

Assignments

Master of Business Administration

(Through Distance Education)

(Odd Semester)

MBA III Semester

Session: 2017-18



Directorate of Distance Education

Guru Jambheshwar University of Science & Technology

Hisar

Compiled by

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Course Co-ordinator

MBA Programme, DDE, GJUS& T

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT -I

Programme : MBA

Semester : III

Course: Business Policy & Strategic Management

Code: CP-301

Total Marks: 15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1 What do you understand by a Business Plan? Discuss the issues of strategic management in devising a business plan.

Q.2. Outline the vision, mission and objectives and goals of any two organizations in India.

Q.3. Discuss and compare BCG matrix and GE- nine cell models with suitable illustration. How the strategic decisions are influenced by application of these models?

ASSIGNMENT-II

Programme : MBA

Semester : III

Course: Business Policy & Strategic Management

Code: CP-301

Total Marks: 15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1. What do you mean by competitive advantage? Explain the factors responsible for competitive advantage.

Q.2. How the Experience Curve and Industry Analysis are important in the context of strategy formulation and planning? Illustrate by giving a real life organization of your choice.

Q.3. Taking an example of any organization or company working in India and discuss the following by elaborating the concepts:

- a. Strategic Decisions
- b. BCG Matrix
- c. Concept of Value Chain.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme : MBA

Semester : III

Course: Business Legislation

Code: CP-302

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

- Q.1 Rani, a film actress agreed to work exclusively for a period of two years, for a film production company. However, during the said period she enters into a contract to work for another film producer. Discuss the rights of aggrieved film Production Company under the Indian Contract Act.
- Q.2 State the provisions of Companies Act regarding the alteration of the objects clause of the Memorandum of Association. Is it essential for company get the approval of the Company Law Board for the purpose?
- Q.3 A owes B Rs. 5 lakhs. A draws a crossed cheque for this amount in favour of B. A dies and the cheque is afterwards found among his papers. Now B gets this cheque and claims payment. Will B succeed? Give reasons.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-II

Programme : MBA

Semester : III

Course: Business Legislation

Code: CP-302

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1 State by whom contract should be performed? Is the promise bound to accept performance from persons other than the promisor?

Q.2 Sunny sold his car to Bobby for Rs. 2,00,000. After inspection and satisfaction, Bobby paid Rs. 75,000 and took possession of the car and promised to pay the remaining amount within a month. Later on Bobby refuses to give the remaining amount on the ground that the car was not in a good condition. Advise Sunny as to what remedy is available to him against Bobby.

Q.3 A director of a public company apprehends that as a result of change in the ownership of shares held in the company, a change will occur in the Board of Directors which would affect prejudicially the affairs of the company. Advise him.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

PROGRAMME : MBA
COURSE: CORPORATE TAXATION

SEMESTER : III
CODE: FM-303

TOTAL MARKS=15

Important Instructions : Attempt all three questions from the assignment given below. All questions are to be attempted in legible handwriting on plane white A 4 size papers and handed over for evaluation to the Directorate of Distance Education. Each question carries 5 marks and the total marks are 15.

1. “The incidence of taxation depends on the residential status of an assessee.” Discuss and illustrate. What tax planning can be done on the basis of residential status?
2. “Under section 80-G of the I.T.Act, 1961, the deductions relating to donation are to be claimed by the assessee.” Discuss their detailed provisions with examples.
3. Define tax -planning. Discuss the essentials of tax planning and tax avoidance.

ASSIGNMENT-II

PROGRAMME : MBA
COURSE: CORPORATE TAXATION

SEMESTER : III
CODE: FM-303

TOTAL MARKS=15

Important Instructions : Attempt all three questions from the assignment given below. All questions are to be attempted in legible handwriting on plane white A 4 size papers and handed over for evaluation to the Directorate of Distance Education. Each question carries 5 marks and the total marks are 15.

1. What kind of tax planning you will make if you are a general manager in a private sector steel company? Support your answer with complete examples.
2. A newly established company XYZ Ltd. Wants to know the relief and rebates for tax planning. The company has approached to for detailed advice and you are required to a write a report along with explanations, if necessary.
3. “The incidence of taxation depends on the residential status of an assessee.” Discuss and illustrate. What are the new changes made by the Government in this connection in Union Budget 2017-18?

