



ARKAJAIN University Jharkhand		END SEM EXAMINATION School of Commerce & Management	
Branch	BBA (HR)	Program	Management
Subject Name	Recruitment & selection	Semester	V
Time: 3 Hour		Year	Odd Nov/Dec 2023
Max. Marks : 70	<ul style="list-style-type: none"> Start writing from 2nd page onwards; don't Write on the 1st Page Backside Answer all Questions of Section A (Compulsory) Answer Any Four out of Six of Section B Answer Any Two out of Four of Section C Possession of <u>Mobile Phones</u> or any kind of <u>Written Material, Arguments with the Invigilator or Discussing with Co-Student</u> will come under <u>Unfair Means</u> and will <u>Result in the Cancellation of the Papers.</u> 		

Section A (Each question Carry 02 Marks from Q1-i to xii) – 12 Marks		Marks	COs
Q. N1	QUESTIONS		
i	Internal Sources of recruitment includes: a) Media advertisement b) Campus Recruitment c) Promotion d) Telecasting	01	CO2
ii Interview intentionally put the applicant under pressure: a) Stress b) Structured c) Unstructured d) Group	01	CO1
iii	The transfer under internal source of recruitment involves moving of employees from: a) One shift to another b) One place to another c) One department to another d) All of the above	01	CO1
iv	Determining duties and characteristics of positions in staffing, known as a) Job descriptions b) job specifications c) Job analysis d) both A and C	01	CO2
v	Types of Induction does not include: a) Formal Induction b) Collective Induction	01	CO2

vi	c) Individual Induction d) Subordinate Induction			CO2
vii	Position Analysis Questionnaire (PAQ) for job analysis is a) Quantitative technique b) qualitative technique c) Both A and B d) none of above	01		CO2
viii	A list, consisting of job duties and responsibilities, part of a) job descriptions b) job analysis c) job specifications d) both A and C	01		CO4
ix	Determining type of people, which a company needs for job is referred as a) job descriptions b) job analysis c) Job specifications d) both A and C	01		CO2
x	Term 'job enrichment' means a) redesigning jobs for workers b) moving workers from one job to the other c) assigning additional activities to workers d) reforming and analyzing the job	01		CO4
xi	Interviews can be a) Structured only b) unstructured only c) Both structured and unstructured d) none of above	01		CO4
xii	The process of systematically shifting the employees from one job to another is termed as: a) Job Simplification b) Job Rotation c) Job Re-engineering d) None of the above	01		CO3
	The test to measure the skills acquired by the candidates based on their specialization is: a) Intelligence Test b) Aptitude Test c) Proficiency Test d) Interest Test	01		CO3

Section B (Answer any FOUR out of SIX) - 28 Marks (Each question 07 Marks)				
Q. No.	QUESTIONS	Marks	COs	
2	Discuss the various factors of Job Design.	07	CO2	
3	Mention different Modern techniques of Recruitment. Elaborate on evaluation of Recruitment.	07	CO2	
4	Discuss various employment interviews under Selection process.	07	CO3	
5	Explain the tips necessary for an interviewee before appearing an interview	07	CO2	
6	What in your opinion should be the basis for Promotion: Merit or Seniority?	07	CO2	
7	Define Exit Interview along with its significance in an organization.	07	CO2	
Section C (Answer any Two out of Four) - 30 Marks- (Each question Carry 15 Marks)				
Q. No.	QUESTIONS	Marks	COs	
8	Discuss the various components of Job Analysis and also mention the different techniques of it.	15	CO3	
9	Define Recruitment. Mention different sources of Recruitment. Also specify the advantages and disadvantages of Internal and External sources of Recruitment.	15	CO4	
10	Differentiate between Recruitment & Selection. Discuss the various steps involved in Selection Process.	15	CO4	
11	Discuss the tips to be considered by an interviewer before conducting an interview.	15	CO5	



END SEM EXAMINATION
School of Commerce &
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Branch	BBA (FINANCE)	Program	Management
Subject Name	International Finance	Semester	V
		Year	Odd Nov/Dec 2023

Time: 3 Hour
Max. Marks : 70

- Start writing from 2nd page onwards; don't Write on the 1st Page Backside
- Answer all Questions of Section A (Compulsory)
- Answer Any Four out of Six of Section B
- Answer Any Two out of Four of Section C
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Section A (Each question Carry 01 Marks from Q1-i to xii) – 12 Marks		Marks	COs
Q.N1	QUESTIONS		
i	What does IMF stand for? a) International Monetary Foundation b) International Monetary Fund c) International Money Factory d) International Money Fund	01	CO2
ii	Balance of payments includes: a) Capital account only b) Current account only c) Both capital and current accounts d) Neither capital nor current accounts	01	CO1
iii	The foreign exchange market primarily deals with the trading of: a) Stocks and bonds b) Commodities c) Currencies d) Real estate	01	CO1
iv	What do FRAs stand for in the context of the Forex market? a) Foreign Rate Agreements b) Forward Rate Agreements c) Financial Regulatory Authorities d) Forex Risk Assessment	01	CO2
v	Translation risk is associated with: a) Buying and selling assets b) Converting financial statements from one currency to another c) Managing operational expenses	01	CO2

