of Organisational Culture
   b) Approaches to Organisational change

Assignment : 2

1. a) Differences between leaders and managers
   b) Business Ethics

2. a) Planning Premises
   b) Span of Control

3. a) Johari Window
   b) Leadership Styles

4. a) Differences between formal and informal groups
   b) Strategies for resolving intra-personal conflicts

5. a) Approaches to measurement of organizational effectiveness
   b) Organisational Development Techniques
QUANTITATIVE TECHNIQUES FOR MANAGERIAL DECISIONS

Assignment: 1

(5 x 6 = 30 Marks)

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

1. a) Permutations and combinations
b) Types of Matrices

2. a) Requisites of a good average
   b) Regression Analysis

3. a) Distinguish between Primary and Secondary Data
   b) Baye’s theorem

4. a) Requisites of a good sample
   b) Simple random sampling

5. a) Chi-square statistic
   b) Basic assumptions of ANOVA

Assignment: 2

(5 x 6 = 30 Marks)

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

1. a) Uses of Maximum and minimum values in Business Economics
   b) Properties of determinants

2. a) Properties of Karl Pearson’s co-efficient of correlation
   b) Difference between correlation and regression

3. a) Properties of normal distribution
   b) Probability rules

4. a) Null and Alternative hypothesis
   b) Standard error

5. a) Assumptions of T-Test
   b) Steps in carrying out the analysis of variance.
BUSINESS ENVIRONMENT

Assignment : 1

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

1. a) Concept of Business Environment
   b) Organisational structure of World Trade Organisation

2. a) Micro, Small & Medium Enterprises in India
   b) Features of Capitalism

3. a) Objectives and Strategies of 12th Five Year Plan
   b) Balanced Regional Development

4. a) Structure of India’s Foreign trade
   b) Merits of Foreign Capital

5. a) LPG Policies in India
   b) Fiscal Deficit

Assignment : 2

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

1. a) Objectives of Economic Planning
   b) Political factors influencing business decisions

2. a) Disinvestment of public enterprises in India
   b) Characteristic features of developing economies

3. a) Indian Government’s Policy Towards Foreign Direct Investment
   b) Competition Act in India

4. a) Symptoms of Industrial Sickness
   b) Problems in India’s External Debt

5. a) Banking Sector Reforms
   b) List out the industries which are in the reserved list for exclusive manufacture under small industry category.
ACCOUNTING FOR MANAGEMENT

Assignment : 1

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

1. a) Generally Accepted Accounting Principles (GAAP)
   b) Subsidiary Books

2. a) Revenue Expenditure Vs. Capital Expenditure
   b) Classification of liabilities and assets

3. a) Proforma of Cost Sheet
   b) Assumptions of Break-Even analysis

4. a) Add or drop product decisions
   b) Accounting treatment of variances.

5. a) Essential requirements of Budgetary Control
   b) Performance Budgeting and Programming Budgeting

Assignment : 2

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

1. a) Rules of Double Entry System
   b) Errors which are not disclosed by a Trail Balance

2. a) Items to be reported in trading account
   b) Basic Principles of Cost Accounting

3. a) Basic Features of Marginal Costing
   b) Opportunity Cost

4. a) Differences between Standard Costing and Budgetary control
   b) Differential costs of product mix decisions

5. a) Methods of preparing flexible budget
   b) Features of Zero-base Budgeting
MANAGERIAL ECONOMICS

Assignment : 1
(5 x 6 = 30 Marks)
Answer all the Questions
Each Answer shall not exceed Three pages
All Questions Carry Equal Marks

1. a) Factors influencing Market Demand
   b) Demand forecasting for new products

2. a) Cobb-Douglas Production Function
    b) Determinants of Cost of Production

3. a) Features of Oligopoly
    b) Methods of pricing

4. a) Profit Maximisation Vs. Wealth Maximisation
    b) Managerial theories of the firms

5. a) Stages of Business Cycles
    b) Sources of Public Revenue

Assignment : 2
(5 x 6 = 30 Marks)
Answer all the Questions
Each Answer shall not exceed Three pages
All Questions Carry Equal Marks

1. a) Features of Law of diminishing Marginal Utility
    b) Indifference curve analysis.

