

Sandip Foundation's
Sandip Institute of Technology and Research Centre
 Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA
Internal Exam: Nov-20

Sub: Decision Science

Time- 2.50Hrs.

Subject Code: 302

Max. Marks: 50

Instruction:

1. All Questions are Compulsory.
2. Each Question carry 10 M
3. Figures to right indicates full credits

Q.1 A firm produces three products. These products are processed on three different machines. The time required manufacturing one unit of each of the three products and daily capacity of the three machines are given in table below:

Machine	Time Per unit(minutes)			Machine capacity (Minutes per Day)
	Product 1	Product 2	Product 3	
M1	2	3	1	440
M2	4	-	3	470
M3	2	5	-	430

It is required to determine the daily number of units to be manufactured for each product. The profit per unit for product 1,2, and 3 is Rs.4/-, Rs.3/- and Rs.6/- respectively. It is assumed that all the amounts produced are consumed in the market. Formulate the LP model. [CO 1]

OR

Q.1 Find the initial basic feasible solution of the following transportation problem for minimizing using Vogel's approximation method. The table below: [CO 1]

Source	Destination				Capacity
	I	II	III	IV	
A	20	6	25	15	50
B	17	13	16	17	50
C	5	21	19	23	100
	30	40	60	70	

Q.2 A TV repairman finds that the time spent on his job has an exponential distribution with mean 30 minutes. if he repairs in order in which they come in, and if the arrival of sets is approximately Poisson with an average of 10 per 8 hour day. What is the repairman's expected idle time each day? How many jobs on an average waiting to be completed ? [CO 2]

OR

Q.2 What is the concept of Monte Carlo simulation ? explain its scope and limitation. [CO 2]

Q.3 solve the following game, given pay-off matrix as: [CO 3]

Player A	Player B	
	B1	B2
A1	1	7
A2	6	2

OR

Q.3 The conditional pay offs in cores of rupees for the three models of a car for the various likely sales figure are as follows: [CO 3]

Model	Sales (in Unit)		
	1 Lakh	2 Lakh	3 Lakh
X	30	10	10
Y	55	20	3
Z	16	35	65

Q.4 a) Develop a network based on the following information's: [5 M] [CO 4]

Activity	Immediate Predecessor	Activity	Immediate Predecessor
A	-	E	C,D
B	-	F	D
C	A	G	E
D	B	H	F

Q.4 b) Explain the significance and applications of "PERT" and "CPM". [5 M] [CO 4]

OR

Q.4 What is the concept of network. Explain the critical path with example. Explain EST, LST, EFT and LFT also. [CO 4]

Q.5 The probability that a boy will pass an examination is $\frac{3}{5}$ and that for a girl it is $\frac{2}{5}$. What is the probability that atleast one of them passes the examination. [CO 5]

OR

Q.5 Two students A and B working independently on a problem have $\frac{3}{4}$ and $\frac{2}{3}$ probability respectively to solve this. What is the probability that the problem will be solved. ? [CO 5]

Sandip Foundation's
Sandip Institute of Technology and Research Centre
Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA
Internal Exam – NOV - 2020

Sub: Strategic Management
Time- 2.30 Hr.

Subject Code:301
Max. Marks: 50

Instruction:

- i. All Questions are Compulsory.
 - ii. Each Question carry 10 M
 - iii. Figures to right indicates full credits
-

Q.1 (A). Define Strategy. Explain any two corporate level strategies with example

CO2

OR

Q.1 (B). DD is the India's premier public service broadcaster with more than 1,000 transmitters covering 90% of the country's population across on estimated 70 million homes. It has more than 20,000 employees managing its metro and regional channels. Recent years have seen growing competition from many private channels numbering more than 65, and the cable and satellite operators (C & S). The C & S network reaches nearly 30 million homes and is growing at a very fast rate.

DD's business model is based on selling half – hour slots of commercial time to the programme producers and charging them a minimum guarantee. For instance, the present tariff for the first 20 episodes of a programme Rs.30 lakhs plus the cost of production of the programme. In exchange the procedures get 780 seconds of commercial time that he can sell to advertisers and can generate revenue. Break-even point for procedures, at the present rates, thus is Rs.75,000 for a 10 second advertising spot. Beyond 20 episodes, the minimum guarantee is Rs.65 lakhs for which the procedures has to charge Rs.1,15,000 for a 10 second spot in order to break-even. It is at this point the advertisers face a problem – the competitive rates for a 10 second spot is Rs.50,000. Procedures are possessive about buying commercial time on DD. As a result the DD's projected growth of revenue is only commercial time on DD. As a result the DD's projected growth of revenue is only 6- 10% as against 50-60% for the private sector channels. Software suppliers, advertisers and audiences are deserting DD owing to its unrealistic pricing policy. DD has options before it. First, it should privates, second it should remain purely public service broadcaster and third, a middle path. The challenge seems to be exploiting DD's immense potential and emerge as a formidable player in the mass media.