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme : MBA

Semester : III

Course: Security Analysis & Investment Management

Code: FM-304

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1. Discuss various types of financial securities. Also explain the risks and returns involved in various equity and debt instruments.

Q.2. What is a beta risk? How it is calculated? Take any two securities listed in NSE from the website of NSE and calculate their beta for the last one year.

Q.3. Explain the procedure of SEBI regarding the launching an IPO issue. Elaborate any real life IPO issue from the web site of NSE.

ASSIGNMENT-II

Programme : MBA

Semester : III

Course: Security Analysis & Investment Management

Code: FM-304

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1. What are the various tools of analysis used by technicians for investment decisions? Also state the recent developments that have taken place in the Indian Stock Markets.

Q.2. Describe with illustrations, various theories of valuation of fixed income and variable income securities.

Q.3. What do you mean by NIFTY? Explain its composition for construction of NIFTY and what are the criteria of determining its composition? Also describe the role of brokers and traders in stock market.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT

ASSIGNMENT-I

Programme : MBA

Semester : III

Course: Management of Financial Institutions

Code: FM-305

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1. Differentiate between financial institution and banks. Discuss the role and importance of financial institution in economic growth.

Q.2. How will you evaluate the risks and returns of assets and liabilities of financial institutions? What are various types of risk in financial institutions? Explain their nature and strategies to mitigate.

Q.3. What is the impact of interest rate on an economy? How short term and long term interest rate co-related?

ASSIGNMENT-II

Programme : MBA

Semester : III

Course: Management of Financial Institutions

Code: FM-305

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plain white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1. Explain the objectives and functions of IFCI. With the help of available information on web –site of IFCI, describe the performance of IFCI in loan disbursement to industries. .

Q.2. “Financial Planning is more than understanding and suggesting the investors about the investment avenues.” Justify this argument by illustrating the nature, role, relevance and importance of financial planning by investment companies.

Q.3. Comment on the following:

- a. RBI and Demonetization
- b. Basel Norms
- c. Development Financial Institutions (DFIs)

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme : MBA

Semester : III

Course: Principles of Insurance and Banking

Code: FM-306

Total Marks=15

Important Instructions

Attempt all three questions from the assignment given below. All questions are to be attempted in legible handwriting on plain white A 4 size papers and handed over for evaluation to the Directorate of Distance Education. Each question carries 5 marks and the total marks are 15.

1. "The Reserve Bank of India is not only Controller of Credit but also a promoter of credit".
Comment.

2. You are the manager of a branch. The following situations very often:
 - a. A customer telephones to ask his balance.
 - b. A stranger telephones saying that he has been given a cheque by your customer and enquires whether it would be met on presentation.
 - c. A branch of your bank telephones saying that one of its customer's hold a cheque drawn on your branch and asks if it would be paid on presentation?

How would you deal with each of the above situations?

3. What is the procedure of settlement of claims in case of death in life insurance?

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-II

Programme : MBA

Semester : III

Course: Principles of Insurance and Banking

Code: FM-306

Total Marks=15

Important Instructions

Attempt all three questions from the assignment given below. All questions are to be attempted in legible handwriting on plain white A 4 size papers and handed over for evaluation to the Directorate of Distance Education. Each question carries 5 marks and the total marks are 15.

ASSIGNMENT-II

1. What do you mean by Statutory Liquidity ratio and Cash Reserve Ratio? How their variations affect banks?
2. A customer approaches his banker for a loan of Rs. 7 lakhs and is prepared to submit any of the following security:
 - a. A palace costing Rs. 12 lakhs.
 - b. A life insurance policy of Rs. 11 lakhs.
 - c. Partially paid shares of a joint stock company worth Rs. 12.5 lakhs
State which of the securities should the banker prefer and why?
3. Explain the presence of insurable interest in various general insurance contracts.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

_Programme : MBA

Semester : III

Course: Advertising Management

Code: MM-307

Total Marks=15

Important Instructions

- i. Attempt all the three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper and to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

1. Define advertising .Why is it said, “No advertising, no marketing.” How does it help in creating primary and selective demand?

