Paper – I: MANAGEMENT PROCESS AND BEHAVIOUR

Assignment : 1 (5 x 4 = 20 Marks)

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

1. a) Corporate Governance
   b) Differences between leaders and managers

2. a) Decision Tree Analysis
   b) Planning Premises

3. a) Leadership Styles
   b) Theory X, Theory Y and Theory Z

4. a) Strategies for resolving intra-personal conflicts
   b) Line and Staff Conflict

5. a) Organizational Development Techniques
   b) Features of Organizational Culture

Assignment : 2 (5 x 4 = 20 Marks)

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

1. a) Business Ethics
   b) Functions of Management

2. a) Span of Control
   b) Management by objectives

3. a) Transaction Analysis
   b) Johari Window

4. a) Psychological Analysis of Behaviour and attitudes
   b) Differences between formal and informal groups

5. a) Approaches to Organizational change
   b) Approaches to measurement of organizational effectiveness

Paper – II: QUANTITATIVE TECHNQIUES FOR MANAGERIAL DECISIONS

Assignment : 1   **(5 x 4 = 20 Marks)**

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

1. a) Cramer's Rule
    b) A company produces three products everyday. The total production on a certain day is 45 tons. It is found that the production of the third product exceeds the production of the first product by 8 tons while the total production of the first and third product is twice the production of second product. Determine the production level of each product by using the Cramer's Rule.

2. a) Write about the Standard error of Estimate and the uses of Regression Analysis.
    b) Obtain the Galton's lines from the following data:

x	4	5	6	8	11
y	12	10	8	7	5

3. a) Explain about the theorems of probability.
    b) A husband and wife appear in an interview for two vacancies in the same post. The probability of husband's selection is $\frac{1}{7}$ and that of wife's selection is $\frac{1}{5}$.

    What is the probability that

    (a) Both of them will be selected.
    (b) Only one of them will be selected and
    (c) None of them will be selected.

4. a) Briefly bring out the concept of Bernoulli distribution.
    b) A set of 5 coins is tossed 3200 times and the number of heads appearing each time is noted. The results are given below:

No. of Heads	0	1	2	3	4	5
Frequency	80	570	1100	900	500	50

    Test the hypothesis that the coins are unbiased.

5. a) What do you know about concordance?

    b) Elucidate explicitly about the Analysis of Variance.

Paper – II: QUANTITATIVE TECHNQIUES FOR MANAGERIAL DECISIONS

Assignment : 2   **(5 x 4 = 20 Marks)**

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

1. a) Geometrical interpretation of the Derivative.
   b) Differentiate the following:

   (i) $y = \dfrac{5x+2}{3x+4}$ (ii) $y=\sqrt{12x-4}$ (iii) $y=x^{x^{x}}$

   c) Evaluate: (i) $\displaystyle\int \dfrac{8x^2}{\left(x^3+2\right)^3}\,dx$ (ii) $\displaystyle\int x^2 e^x\,dx$ (iii) $\displaystyle\int \dfrac{xe^x}{(x+1)^2}\,dx$

2. a) Drafting the Questionnaire
   b) Testing of Hypothesis

3. a) Simeon Denis Poisson Distribution.
   b) The number of defects per unit in a sample of 330 units of a manufactured product was found as follows:

No. of Defects	0	1	2	3	4
No. ofUnits	214	92	20	3	1

   Fit a Poisson distribution to the data and test the goodness of fit.

4. a) Narrate the Normal Distribution.
   b) The income of a group of 10,000 persons was found to be normally distributed with means=Rs.750 and standard deviation = Rs.50. Show that of this group about 95% had income exceeding Rs. 668 and only 5% had income exceeding Rs. 832. What was the lowest income among the richest 100?

5. a) F- test
   b) A tea company appoints four salesmen A, B, C, and D and observes their sales in three seasons. Summer, Winter and Monsoon. The figures (in lakhs) are given in the following table:

Seasons	Salesmen			
	A	B	C	D
Summer	36	36	21	35
Winter	28	29	31	32
Monsoon	26	28	29	29

   (i) Do the salesmen significantly differ in performance?
   (ii) Is there significant difference between the seasons?