Sandip Foundation's
Sandip Institute of Technology and Research Centre

Mahiravani, Nashik- 422 213

DEPARTMENT OF MBA

Internal Exam –Nov- 2020

Sub: Life Skills

Subject Code: 210

Time- 2.50Hrs.

Max. Marks: 50

Instruction:

1. *All Questions are Compulsory.*
2. *Each Question carry 10 M*
3. *Figures to right indicates full credits*

Question	CO	Marks
Q.1 (a) Define Life Skills? Explain assumptions about life Skills. (b) Explain in detail the concept of Skill in life skills.		
OR		
Q.1 (a) Discuss in brief the primary goal of life skills programme. (b) What are the life skills process models? Explain any one in detail.	CO1	10 M
Q.2 (a) What is the meaning of Cognition? Explain in detail Piaget's theory of Cognitive Development. Q.2 (b) State the meaning of Goal Orientation. Explain in detail the role of Goal Orientation.		
OR		
Q.2 (a) State the big Five Personality Characteristics. Explain in detail. (b) What is the meaning of extraversion? Explain in detail openness to Experience.	CO2	10 M
Q.3 (a) What is the meaning of Coping? Explain in detail the types of Coping Strategies. (b) Define Empathy and Sympathy? Differentiate between Empathy and Sympathy.		
OR		
	CO3	10 M

Sandip Foundation's
Sandip Institute of Technology and Research Centre
Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA
Internal Exam –Nov- 2019

Sub: Strategic Management

Time- 2.50Hrs.

Subject Code:301

Max. Marks: 50

Instruction:

1. *All Questions are Compulsory.*
2. *Each Question carry 10 M*
3. *Figures to right indicates full credits*

Question	CO	Marks
Q.1 How Strategic management is significant in changing business dynamics, necessitating the need for a more flexible approach to management. Please elaborate OR Q.1 Describe BCG matrix. Describe GE nine cell model .Compare BCG V/S GE 9 cell model	CO1	10 M
Q.2 (a) Explain Mitzberg 5 P's of strategy. Q.2 (b) Explain Porter's Five Forces of Competition OR Q.2 Explain in Short (any 3) 1) SWOT 2) ETOP 3) McKinsey's 7S framework 4) Core competencies	CO2	10 M
Q.3 Critically analyze the blue ocean strategy in relation to market strategy OR Q.3 Illustrate Generic Strategy and any 4 grand strategies	CO3	10 M
Q.4 Investigate how Porter value chain analysis can help a company's performance. OR Q.4 Categorize Organization Structure and Its Types	CO4	10M
Q.5 Demonstrate the need for internal and external scans of the environment. OR Q.5 Evaluate the usefulness of strategic purpose, vision, mission, and objectives.	CO5	10M

Sandip Foundation's
Sandip Institute of Technology and Research Centre
Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA
Internal Exam –Nov- 2019

Sub: OPERATIONS AND SUPPLY CHAIN MANAGEMENT

Subject Code: 205

Time- 2.50Hrs.

Max. Marks: 50

Instruction:

1. All Questions are Compulsory.
2. Each Question carry **10 M**
3. Figures to right indicates full credits

Question	CO	Marks
Q.1 (a) What is mean by operation management? Explain its objectives and significance		
(b) Discuss in detail the evolution of Operation and Supply Chain Management	CO1	10 M
OR		
Q.1 (a) Explain the functions of Operation Management in brief.		
(b) What is mean by TQM? Explain its Importance and Limitations.		
Q.2 (a) What are Operations Processes? Explain the process characteristics of operations in detail.		
Q.2 (b) Explain the types of processes and operations systems.		
OR		
Q.2 (a) Explain the process product matrix	CO2	10 M
(b) What are the various criteria of classifying Service System? Explain the service system design matrix in detail.		
Q.3 (a) What is meant by Production planning? Explain the objectives and importance of production planning.		
(b) What is mean by Production Planning and control? Explain its functions in brief.	CO3	10 M

Sandip Foundation's
Sandip Institute of Technology and Research Centre
Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA
Internal Exam –November 2019

Sub: Economic Analysis for Business Decision

Time- 2.50Hrs.