2.Is everything fair in advertising? Discuss major socio-cultural and ethical criticisms of advertising.

3. Why sales shouldn't be taken as advertising objective? Discuss DAGMAR approach in this context.

ASSIGNMENT-II

Programme : MBA

Semester : III

Course: Advertising Management

Code: MM-307

Total Marks=15

Important Instructions

- i. Attempt all the three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper and to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

1. How an advertising copy is prepared? What are components of an ad copy?

2. Discuss different types of media of advertising highlighting their respective advantages and limitations. What are the factors influencing the choice of media-mix?

3. What is the rationale of measuring advertising effectiveness? Discuss different techniques of measuring advertising effectiveness.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme : MBA

Semester : 3

Course: Sales Management

Code: MM-308

Total Marks=15

Important Instructions

Attempt all three questions from the assignment given below. All questions are to be attempted in legible handwriting on plane white A 4 size papers and handed over for evaluation to the Directorate of Distance Education. Each question carries 5 marks and the total marks are 15.

1. Explain changing role of a sales force and skills of modern sales manager. Also discuss importance of personal skills and sales management.
2. Mention the various internal and external sources used by companies for locating or identifying the prospective candidates. Which activity or part is considered by sales manager as the most difficult in the entire staffing process and why?
3. Which compensation plan allows an organization the most control on salespeople and which plan is better for obtaining high sales? Why?

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-II

Programme : MBA

Semester : III

Course: Sales Management

Code: MM-308

Total Marks=15

Important Instructions

Attempt all three questions from the assignment given below. All questions are to be attempted in legible handwriting on plane white A 4 size papers and handed over for evaluation to the Directorate of Distance Education. Each question carries 5 marks and the total marks are 15.

1. What criteria a sales manager should use while designing (or selecting) a mix of motivational tools? What methods a sales manager can use to interact (or supervise) with salespeople?
2. Why is it necessary for companies to establish sales territories and why it is important for a sales manager to set quotas for salespeople?
3. Describe the steps involved for evaluating and controlling sales force performance and why companies go for sales cost analyses.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

Programme : MBA

Semester : III

Course: Consumer Behaviour

Code: MM-309

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1 Explain your understanding of consumer behaviour.

Q. 2 Discuss the elements of consumer perception.

Q. 3 Define attitude. How does attitude change?

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-II

Programme : MBA

Semester : III

Course: Consumer Behaviour

Code: MM-309

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

ASSIGNMENT-II

Q.1 Explain the concepts of personality and self concept.

Q.2 What is a reference group? Explain the influence of reference group on consumer behaviour.

Q.3 What is diffusion? How diffusion of innovation occurs?

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme : MBA

Semester : III

Course: Rural Marketing

Code: MM-310

Total Marks=15

Important Instructions

- i. Attempt all the three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper and to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q. 1. Is it still true that the rural markets buy products for satisfying basic needs and not high end products? Give reasons.

Q. 2. What are the socio-economic and cultural characteristics that differentiate rural markets from their urban counterparts? Illustrate.

Q. 3. Explain the process of marketing of services in rural markets assuming any hypothetical service offering.

ASSIGNMENT-II

Programme : MBA

Semester : III

Course: Rural Marketing

Code: MM-310

Total Marks=15

Important Instructions

- i. Attempt all the three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper and to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q. 1. How do tractor manufacturers use personal selling as a means of sales promotion?

Q. 2. Which institutions are engaged in the marketing of agricultural products? Explain the supply chain and business models for marketing agro products.

Q. 3. How are agricultural products classified? Explain with suitable examples.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT - I

Programme : MBA

Semester : III

Course: Management of Industrial Relation

Code: OBH-311

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1. Define industrial relations. Explain the impact of emerging socio-economic scenario on industrial relation in India.

Q.2. Explain the following:

- (a) Negotiation and collective settlements
- (b) Technological change and Industrial relations.