2. a) Isoquant curves
    b) Economies of Scale

3. a) Price determination under monopolistic competition
    b) Equilibrium of a monopoly firm in long run

4. a) Behavioural theory of the firm
    b) Economic theory of the firm

5. a) Dear Money policy
    b) Types of inflation
HUMAN RESOURCE MANAGEMENT

Assignment : 1

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

1. a) Functions of HR manager
   b) Difference between Recruitment and Selection

2. a) Techniques of Performance Appraisal
   b) Methods of Job Evaluation

3. a) Objectives of Quality Circles
   b) Prerequisites of a sound and adequate wage and salary policy

4. a) Causes for Industrial Disputes
   b) Actors of Industrial Relations

5. a) Forms of Workers’ Participation in Management
   b) Productivity bargaining

Assignment : 2

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

1. a) HRM Strategies
   b) Difference between Training and Development

2. a) Factors affecting Human Resource Planning
   b) Methods of Executive Development

3. a) Methods of wage determination
   b) Provision of Minimum Wages Act, 1948

4. a) Measures to Prevent Industrial Disputes
   b) Settlement Machinery for Industrial Disputes in India

5. a) Prerequisites of collective bargaining
   b) Essential Conditions for successful working of workers participation in Management
MARKETING MANAGEMENT

Assignment : 1  
( 5 x 6 = 30 Marks)

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

1. a) Goals of Marketing  
b) Integrated Marketing

2. a) Stages in Market Research  
b) Factors influencing Market segmentation

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

4. a) Selecting an Advertising media  
b) Objectives of Personal selling

5. a) Factors governing selection of channels of distribution  
b) Importance of Channel Management

Assignment : 2  
( 5 x 6 = 30 Marks)

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

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

2. a) Determinants of Consumer Behaviour  
b) Product Mix

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

4. a) Cost based Vs. Value based pricing  
b) Strategies for pricing new products

5. a) Stages in channel designing  
b) Objectives of Publicity.
FINANCIAL MANAGEMENT

Assignment : 1
( 5 x 6 = 30 Marks)

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

1. a) Finance Function
   b) Sources of short-term Finance

2. a) Liquidity Ratios
   b) Advantages of Cash Flow Statement

3. a) Cost of capital
   b) Determinants of Optimum Capital Structure

4. a) Advantages of Bonus Shares
   b) Determinants of Dividend Policy

5. a) Economic Order Quantity
   b) Factors influencing the size of Receivables

Assignment : 2
( 5 x 6 = 30 Marks)

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

1. a) Profit Maximisation Vs. Wealth Maximisation
   b) Methods of Long term finance

2. a) Uses of Funds Flow Statement
   b) Break-even point in terms of units and value

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

4. a) Procedure for Rights Issue in India
   b) Determinants of Working Capital

5. a) Techniques of Cash Management
   b) Classification of working capital
OPERATIONS MANAGEMENT

Assignment : 1

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

1. a) Functions of Production and Operations Manager
   b) Differences between Manufacturing and Service Operations

2. a) Gantt Chart
   b) Job Sequencing

3. a) Causes for industrial accidents
   b) Principles of plant layout

4. a) Steps involved in Methods Study
   b) Factors affecting job design

5. a) Material Requirement Planning
   b) Total Quality Management

Assignment : 2

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

1. a) Batch production
   b) Production forecasting

2. a) Mass Production
   b) Network Analysis

3. a) Factors influencing plant location
   b) Principles of Material handling

4. a) Techniques of Work Measurement
   b) ABC analysis

5. a) Just-in-Time Production
   b) Features of ISO 9000 series.
MANAGERIAL COMMUNICATION
(For the admitted batches of 2012-2013 onwards)

Assignment : 1  
( 5 x 6 = 30 Marks)

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

1. a) Objectives of Managerial communication
    b) Approaches to the study of managerial communication

2. a) Ten commandments of effective communication
    b) Features of writing

3. a) Essentials of an effective business letter
    b) Grapewine communication

4. a) Guidelines to be followed in writing a project report
    b) Merits of oral communication

5. a) Features of circular letter
    b) Barriers to effective communication

Assignment No. 2:

1. a) Essential requirements for effective writing
    b) Johari Window Model

2. a) Transaction Analysis
    b) Objectives of visual presentation

3. a) Issues to be considered in developing an e-mail message
    b) Difference between formal and informal reports

4. a) Qualities of Business Report
    b) Concept of Intrapersonal communication

5. a) Cross-cultural communication
    b) Types of non-verbal 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) Applications of Internet in E-Business

2. a) E-Business Adoption cycle
   b) Virtual business

3. a) Electronic Data interchange
   b) Capacity planning or Reference model for e-business planning

4. a) E-Business Quality
   b) Essential elements in e-business

5. a) Requirements for digital payments
   b) Advertising methods in e-business

Assignment : 2  
Answer all the Questions  
Each Answer shall not exceed Two pages  
All Questions Carry Equal Marks

1. a) Web Conferencing
   b) Requirements for e-business architecture

2. a) Features of Dotcom companies
   b) Different phases in e-business implementation

3. a) Benefits of B2B e-commerce
   b) Features of an Electronic Enterprise

4. a) Features of cyber banking
   b) Personalised software

5. a) Network security
   b) Advantages of internet based advertising