Subject Code:102

Max. Marks: 50

Instruction:

1. *All Questions are Compulsory.*
 2. *Each Question carry 10 M*
 3. *Figures to right indicates full credits*
-

Question	CO	Marks
Q.1 Define the Following Terms A) Economics b) Managerial Economics c) Micro & Macro Economics d)Accounting and Economic Profit e)Economic Problem ? OR Q.1 (b) Describe the Wealth Maximization Model? Q.2 Write down the various factors Influencing the Demand.	CO1	10 M
OR Q.2 Explain how equilibrium is attained in Perfect Market	CO2	10 M
Q.3 Critical Analyze the various type of costs OR Q.3 Interpret the practical importance of Decision Tree	CO3	10 M
Q.4 Describe the role of Money & Capital Market in Economy OR Q.4 Justify the need of RBI Intervention in Financial Markets.	CO4	10M
Q.5 Explain the structure of Union Budget in Brief OR Q.5 Explain the measures taken by WTO to resolve the International Trade Disputes	CO5	10M

Sandip Foundation's
Sandip Institute of Technology and Research Centre Mahiravani, Nashik- 422 213
Department of Management Studies
Internal Exam- Nov-2019

Subject: Legal Aspects of Business
Time: 2.30Hr

Subject Code: 103
Max. Marks: 50

Instructions:

i. All questions are Compulsory.
ii. All questions carry equal marks.

Question	CO	Marks
Q.1 Define Contract. What is the Performance of contract. By whom contract must be performed.		
OR		
Q.1. Classify Discharge of Contract and Outline the various ways in which a contract may be discharged.	CO1	10 M
Q.2 Explain in detail Sale of Goods Act?		
OR		
Q.2. Summarize about the Unpaid Seller & List out the various rights given to an unpaid seller under Sale of Goods Act.	CO2	10 M
Q.3. Identify various types of negotiable instrument in detail		
OR		
Q.3 Discover the liabilities of parties on Negotiable Instrument.	CO3	10 M
Q.4. Analyze the various types of company in detail		
OR		
Q.4 Elaborate incorporation of company in detail.	CO4	10M
Q.5 Elaborate in detail Consumer Dispute Redressal Agencies		
OR		
Q5. Compose detail note on Copyright.	CO5	10M

Sandip Foundation's
Sandip Institute of Technology and Research Centre
 Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA
Internal Exam –November 2019

Sub: Verbal Communication

Subject Code:113

Time- 2.50Hrs.

Max. Marks: 50

Instruction:

1. *All Questions are Compulsory.*
2. *Each Question carry 10 M*
3. *Figures to right indicates full credits*

Question	CO	Marks
Q.1 Define the Communication Process & Its Various Elements OR Q.1 (a) Distinguish Between Verbal & Non Verbal Communication? Q.1 (b) Describe the Barriers to Communication?	CO1	10 M
Q.2 (a) Write down the various types of managerial Speeches . Q.2 (b) Explain the Characteristics of effective Speech OR Q. Differentiate between formal speech & Informal Speech	CO2	10 M
Q.3 Critically Analyze How communication skills and soft skills are inter-related, OR Q.3 Interpret the practical importance of Effective intercultural communication	CO3	10 M
Q.4 Illustrate the Principles of Effective Presentations OR Q.4 Justify the need of good presentation skills	CO4	10M
Q.5 Analyze the importance of placement interviews OR Q.5 Explain the various compass qualities	CO5	10M

Sandip Foundation's
Sandip Institute of Technology and Research Centre
 Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA
Internal Exam –November 2019

Sub: Economic Analysis for Business Decision

Time- 2.50Hrs.

Subject Code:103

Max. Marks: 50

Instruction:

1. *All Questions are Compulsory.*
2. *Each Question carry 10 M*
3. *Figures to right indicates full credits*

Question	CO	Marks
Q.1 Define the Following Terms A) Economics b) Managerial Economics c) Micro & Macro Economics d)Accounting and Economic Profit e)Economic Problem ? OR Q.1 (a) Distinguish Between Micro & Macro Economics? Q.1 (b) Describe the Wealth Maximization Model ?	CO1	10 M
Q.2 (a) Write down the various factors Influencing the Demand . Q.2 (b) Demonstrate the Law of Diminishing Marginal Utility. OR Q.2 Explain in Short (any 3) 1) Consumer Surplus 2) Budget Line & Budget Constraint 3) Demand Forecasting 4) Exception to Law of Demand .	CO2	10 M
Q.3 Critical Analyze the Law of Variable Proportion. OR Q.3 Interpret the practical importance of Elasticity of Supply .	CO3	10 M
Q.4 Design a Pricing Policies for the New Product. OR Q.4 Justify the need for Government Intervention in Markets.	CO4	10M
Q.5 Analyze Consumption & Investment Function OR Q.5 Explain the measures to control business cycle.	CO5	10M

Sandip Foundation's
Sandip Institute of Technology and Research Centre
Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA
Internal Exam –April /May 2019

Sub: 404 International Finance

Subject Code:316 FIN

Time- 2.50Hrs.