Q.3. What is a trade union? Why do employees join trade union? What are the problems of trade union in India? Discuss any live case of industrial dispute in recent years.

ASSIGNMENT - II

Programme : MBA

Semester : III

Course: Management of Industrial Relation

Code: OBH-311

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1. What is participative management? Explain the techniques of participation of management? How it is crucial in settling of industrial disputes and maintaining industrial relations?

Q.2. “The concept of Quality Management has undergone paradigmatic shifts in recent years.” Do you agree with this argument? How do quality control circles contribute towards quality management?

Q.3. Critically examine the role of on grievance management mechanism in India? Explain its nuances by elaborating at-least one real life case in Indian context.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

Programme : MBA

Semester : I11

Course: Managing Interpersonal and Group Processes

Code: OBH-312

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Assignment I

1. Define group. What are its types? Explain merits and demerits of each.
2. Define group cohesiveness. What are factors responsible for group cohesiveness?
3. Explain various group decision making techniques. Discuss merits and demerits of these techniques.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

Programme : MBA

Semester : I11

Course: Managing Interpersonal and Group Processes

Code: OBH-312

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Assignment -II

1. Define communication. What are the factors influencing communication network? How will you manage organizational communications?
2. Distinguish between groups and teams. What are the characteristics of high performance teams?
3. What are the various stages of group development? Discuss the importance and method of reducing distrust in the organizations.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme : MBA

Semester : III

Course: Human Resource Planning and Development

Code: OBH-313

Total Marks=15

Important Instructions

Attempt all three questions from the assignment given below. All questions are to be attempted in legible handwriting on plain white A 4 size papers and handed over for evaluation to the Directorate of Distance Education. Each question carries 5 marks and the total marks are 15.

ASSIGNMENT-I

1. Discuss various HRM demand forecasting techniques. As a human resource manager which manpower demand forecasting techniques will be suitable for your organization and why?
2. Discuss HRD climate and culture. What are the differences between HRD culture and Organizational culture? Suppose you are working as a human resource manager in your organization which strategy will you adopt to create best organizational culture?
3. Explain Human Resource Information System. As a manager of your organization how would you deal the problems of HRIS? How HRIS will be useful for your organization?

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-II

Programme : MBA

Semester : III

Course: Human Resource Planning and Development

Code: OBH-313

Total Marks=15

Important Instructions

Attempt all three questions from the assignment given below. All questions are to be attempted in legible handwriting on plane white A 4 size papers and handed over for evaluation to the Directorate of Distance Education. Each question carries 5 marks and the total marks are 15.

ASSIGNMENT-II

1. What is Human Resource Planning? Discuss various manpower supply forecasting techniques. As a human resource manager which manpower supply forecasting techniques will be suitable for your organization and why?
2. What are the differences between Career Management and Career Planning? Suppose you are working as a human resource manager in your organization which strategy will you adopt for the career development of the employees of your organization and why?
3. Explain Human Resource Valuation and Accounting system. As a manager of your organization which HRM accounting methods will be adopted by you and why?

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme : MBA

Semester : III

Course: Organization Effectiveness and Change

Code: OBH-314

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

ASSIGNMENT-I

- Q.1 “Change doesn’t occur in vacuum. There are number of factors operating both within and outside the organization which cause the change to take place”. Discuss the statement in light of forces impacting change.
- Q.2 In any change program, change agent has to deal with a number of issues. Identify these issues and the skills required to deal with the issues.
- Q.3 Identify and discuss the ethical issues concerning any organization of your choice

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-II

Programme: MBA

Semester: III

Course: Organization Effectiveness and Change

Code: OBH-314

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
 - ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.
- Q.1 “Learning organization is one where there is continuous learning”. Do you agree? Why or why not?
- Q.2 It is believed that participation is the best method for identifying differences and resolving conflicts. Do you agree? Why or Why not?
- Q.3 Suppose you have just passed college and got a new job in an MNC. What would you do to maximize your power and to step up in your career in a new job?

