

सत्रीय कार्य / Assignment Work – 2014-15

MBA – 3RD SEM

Max Marks – 30

Min Marks-12

निर्देश : सत्रीय कार्य के प्रत्येक विषय में कुल 30 अंक हैं। सभी प्रश्नों के अंक समान होंगे। सभी प्रश्न हल कीजिए। (Assignment Work of each paper carries 30 Marks. All questions carry equal marks. Attempt all questions.)

SALES AND DISTRIBUTION MANAGEMENT – I

1. Write short notes on: (i) SMBO (ii) Selling activities of a firm.
2. Elaborate the important sources of recruitment.
3. Discuss the factors influencing compensation plan for sales force.
4. Discuss the types of sales territories highlighting their utility and importance.
5. What are objectives of a sales audit and sales analysis?

MARKETING COMMUNICATION – II

1. How do you communicate with product providers? Do they understand your communication needs?
2. What constitutes effective and efficient marketing communication?
3. Communication can be thought of as a form of industrial production. Explain this point of view.
4. If there were no brands, how would your life be affected?
5. How does marketing communication impact upon brand name?

BUSINESS TAXATION – III

1. Write a short note on national & international double taxation
2. Explain the role of international organizations.
3. Discuss the factors of Tax Havens.
4. Write a note about the political campaign against WUT.
5. Write a short note on General international law.

VENTURE CAPITAL FINANCING - IV

1. Write the history of venture capital.
2. Write short note on-
(1) Market (2) Technology (3) Competition
3. Suppose that XYZ Fund I earns the same GVM as the partners earned for Goldenbucks. What would be the value multiple for the fund?
4. Write short note on the economics of vc.
5. Explain how to avoid valuation confusion?

Finance

TREASURY & FUND MANAGEMENT - V

1. Discuss the factors of identifying risks.
2. How would you go about raising the finance?
3. Write short note on call options.
4. Write a definition of Interest rate swaps.
5. Why do exchange rates move?

FINANCIAL SERVICES & MARKETS - VI

1. Discuss the regulatory framework for mutual funds in India.
2. Explain the investor's protection measures taken by the regulatory authorities in the primary market.
3. How is the performance of an industry to be assessed for investment purposes?
4. Explain the nature and scope of Financial Services.
5. Explain the various steps involved in Stock trading and Trading.

SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT - VII

1. What are the different markets available in the Indian financial market system?
2. What is the clearing and settlement cycle for equities at NSE?
3. What are the means for raising capital in the primary market? explain the steps involved in each of them.
4. How the clearing and settlement is done for derivatives in Indian Stock Market?
5. What's on the credit cards?

HR

INDUSTRIAL RELATIONS- V

1. Describe the employment of young people in Italy. with example
2. What should the state do in the following instance of industrial relations conflict?
3. Briefly discuss the essentials of a good disciplinary system.
4. What are the strengths and weaknesses of enterprise bargaining – for employers and employees?
5. Define Grievance and give its characteristics.

LABOUR LAW - VI

1. Is workplace conflict declining or is it simply being expressed in different ways?
2. Explain with Italian labor market including detailed examples.
3. Workplace regulation is often portrayed as 'red tape' that will hamstring business profitability. Do you agree?
4. What is the role of labour Law? What is the need of labour in 21st century? Explain in detail.
5. Explain the legal and financial provision to implement the policy?

INTERNATIONAL HRM - VII

1. What distinguishes domestic and international HRM?
2. What is balance sheet approach of compensation?
3. Write on strategic management and HRM.
4. Why is performance appraisal important for international firms?
5. Explain the Employee voice systems.