Max. Marks: 50

Instruction:

1. *All Questions are Compulsory.*
 2. *Each Question carry 10 M*
 3. *Figures to right indicates full credits*
-

Question	CO	Marks
Q.1 Describe the nature & scope of International Finance OR Q.1 Outline how Purchasing Power Parity Theorem Works	CO1	10 M
Q.2 Discuss the Various types of Exchange Rate Regime OR Q.2 Summarize the various types of Risk associated with Exchange rate	CO2	10 M
Q.3 Outline the Various Instruments in International Finance /Trade OR Q.3 Differentiate between the Indian Capital Market & Forex Market	CO3	10 M
Q.4 Analyze the Overall working of International Bond Market OR Q.4 Point Out the process of syndication in practice	CO4	10M
Q.5 Evaluate the IFRS OR Q.5 Describe how International Receivables and cash management is managed	CO5	10M

Sandip Foundation's
Sandip Institute of Technology and Research Centre
Mahiravani, Nashik- 422 213

DEPARTMENT OF MBA

Internal Exam –April /May 2019

Sub: Wealth & Portfolio Management

Subject Code: 410 FIN

Time- 2.50Hrs.

Max. Marks: 50

Instruction:

1. *All Questions are Compulsory.*
 2. *Each Question carry 10 M*
 3. *Figures to right indicates full credits*
-

Question	CO	Marks
Q.1 Describe the nature & scope of International Finance OR	CO1	10 M
Q.1 Classify the various types of Investors on the basis of Risk & Goal		
Q.2 Discuss the Various investment Vehicles of Wealth Management OR	CO2	10 M
Q.2 Summarize the process of Wealth /Financial Planning		
Q.3 Outline the Various Instruments in International Finance /Trade OR	CO3	10 M
Q.3 Differentiate between Active & Passive Portfolio Management		
Q.4 Analyze the Sharpe's Portfolio Performance Measure, OR	CO4	10M
Q.4 Point Out the process of Portfolio analysis & Selection		
Q.5 Evaluate the Capital Asset Pricing Model OR	CO5	10M
Q.5 Describe the Random Walk theory		

Sandip Foundation's
Sandip Institute of Technology and Research Centre
Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA

Internal Exam –April /May 2019

Sub:Fixed Income Securities & Technical Analysis

Subject Code: 411 FIN

Time- 2.50Hrs.

Max. Marks: 50

Instruction:

1. *All Questions are Compulsory.*
 2. *Each Question carry 10 M*
 3. *Figures to right indicates full credits*
-

Question	CO	Marks
Q.1 Describe various Market Participants & Instruments OR	CO1	10 M
Q.1 Classify the various types of Bonds & Explain them in Brief		
Q.2 Differentiate between Passive v/s Active portfolio management strategies OR	CO2	10 M
Q.2 Summarize the process of Caps & Floors pricing.		
Q.3 Outline the highlights of Black- Derman-Toy (BDT) model OR	CO3	10 M
Q.3 Differentiate between technical & Fundamental Analysis		
Q.4 Explain the Application of RSI in Technical Analysis OR	CO4	10M
Q.4 Point Out the various parameters to look for on Charts		
Q.5 Evaluate the Dow Theory and Elliot Wave Theory OR	CO5	10M
Q.5 Describe the Do's and don'ts in trading		

Sandip Foundation's
Sandip Institute of Technology and Research Centre
Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA

Internal Exam –April /May 2019

Sub:Fixed Income Securities & Technical Analysis

Subject Code: 411 FIN

Time- 2.50Hrs.

Max. Marks: 50

Instruction:

1. *All Questions are Compulsory.*
 2. *Each Question carry 10 M*
 3. *Figures to right indicates full credits*
-

Question	CO	Marks
Q.1 Describe various Market Participants & Instruments OR Q.1 Classify the various types of Bonds & Explain them in Brief	CO1	10 M
Q.2 Differentiate between Passive v/s Active portfolio management strategies OR Q.2 Summarize the process of Caps & Floors pricing.	CO2	10 M
Q.3 Outline the highlights of Black- Derman-Toy (BDT) model OR Q.3 Differentiate between technical & Fundamental Analysis	CO3	10 M
Q.4 Explain the Application of RSI in Technical Analysis OR Q.4 Point Out the various parameters to look for on Charts	CO4	10M
Q.5 Evaluate the Dow Theory and Elliot Wave Theory OR Q.5 Describe the Do's and don'ts in trading	CO5	10M

Sandip Foundation's
Sandip Institute of Technology and Research Centre
 Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA
Internal Exam – April- 2019

Sub: Employment Relation
Time- 2 ½ Hrs

Subject Code: 404HR
Max. Marks: 50

Instruction:

1. All Questions are Compulsory.
2. Each Question carry 10 M
3. Figures to right indicates full credits

Question	CO	Marks
Q.1 Define the term Industrial relation? Explain the role of three actors of Industrial Relation. And Explain the importance of maintaining sound IR.		
OR		
Q. 1 Explain the different approaches to IR.	CO1	10 M
Q. Discuss the various provisions for licensing of Contractors under Contract labour Regulation & Abolition Act 1970		
OR		
Q.2 Discuss the various machinery to solve Industrial Dispute.	CO2	10 M
Q.3 Explain the provisions of Registration of Trade Unions.		
OR		
Q.3. Explain the various provisions relating to illegal strikes & illegal lock-outs under the M.R.TU & P.U.L.P Act 1971.	CO3	10 M
Q.4 Discuss the various provisions relating to procedure for submission of Draft Standing Orders. (S.O. Act 1946)		
Or		
Q.4 Elaborate about collective bargaining? Discussed the process of collective bargaining.	CO4	10M
Q.5 Elaborate Workers Participation in Management? State its objectives.		
OR		
Q.5 Elaborate the Cultural Aspects of Employee Relations	CO5	10M

Sandip Foundation's
Sandip Institute of Technology and Research Centre
Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA

Internal Exam –October/November 2018

Sub: 306 Financial System of India, Markets & System

Subject Code:306FIN

Time- 2.50Hrs.

Max. Marks: 50

Instruction:

1. *All Questions are Compulsory.*
 2. *Each Question carry 10 M*
 3. *Figures to right indicates full credits*
-

Question	CO	Marks
Q.1 Outline the Composition of Indian Financial System OR	CO1	10 M
Q.1 Explain the Meaning & Importance of Indian Financial System		
Q.2 Illustrate the functions & working of Central Bank of India OR	CO2	10 M
Q.2 Summaries the structure & Function of PFRDA		
Q.3 Outline the Structure & Components of Money Market OR	CO3	10 M
Q.3 Differentiate Between Capital Market & Money Market		
Q.4 Analyze the Overall working of Various Financial Services OR	CO4	10M
Q.4 Point Out the various guidelines for working of Mutual Funds in India		
Q.5 Assess the role of Credit Rating Agencies in Indian Financial System OR	CO5	10M
Q.5 Describe how LIC GIC operated in India		

Sandip Foundation's
Sandip Institute of Technology and Research Centre
Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA
Internal Exam – Nov- 2018

Sub: Labour & Social Security Laws
Time- 2 ½ Hrs

Subject Code: 305HR
Max. Marks: 50

Instruction:

1. All Questions are Compulsory.
2. Each Question carry 10 M
3. Figures to right indicates full credits

Question	CO	Marks
Q.1 Introduce the concept of labour law & explain its needs. OR Q.1 What is ILO? Explain its role in detail.	CO1	10 M
Q.2 "Summarize the provisions of Factories Act 1948 relating to 'Working Hours of Adult & 'Employment of Young Persons'. OR Q.2 Define manufacturing process. State the provisions relating to 'Annual leave with wages' under Factories Act.	CO2	10 M
Q.3 Define Wages. Explain the any 7 deductions under the Payment of Wages Act. OR Q.3 Explain in detail the procedure of fixing & revising the minimum wages.	CO3	10 M
Q.4 Write in brief salient features of Gratuity Act, 1972. OR Q.4. Explain is the provisions of Compensation under compensation Act?	CO4	10M
Q.5 Discuss the object, scope & application of the employees Provident & Miscellaneous Provisions Act 1952 OR Q.5 Explain different types of benefits under ESIC.	CO5	10M

Sandip Foundation's
Sandip Institute of Technology and Research Centre
 Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA
Internal Exam –Nov/Dec- 2018

Sub: Strategic Management
Time- 2.50Hrs.

Subject Code:301
Max. Marks: 50

Instruction:

1. *All Questions are Compulsory.*
2. *Each Question carry 10 M*
3. *Figures to right indicates full credits*

Question	CO	Marks
Q.1 Define term strategy? Explain in detail the levels of strategy OR Q.1 What do you understand by Hierarchy of strategic intent? Explain its attributes in detail.	CO1	10 M
Q.2 Explain the Porter's Generic Competitive Strategies and states the consideration while using these strategies. OR Q.2 Explain VRIO framework with diagram and suitable example	CO2	10 M
Q.3 Critically analyze the blue ocean strategy in relation to market strategy OR Q.3 Illustrate Generic Strategy and any 4 grand strategies	CO3	10 M
Q.4 Critically examine the term strategy implementation and its major barriers of Strategy implementation. OR Q.4 Discuss the techniques of operation control and strategic control in strategy evaluation	CO4	10M
Q.5 Demonstrate the need for internal and external scans of the environment. OR Q.5 Evaluate the usefulness of strategic purpose, vision, mission, and objectives.	CO5	10M

Sandip Foundation's
Sandip Institute of Technology and Research Centre
Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA

Internal Exam –October/November 2018

Sub: 316 Financial Instruments & Derivatives

Subject Code:316 FIN

Time- 2.50Hrs.