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme: MBA

Course: IB-315: International Business Environment

Semester: 3rd

Code: IB-315

Total Marks=15

Important Instructions

Attempt all three questions from the assignment given below. All questions are to be attempted in legible handwriting on plane white A 4 size papers and handed over for evaluation to the Directorate of Distance Education. Each question carries 5 marks and the total marks are 15.

1. Describe the economic and political environment of international business in detail. If you are doing business what do you think how political and economic environment can affect you.
2. Suppose you are doing international business. What are the various problems faced by you during the business and what is the role of tariff and non-tariff barriers while doing international business?
3. Describe Foreign Exchange Market Mechanism. What are the various determinants of Exchange Rates? If you are doing business with various countries how can you exchange money for sale and purchase? Do you think international banks can play an important role in it?

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme: MBA

Course: IB-315: International Business Environment

Semester: 3rd

Code: IB-315

Total Marks=15

Important Instructions

Attempt all three questions from the assignment given below. All questions are to be attempted in legible handwriting on plain white A 4 size papers and handed over for evaluation to the Directorate of Distance Education. Each question carries 5 marks and the total marks are 15.

1. We are living in a globalized world where international business is important for an economy. Why does globalization impact most businesses today?
2. Why would many companies be doing business as franchising, licensing and joint venture? Give the examples of various companies doing business accordingly.
3. How Negotiation is important in International Business. By doing an international business what do you think, how negotiations can impact your business.

ASSIGNMENT

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme : MBA

Semester :III

Course: Export-Import Procedures, Documentation and Logistics

Code: IB-316

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1 List the documents used in export-import. Narrate the types, formation, elements and legal dimensions of international business contracts.

Q. 2 Define Business Risk. What is Credit and Foreign Exchange Risk Coverage? How the risks are covered in international business. What are the Foreign Exchange Regulations and Formalities in export-import business?

Q. 3 Elaborate the process required for the negotiations of documents with banks. Explain the procedures and documentation for availing export incentives.

ASSIGNMENT

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-II

Programme : MBA

Semester :III

Course: Export-Import Procedures, Documentation and Logistics

Code: IB-316

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1 What is the role of Cargo Insurance in international business? How to get insurance cover for export-import business risk? Explain is the process of quality control and pre-shipment?

Q.2. Enumerate the importance of containerisation in international business. How the international agreements and conferences on Sea Transport help the international trade?

Q.3 Elaborate the procedure of an export order. List the documents used in export-import business. How to get Export-Import license from DGFT.

ASSIGNMENT

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme : MBA

Semester :III

Course: India's Foreign Trade Policy

Code:IB-317

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1 Write an essay on the directional pattern of India's Foreign Trade in Global Context. Discuss the structure and equilibrium of India's Balance of Payment.

Q.2 List out the major commodities of imports and export from India to European Countries. Also comment on the potential of these exports to American countries. State the role of State Trading Organizations in foreign trade.

Q.3 Narrate the role of Export Processing Zones. How the Export Oriented Units and Export & Trading House Schemes helps in India's international business.

ASSIGNMENT

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-II

Programme : MBA

Semester :III

Course: India's Foreign Trade Policy

Code: IB-317

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1 Is there any problem with BOP of India? If so, analyse the reasons and discuss the foreign trade and BOP situation of India?

Q.2. Elaborate the process to get Import and Export License for International Business in India. Discuss how the Import Substitution and Export Promotion Policies are helpful in boosting the foreign trade from India.

Q.3 Write short notes: (i) Infrastructure support for Export Promotion (ii) Export Promotion Councils (iii) Commodity Boards

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme : MBA

Semester : III

Course: Foreign Exchange Management

Code: IB-318

Total marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1. What do you understand by foreign exchange market? Explain the structure and various participants of the foreign exchange market.

Q.2. Differentiate spot and forward exchange rate. Explain various elements that constitute and affect forward exchange rate?

Q.3. Discuss various methods used in forecasting exchange rates?

ASSIGNMENT-II

Programme : MBA

Semester : III

Course: Foreign Exchange Management

Code: IB-318

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plain white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q. 1. What are various types of foreign exchange risks? How these affect the business and trade of the countries? Explain.