Paper – III: BUSINESS ENVIRONMENT

Assignment : 1   **(5 x 4 = 20 Marks)**

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

1. a) Organizational structure of World Trade Organization
   b) Functions of NITI Ayog

2. a) Features of Capitalism
   b) Disinvestment of public enterprises in India

3. a) Competition Act in India
   b) Smart Cities

4. a) GST in India
   b) Structure of India's Foreign trade

5. a) Demonetization of higher denomination notes in India.
   b) LPG Policies in India

Assignment : 2   **(5 x 4 = 20 Marks)**

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

1. a) Political factors influencing business decisions
   b) Ease of doing business in India

2. a) Characteristic features of developing economies
   b) MSME Development Act 2006

3. a) Industrial Corridors
   b) Indian Government's Policy Towards Foreign Direct Investment

4. a) Positive features of MNCs to host economies
   b) Reasons for high incidence of industrial sickness in India

5. a) Fiscal Deficit
   b) Banking Sector Reforms

Paper – IV: ACCOUNTING FOR MANAGEMENT

Assignment : 1   **(5 x 4 = 20 Marks)**

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

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

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

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

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

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

Assignment : 2   **(5 x 4 = 20 Marks)**

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

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

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

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

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

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

Paper – V: MANAGERIAL ECONOMICS

Assignment : 1   **(5 x 4 = 20 Marks)**

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

1. a) Forecasting for existing products
   b) Features of Law of Diminishing Marginal Utility Demand

2. a) Determinants of Cost of Production
   b) Isoquant curves

3. a) Equilibrium of a monopoly firm in the long run
   b) Features of Duopoly

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

5. a) Ill effects of economic depression
   b) Stages of Business Cycles

Assignment : 2   **(5 x 4 = 20 Marks)**

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

1. a) Indifference curve analysis.
   b) Factors influencing Market Demand

2. a) Economies of Scale
   b) Cobb-Douglas Production Function

3. a) Methods of pricing
   b) Price determination under perfect competition

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

5. a) Elasticity of Demand
   b) Dear money policy

Paper – VI: HUMAN RESOURCE MANAGEMENT

Assignment : 1   **(5 x 4 = 20 Marks)**

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

1.   a)   Differences between Recruitment and Selection
     b)   HRM Strategies

2.   a)   Methods of Job Evaluation
     b)   Factors affecting Human Resource Planning

3.   a)   Provision of Minimum Wages Act, 1948
     b)   Objectives of Quality Circles

4.   a)   Settlement Machinery for Industrial Disputes in India
     b)   Causes for Industrial Disputes

5.   a)   Essential Conditions for successful working of workers
          participation in Management
     b)   Forms of Workers' Participation in Management

Assignment : 2   **(5 x 4 = 20 Marks)**

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

1.   a)   Differences between Training and Development
     b)   Functions of HR manager

2.   a)   Methods of Executive Development Programmes
     b)   Modern Techniques of Performance Appraisal

3.   a)   Prerequisites of a sound and adequate wage and salary policy
     b)   Methods of wage determination

4.   a)   Actors of Industrial Relations
     b)   Measures to Prevent Industrial Disputes

5.   a)   Productivity bargaining
     b)   Prerequisites of collective bargaining

Paper – VII: MARKETING MANAGEMENT

Assignment : 1   **(5 x 4 = 20 Marks)**

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

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

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

3.   a)   Marketing Communication
     b)   Stages of Product Life Cycle

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

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

Assignment : 2   **(5 x 4 = 20 Marks)**

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

1.   a)   Environmental Factors that influence Firm's marketing activity
     b)   Goals of Marketing

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

3.   a)   Steps in New Product Development process
     b)   Steps in selecting a brand name

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

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

Paper – VIII: FINANCIAL MANAGEMENT

Assignment : 1   **(5 x 4 = 20 Marks)**

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

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

2.   a)   Advantages of Cash Flow Statement
        b)   Steps in preparation of Funds Flow Statement

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

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

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

Assignment : 2   **(5 x 4 = 20 Marks)**

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

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

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

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

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

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

Paper – IX: OPERATIONS MANAGEMENT

Assignment : 1   **(5 x 4 = 20 Marks)**

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

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

2   a)   Job Sequencing
     b)   Mass Production

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

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

5   a)   Features of ISO 9000 series.
     b)   Material Requirement Planning

Assignment : 2   **(5 x 4 = 20 Marks)**

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

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

2   a)   Network Analysis
     b)   Gantt Chart

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

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

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

Paper – X: MANAGERIAL COMMUNICATIONS

Assignment: 1   **(5 x 4 = 20 Marks)**

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

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

2. a) Features of writing
    b) Transaction Analysis

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

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

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

Assignment : 2   **(5 x 4 = 20 Marks)**

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

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

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

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

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

5. a) Barriers to effective communication
    b) Cross-cultural communication

NOTE: **Those who have failed to submit E-Business Assignments have to write Managerial Communications.**