Max. Marks: 50

Instruction:

1. *All Questions are Compulsory.*
 2. *Each Question carry 10 M*
 3. *Figures to right indicates full credits*
-

Question	CO	Marks
Q.1 Outline the Composition of Capital Markets OR Q.1 Explain the Various Types of Financial Instruments	CO1	10 M
Q.2 Illustrate the Various Instruments of Money Market OR Q.2 Summaries the Function of Money Market	CO2	10 M
Q.3 Outline the Various Instruments of Capital Market OR Q.3 Differentiate Between Capital Market & Money Market	CO3	10 M
Q.4 Analyze the Overall working of Derivative Market OR Q.4 Point Out the various characteristics of Derivative Market	CO4	10M
Q.5 Assess the CAPM Model OR Q.5 Describe how the Call & Put options transactions are executed	CO5	10M

Sandip Foundation's
Sandip Institute of Technology and Research Centre
Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA

Internal Exam –October/November 2018

Sub: 309 Corporate Finance

Time- 2.50Hrs.

Subject Code:309 FIN

Max. Marks: 50

Instruction:

1. *All Questions are Compulsory.*
 2. *Each Question carry 10 M*
 3. *Figures to right indicates full credits*
-

Question	CO	Marks
Q.1 Outline the Goals of Corporate Action OR Q.1 Explain the Various Corporate Investment & Financial Decisions	CO1	10 M
Q.2 Illustrate the Concept of Business valuation OR Q.2 Summaries the Various Methods of Corporate Valuation	CO2	10 M
Q.3 Point Out the Various Model of Corporate Governance OR Q.3 Examine the various Criteria of Good Corporate Governance	CO3	10 M
Q.4 Analyze the MM Model for Dividend Policy OR Q.4 Explain the Walters Approach of Dividend Theories	CO4	10M
Q.5 Assess the various techniques of Corporate restructuring OR Q.5 Explain the Various reasons for restructuring	CO5	10M

Sandip Foundation's
Sandip Institute of Technology and Research Centre
 Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA
Internal Exam – April- 2018

Sub: Labour & Social Security Laws
Time- 2 ½ Hrs

Subject Code: 305HR
Max. Marks: 50

Instruction:

1. All Questions are Compulsory.
2. Each Question carry 10 M
3. Figures to right indicates full credits

Question	CO	Marks
Q.1 Introduce the concept of labour law & explain its needs. OR Q.1 What is ILO? Explain its role in detail.	CO1	10 M
Q.2 "Summarize the provisions of Factories Act 1948 relating to 'Working Hours of Adult & 'Employment of Young Persons'. OR Q.2 Define manufacturing process. State the provisions relating to 'Annual leave with wages' under Factories Act.	CO2	10 M
Q.3 Define Wages. Explain the any 7 deductions under the Payment of Wages Act. OR Q.3 Explain in detail the procedure of fixing & revising the minimum wages.	CO3	10 M
Q.4 Write in brief salient features of Gratuity Act, 1972. OR Q.4. Explain is the provisions of Compensation under compensation Act?	CO4	10M
Q.5 Discuss the object, scope & application of the employees Provident & Miscellaneous Provisions Act 1952 OR Q.5 Explain different types of benefits under ESIC.	CO5	10M

Sandip Foundation's
Sandip Institute of Technology and Research Centre
Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA
Internal Exam –April/May- 2018

Sub: Indirect Taxation

Time- 2.50Hrs.

Subject Code: 403FIN

Max. Marks: 50

Instruction:

1. *All Questions are Compulsory.*
 2. *Each Question carry 10 M*
 3. *Figures to right indicates full credits*
-

Question	CO	Marks
Q.1 What is GST? Discuss the evolution of GST OR	CO1	10 M
Q.1 Discuss the advantages and disadvantages of GST		
Q.2 Discuss the need and advantages of registration in GST. OR	CO2	10 M
Q.2 Discuss the threshold for registration under GST		
Q.3 Briefly explain the valuation of Supply Chain under GST OR	CO3	10 M
Q.3 Elaborate the place of supply of goods and services		
Q.4 Illustrate the return filing process of GST. OR	CO4	10M
Q.4 Describe the matching, reversal, and reclaim of input tax credit and matching, reversal and reclaim of reduction in output tax liability		
Q.5 What are the sources of customs law? Discuss the rate of custom duty. OR	CO5	10M
Q.5 Illustrate the classification and valuation of goods.		

Sandip Foundation's
Sandip Institute of Technology and Research Centre
 Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA
Internal Exam: NOV 2017

Sub: BRM
Time- 2.50Hrs.