Q. 2. Comment and discuss on the following terms:

- (a) Bid-ask rate and Bid –offer spread
- (b) Demonetization and Foreign Exchange
- (c) Value date and broken date

Q. 3. Suppose you are working as foreign exchange manager in an organization, point out various activities of a company that result in foreign exchange exposure and how would you manage its transaction exposure?

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme : MBA

Semester : III

Course: Management Support System

Code: ITM-319

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1 Define DSS. Elaborate the role of DSS in business.

Q.2. What is Executive Information System (EIS)? List and briefly describe its limitations. Briefly describe the Executive Information System of tomorrow.

Q.3. Write notes on the following:

(a) What do you mean by Fuzzy Logic? Explain its advantages and limitations.

(b) Define “What –if analysis”? How do spreadsheet software systems

Work as DSS tool?

ASSIGNMENT-II

Programme : MBA

Semester : III

Course: Management Support System

Code: ITM-319

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1. What is Expert system. How is it different from DSS? Describe the benefits, problems and limitations associated with expert system.

Q.2. Define Groupware. Where is it applicable? Describe the various classification of groupware. What is Group thinking? Provide an example of a group thinking situation.

Q.3. Elaborate the concept of abstract model. Explain the various types of abstract models.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme : MBA

Semester : III

Course: System Analysis and Design

Code: ITM-320

Total Marks=15

Important Instructions

Attempt all three questions from the assignment given below. All questions are to be attempted in legible handwriting on plane white A 4 size papers and handed over for evaluation to the Directorate of Distance Education. Each question carries 5 marks and the total marks are 15.

1. Define system with examples. 'A system leads to a lot of planning and less of implementation.' Do you agree, justify your answer.
2. Distinguish between initial investigation and feasibility study. Elaborate the role of operational, technical and economical feasibilities in SAD.
3. What do you mean by system control and quality assurance? Write short note on system administration and training.

**GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY,
HISAR**

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-II

Programme : MBA

Semester : III

Course: System Analysis and Design

Code: ITM-320

Total Marks=15

Important Instructions

Attempt all three questions from the assignment given below. All questions are to be attempted in legible handwriting on plane white A 4 size papers and handed over for evaluation to the Directorate of Distance Education. Each question carries 5 marks and the total marks are 15.

1. What is System Development Life Cycle? What is the difference between analysis and design? How would an analysis determine the users' needs for a system? Explain.
2. Elaborate the project management techniques for managing software projects. Write short notes on the importance of software selection, hardware acquisition and vendor selection.
3. Elaborate the importance of Data Flow Diagrams and Data Dictionaries in System Analysis and Design. What is the role of decision analysis and decision trees in it?

**GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY,
HISAR**

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme : MBA

Semester : III

Course: Database Management Systems

Code: ITM-321

Total Marks=15

Important Instructions

Attempt all three questions from the assignment given below. All questions are to be attempted in legible handwriting on plane white A 4 size papers and handed over for evaluation to the Directorate of Distance Education. Each question carries 5 marks and the total marks are 15.

1. What is the need of DBMS? What are the applications where we can use Database Management System?
2. 'An entity–relationship model (ER model) is a systematic way of describing and defining a business process'. Elaborate the statement and discuss the geometric shapes and their meaning in an ER model. What are the advantages of Relational Model?
3. What does SQL stand for? What are the managerial issues related to Data Base Management. What are the recovery issues related with it and how to hand these issues.

**GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY,
HISAR**

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-II

Programme : MBA

Semester : III

Course: Database Management Systems

Code: ITM-321

Total Marks=15

Important Instructions

Attempt all three questions from the assignment given below. All questions are to be attempted in legible handwriting on plane white A 4 size papers and handed over for evaluation to the Directorate of Distance Education. Each question carries 5 marks and the total marks are 15.

1. Describe and define the key properties of a database system. Give an organizational example of the benefits of each property.
2. Explain the difference between external, internal, and conceptual schemas. How are these different schema layers related to the concepts of logical and physical data independence?
3. What are the responsibilities of a DBA? What are the re-organisation problems in DBMS? How to handle the implementation and maintenance issues in DBMS?