Subject Code: 104
Max. Marks: 50

Instruction:

1. *All Questions are Compulsory.*
2. *Each Question carry 10 M*
3. *Figures to right indicates full credits*

Question	CO	Marks
Q.1 What is business research? Explain the importance of business research in Managerial decision making. OR Q.1 Define ethics and explain the importance of ethics in business research with suitable examples	CO1	10 M
Q.2 Give the sources of research problem. How a problem is identified? Enumerate the criteria for 10 M the selection of a problem OR Q.2 Discuss in detail the procedure of hypothesis testing with example of one and two tailed test	CO2	10 M
Q.3 How would you differentiate between simple random sampling and complex random sampling 10 M Designs? Explain clearly giving examples. OR Q.3 Discuss the methods of collecting data.	CO3	10 M
Q.4 Differentiate between descriptive statistical analysis and inferential statistical analysis OR Q.4 What do you mean by measures of central tendency? Name different measures of central Tendency and discuss them in brief.	CO4	10M
Q.5 What do you understand by research report or thesis? Indicate its need and importance in the research work. OR Q.5 Distinguish between a technical report and popular report	CO5	10M

Sandip Foundation's
Sandip Institute of Technology and Research Centre
 Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA
Internal Exam: Nov-2017

Sub: Consumer Behaviour
Time- 2.50Hrs.

Subject Code: 306 MKT
Max. Marks: 50

Instruction:

1. *All Questions are Compulsory.*
2. *Each Question carry 10 M*
3. *Figures to right indicates full credits*

Question	CO	Marks
Q.1 Explain the changing concepts of consumer behavior and Explain the key dimensions of consumer Behaviour. OR	CO1	10 M
Q.1 Critically analyze the following statements:- i) "Consumer Behavior is a multi- disciplinary science" ii) "Government and nonprofit making organizations need to study consumer behavior"		
Q.2 What is the effect of Culture and Sub-culture on Consumer Behavior? OR	CO2	10 M
Q.2 Outline the diffusion and adoption process for innovations, with suitable illustrations.		
Q.3 Define Consumer Satisfaction. What is the relationship between Consumer Satisfaction, Repeat Purchase and Committed Customer? OR	CO3	10 M
Q.3 How does consumer seek to reduce post purchase dissonance? As a marketer of Consumer durables, explain how can you provide positive reinforcement to the consumers after they have purchased your brand?		
Q.4 Explain the Howard Seth Model of Consumer Behavior. OR	CO4	10M
Q.4 Explain the Engel Blackwell and Miniard Model of Consumer Behavior		
Q.5 Write a brief note on consumer rights and consumer policy in India OR	CO5	10M
Q.5 Discuss the evolution of consumerism in India		

Sandip Foundation's
Sandip Institute of Technology and Research Centre
Mahiravani, Nashik- 422 213
DEPARTMENT OF MBA
Internal Exam – April- 2017

Sub: Strategic Human Resources
Time- 2 ½ Hrs

Subject Code : 404HR
Max. Marks: 50

Instruction:

1. *All Questions are Compulsory.*
2. *Each Question carry 10 M*
3. *Figures to right indicates full credits*

Question	CO	Marks
Q.1 Define HRM & SHRM. Differentiate between HRM & SHRM. OR Q.1 How Indian perspective on SHRM differ from Western?	CO1	10 M
Q.2 Explain the types of HR strategies. OR Q.2 Explain the impact of HR strategies on organizational Performance.	CO2	10 M
Q.3 Explain career planning, organizational planning and individual centered planning. OR Q.3 Build short notes on; a. Competencies and Competency Mapping b. Organizational effectiveness c. Retention strategies	CO3	10 M
Q.4 Develop strategies for culture management. OR Q.4 Discuss learning organization and employee engagement strategies	CO4	10M
Q.5 Discuss Global Dimensions of HR strategies in international context. OR Q.5 Elaborate Following Concept (any two) a. Developing cross culture sensitivity. b. Training and Development of international staff c. Performance management issues in MNCs.	CO5	10M

Sandip Foundation's
Sandip Institute of Technology and Research Centre
 Mahiravani, Nashik- 422 213
 Sandip Foundation's
DEPARTMENT OF MANAGEMENT STUDIES
Internal Exam – Oct/Nov 2016

Sub: Accounting for Business Decision
Time- 2 ½ Hrs

Subject Code: 101
Max. Marks: 50

Instruction:

- i. All Questions are Compulsory.
- ii. Each Question carry 10 M
- iii. Figures to right indicates full credits

Q.1 "Management accounting is an important tool for planning, control and decision making". Explain the statement CO1

OR

Q.1 "The emphasis of financial accounting is different from that of cost accounting". Comment CO1