ASSIGNMENT

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme : MBA

Semester :III

Course: DATABASE MANAGEMENT SYSTEMS

Code: ITM-321

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1 Enumerate the disadvantages of File Processing System? How DBMS helps to overcome these limitations? Discuss the role of three levels of data abstraction.

Q. 2 “Normalization is a process of analysing the given relation schemas based on their Functional Dependencies (FDs) and primary key to achieve the properties.” Elaborate the definition and discuss how it helps in minimizing redundancy, and minimizing insertion, deletion and update anomalies.

Q. 3 Now-a-days almost all the fields use database management system. List some of the database applications where DBMS can be applied. Clarify how DBMS helps the managers in decision making?

ASSIGNMENT

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-II

Programme : MBA

Semester :III

Course: DATABASE MANAGEMENT SYSTEMS

Code: ITM-321

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1 Highlight the managerial issues related to Data Base Management System? What would be the implementation and maintenance issues of DBMS in today's business environment? Elaborate.

Q.2. "Relational DBMS (RDBMS) include Data Definition Language (DDL) for defining the structure of the database, Data Control Language (DCL) for defining security/access controls, and Data Manipulation Language (DML) for querying and updating data." Elaborate the definition and list various components of RDBMS. Why the study of a RDBMS is necessary for successful implementation of distributed systems? Discuss.

Q.3 List various data base management models. Elaborate diagrammatically. What would be the recovery issues of DBMS? Discuss the role of database administrator in resolving these issues.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme: MBA

Semester: III

Course: Internet Programming for E-Commerce

Code: ITM-322

Total Marks=15

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

QUESTIONS

1. With the help of HTML tags and VB/Java scripts, design a home page of your university website.
2. Highlight various benefits and features of IIS Version 10. What are the hardware requirements to have IIS Version 10?
3. Elaborate the working of digital signature with the help of suitable illustration.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-II

Programme: MBA

Semester: III

Course: Internet Programming for E-Commerce

Code: ITM-322

Total Marks=15

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1. Using HTML tags and VB/Java scripts, design the home page of a bank website.

Q.2. To make Digital India concept successful, what cyber laws India must possess?

Q.3. Highlight various benefits and features of Apache web server. What are the various security issues that must be considered while instating Apache web server?

ASSIGNMENT

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme : MBA

Semester :III

Course: SUPPLY CHAIN MANAGEMENT

Code: POM-323

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1 “Inventory Management is one of the important pillars of Supply Chain Management.” Discuss the statement and narrate any four selective inventory control techniques. Write short note on transportation infrastructure required for effective supply chain management.

Q. 2. How the Porter’s Industry Analysis and Value-Chain Models are important as strategic considerations in supply chain? Elaborate diagrammatically.

Q. 3 Differentiate between Inbound Logistics and Outbound Logistics? List the contents and narrate the importance. Why the Supply Chain Management is considered as important strategic tool in the present business scenario?

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-II

Programme : MBA

Semester :III

Course: SUPPLY CHAIN MANAGEMENT

Code: POM-323

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1 What are the important decision phases in a supply chain. Explain the significance of each phase. Describe how a company can get strategic advantage through implementing effective Supply Chain Management (SCM)?

Q.2. Write short notes on: (i) Role of Warehousing in SCM (ii) Different types of carriers used for transportation (iii) Importance of Materials Handling

Q.3. Elaborate the role and importance of supply chain management in e-commerce. Discuss the role of vendor development, supplier partnership, and multi-level supply control in supply chain management.

**GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY,
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DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme : MBA

Semester : III

Course: TOTAL QUALITY MANAGEMENT

Code : POM-324

Total Marks=15

Important Instructions

Attempt all three questions from the assignment given below. All questions are to be attempted in legible handwriting on plain white A 4 size papers and handed over for evaluation to the Directorate of Distance Education. Each question carries 5 marks and the total marks are 15.

Q.1 As a manager of a small sporting goods store, describe how you would train front-line employees to handle customer complaints. How does employee satisfaction relate to customer satisfaction?

Q.2 What do you mean by statistical process control? What are the attributes of control charts? How can we predict 'the out of order processes' with the help of control charts?