Q.2 Prepare cost sheet from the following information: CO2

Particulars		Rs.
Raw material consumed		40000
Wages		10000
Direct expenses		2000
Oil & waste		100
Wages of Foreman		1000
Storekeeper wages		500
Electric power		200
Lighting:		
Factory	500	
Office	200	700
Rent:		
Factory	2000	
Office	1000	3000
Repairs & Renewals:		
Factory Plant	500	
Machinery	1000	
Office Premises	200	1700
Depreciation:		
Plant & Machinery	200	
Office Premises	500	700
Consumable stores		1000
Managers salary		2000
Directors fees		500
Office printing & stationary		200
Telephone charges		50

Purchases	69000	
Carriage Inward	600	
Travelers' Commission	6000	
Insurance Premium	2000	
Motor	3000	
Carriage Outward	1400	
Sales		84000
Salaries	5000	
Bank charges	105	
RDD		1500
Debtors	20000	
Creditors		7500
	293000	293000

The following adjustments are to be considered:

- Closing stock was valued at market price Rs. 46000 and as per book Rs. 48000.
- Insurance premium amounting to be Rs.800 is prepaid.
- Outstanding salaries amount to Rs.1000
- Depreciate Plant & Machinery @ 10 per cent and Motor @ 20 per cent.
- Create a Reserve for Doubtful debts @ 10 per cent on Debtors.

CO4

OR

Q.4 The following are the balances extracted from the books of ABC as on 31 December 2012. From these balances prepare his trading & profit & loss account and Balance sheet as on that date.

Particulars	Dr	Cr
Opening stock	12000	
Purchases	40000	
Sales		86000
Discount		400
Sales return	6000	
Building	50000	
Debtors	16000	
Salaries	2400	
Office expenses	1200	
wages	10000	
Purchase return		4000
Interest		800
Travelling expenses	400	
Fire Insurance Premium	800	
Machinery	20000	
Carriage on Purchases	700	
Commission	400	
Cash in hand	2300	
Rent & Taxes	1800	
Capital		62000
Creditors		10800
	164000	164000

The following adjustments are to be considered:

- Closing stock was valued at Rs. 16000.
- Wages Rs. 2000 & Salaries Rs. 1200 are outstanding.
- Rent for two months at the rate of Rs. 500 per month is Outstanding
- Depreciate Building by 5% and Machinery by 10%.
- Prepaid insurance Rs.200

CO4

Sandip Foundation's
Sandip Institute of Technology and Research Centre
 Mahiravani, Nashik- 422 213
 Sandip Foundation's
DEPARTMENT OF MANAGEMENT STUDIES
Internal Exam – April 2016

Sub: Financial Management

Time- 2 ½ Hrs

Subject Code: 202

Max. Marks: 50

Instruction:

- i. All Questions are Compulsory.
- ii. Each Question carry 10 M
- iii. Figures to right indicates full credits

Q.1 "Financial Management is closely related to Economics". Explain CO1

OR

Q.1 'A Finance Manager is a Person who is responsible in a significant way to carry out the finance functions'. Justify CO1

Q.2 Following are the summarized Balance Sheet of Abhijit Ltd. as on 31st March 2014 and 2015. You are required to prepare a funds flow Statement for the year 31st March 2015.

Balance sheet

Liabilities	Amount Rs. 31.3.2014	Amount Rs. 31.3.2015	Asset	Amount Rs. 31.3.2014	Amount Rs. 31.3.2015
Share Capital	100000	125000	Goodwill	Nil	2500
General Reserve	25000	30000	Land & Building	100000	95000
P&L A/c	15250	15300	Plant & Machinery	75000	84500
Long Term Loan	35000	67600	Stock	50000	37000
Creditors	75000	Nil	Debtors	40000	32100
Provision for Tax	15000	17500	Cash in Hand	250	4300
Total Rs.	265250	255400	Total Rs.	265250	255400

Additional Information:

- i) Depreciation written off on Plant & Machinery Rs.7000 and on Land & Building Rs.5000.
- ii) Provision for Tax was made during the Year Rs.16500.
- iii) Dividend of Rs. 11500 was paid. CO2

OR

Q.2 Explain the preparation of Funds Flow Statement. CO2

Q.3 The Management of Alpha Ltd. Has called for a statement showing the working capital needed to finance a level of activity of 300000 units of output for the year. The cost structure for the company's product for the above mentioned activity level is detailed below:

Q.5 XYZ Ltd. is considering investing in a project that is expected to cost Rs. 1200000. The expected cash inflows (Before tax & depreciation) are given below. The company is using straight line method of depreciation. The company tax rate is 50%. CO5

Cash inflows (before tax & depreciation)

Year	Rs.
1	300000
2	300000
3	450000
4	450000
5	750000
Total	2250000

Calculate:

i) Payback period & ii) Net Present Value if cost of capital is 10%

Note: The Present value factor @10% are as follows:

Year	1	2	3	4	5
Rs.	.909	.826	.751	.683	.621

OR

Q.5 Explain the Factors affecting on Capital Budgeting.

CO5