Q.3 'Quality costs cross department lines by involving all activities of the organization—marketing, purchasing, design, manufacturing, and service, to name a few.' Discuss the statement and state how to optimize quality costs.

**GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY,
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DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-II

Programme : MBA

Semester : III

Course : TOTAL QUALITY MANAGEMENT

Code : POM-324

Total Marks=15

Important Instructions

Attempt all three questions from the assignment given below. All questions are to be attempted in legible handwriting on plain white A 4 size papers and handed over for evaluation to the Directorate of Distance Education. Each question carries 5 marks and the total marks are 15.

Q.1 Explain Deming's concept of total quality management. Discuss the strengths and weaknesses of Deming's philosophy.

Q.2 'Continuous Process Improvement concept implies that there is no acceptable quality level because the customer's needs, values, and expectations are constantly changing and becoming more demanding.' Discuss the statement in the view of customers' perception of quality.

Q.3 What are the objectives of ISO 9000? State the benefits of ISO 9000 certification. How this certification could be achieved?

Prepared by: Dr. Vijender Saini, HSB

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-I

Programme : MBA

Semester : III

Course: Purchase And Materials Management

Code: POM-325

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

ASSIGNMENT-I

1. Discuss in detail Material Logistics Warehousing Management?
2. Acceptance Sampling Plans are important. Imagine yourself to be a quality controller, how you would use this to measure quality?
3. What are the important dimensions to be considered in Price Determination? How would you as a manager Negotiate for it?

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-II

Programme : MBA

Semester : III

Course: Purchase And Materials Management

Code: POM-325

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

ASSIGNMENT-II

1. What important Legal aspects are to be considered while national and international purchase decisions are to be made?
2. Vendor-Process Capability – discuss its meaning. How would you evaluate the Vendor – Process capability of a vendor whom you are supposed to make a deal for long term?
3. If you were to evaluate Appraisal Methods for Purchasing of Capital Equipment, which according to you would be most effective?

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

Programme : MBA

Semester : III

Course: Production Planning and Control

Code: POM-326

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

Q.1 What is production planning and control? Discuss the importance of production planning and control.

Q. 2 What is material requirement planning?

Q. 3 Explain aggregate planning strategies.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

ASSIGNMENT-II

Programme : MBA

Semester : III

Course: Production Planning and Control

Code: POM-326

Total Marks=15

Important Instructions

- i. Attempt all three questions from the assignment given below. Each question carries 5 marks.
- ii. All questions are to be attempted in legible handwriting on plane white A 4 size paper is to be submitted to the Directorate of Distance Education for evaluation either in person or through Speed Post.

ASSIGNMENT-II

Q.1 Explain the major issues of inventory control system.

Q.2 What is scheduling? Discuss the techniques of scheduling.

Q.3 What is ERP?

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR

DIRECTORATE OF DISTANCE EDUCATION

LAST DATE OF SUBMISSION OF ASSIGNMENTS

| Last Date of submission of Internal Assignment | | |
|-------------------------------------------------------|---------------------------------------|---------------------------------------|
| Odd Semester | Even Semester | Annual System |
| <i>31st December every year</i> | <i>31st May every year</i> | <i>31st May every year</i> |

NOTE:

The Students have will to submit two internal handwritten assignments of each theory paper carrying 15 marks each in the stipulated time period mentioned above. Assignments will be available on University website.

Further, in any case a student is not able to submit the internal assessment within the stipulated time then he/she can submit the assignment with a fine of Rs. 500/- upto 10 days before commencement of theory examination. Thereafter, a lump sum fine of Rs. 1000/- will be charged for late submission of assignment upto one month of the last theory paper of the concerned semester/ year.

After that the assignment will not be accepted and the student will be treated as ***ABSENT*** in internal marks However, on the genuine request/ grounds the Director (DE) on the recommendations of the concerned Course- Co-ordinator may allow the candidate to re-submit the assignment with a fine of Rs. 2000/- upto 20 days after declaration of the result of their examination. ***No request for re-evaluation of internal assignment will be considered.***