Section B (Answer any FOUR out of SIX) – 28 Marks (Each question 07 Marks)			
Q. No.	QUESTIONS	Marks	COs
2	What is the primary objective of Consumer Financial Management, and how does it differ from profit maximization?	07	CO2
3	Describe the functions of the International Monetary Fund (IMF) and the World Bank.	07	CO2
4	Define Forward Rate Agreements (FRAs) in the context of the Forex market.	07	CO3
5	What is the concept of APV (Adjusted Present Value) in international project appraisal, and how does it differ from traditional NPV (Net Present Value)?	07	CO2
6	Explain the significance of cash management in working capital management for MNCs.	07	CO2
7	Explain the structure of the Forex market globally and in India, Highlighting the key participants and trading mechanisms.	07	CO2
Section C (Answer any Two out of Four) – 30 Marks (Each question Carry 15 Marks)			
Q. No.	QUESTIONS	Marks	COs
8	Discuss various sources of finance for businesses, both internal and external, providing examples and explaining their significance in corporate finance.	15	CO3
9	What are the key features of the Currency Futures market in India that distinguish it from other financial markets, such as the stock market?	15	CO4
10	Define and explain the measurement of foreign exposure in international business, and discuss the various types of foreign exposures. Provide examples to illustrate the concept.	15	CO4
11	Discuss the roles of international financial institutions like the IMF, World Bank, ADB, and WTO in promoting global economic stability and development. Provide specific examples of their interventions and impacts.	15	CO5

vi	d) Importing and exporting goods Which of the following is a common method for managing exchange rate risk? a) Speculation b) Ignoring it c) Hedging d) Borrowing foreign currencies	01	CO2
vii	What does APV stand for in the context of international project appraisal? a) Average Project Value b) Appraisal of Project Viability c) Adjusted Present Value d) All Projects Valid	01	CO2
viii	Which of the following is a key factor in determining the choice of discount rate for international project appraisal? a) Project location b) Project duration c) Local taxes d) Project manager's experience	01	CO4
ix	What is the primary goal of working capital management in MNCs? a) Maximizing profits b) Minimizing taxes c) Maintaining liquidity d) Reducing market share	01	CO2
x	What is one of the main issues in working capital financing for MNCs? a) Excessive cash reserves b) Lack of credit options c) Delayed customer payments d) Efficient cash management	01	CO4
xi	Which of the following international financial institutions focuses on providing financial assistance for infrastructure projects in Asia? a) IMF b) World Bank c) ADB d) WTO	01	CO4
xii	In India, where can currency futures be traded? a) NYSE b) NSE c) LSE d) MCX	01	CO3

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END SEM EXAMINATION
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Branch	BBA (MARKETING)
Subject Name	Advertisement & sales promotion
Program	Management
Semester	V
Year	Odd Nov/Dec 2023

Time: 3 Hour
Max. Marks : 70

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- Answer Any Four out of Six of Section B
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Section A (Each question Carry 02 Marks from Q1-i to xii) - 12 Marks		Q.N1	QUESTIONS	Marks	COs
i	Copy testing is also known as a) Pre Testing b) Copy writing c) Concurrent testing d) preview	01		01	CO2
ii	Which among the following is a Pull Strategy? a) Trade promotion b) Consumer Promotion c) Sales Force Promotion d) None of these	01		01	CO1
iii	Creating image of product in the minds of target group is called a) Positioning b) Marketing c) Branding d) Popularising	01		01	CO1
iv	Series of advertisement messages that share a single idea or theme is a) Advertisement Campaign b) Advertisement Group c) Advertisement Cluster d) Advertisement Series	01		01	CO2
v	Independent organization of creative people for advertisement and promotional tools are called a) Advertisement Makers b) Advertisement Creators	01		01	CO2

 ARKAJAIN University Jharkhand		END TERM EXAMINATION School of Commerce and Management	
Branch	BBA	Program	Management
Subject Name	Principles of Investment Management (Finance)	Semester	V
		Year	Odd Nov/Dec 2023
Time: 3 Hour Max. Marks : 70	<ul style="list-style-type: none"> Start writing from 2nd page onwards; don't Write on the 1st Page Backside Answer all Questions of Section A (Compulsory) Answer Any Four out of Six of Section B Answer Any Two out of Four of Section C Possession of <u>Mobile Phones</u> or any kind of <u>Written Material, Arguments with the Invigilator or Discussing with Co-Student</u> will comes under <u>Unfair Means</u> and will <u>Result in the Cancellation of the Papers.</u> 		

Section A (Each question Carry 01 Marks from 01-i to xii) - 12 Marks		COs
Q. N1	QUESTIONS	Marks
i	What does the Capital Asset Pricing Model (CAPM) measure? a) Alpha b) Beta c) Standard Deviation d) Market Risk	01 CO1
ii	Risk - return analysis helps investors in making decisions related to: a) Taxation b) Portfolio Management c) Political Analysis d) Real Estate Investments	01 CO2
iii	What does the P/E ratio indicate in fundamental analysis? a) Profit Margin b) Price to Earnings c) Return on Investment d) Market Capitalization	01 CO2
iv	Which financial statement is used to analyse a company's profitability? a) Balance Sheet b) Cash Flow Statement c) Income Statement d) Statement of Retained Earnings	01 CO2
v	In bond valuation, the coupon rate is used to calculate: a) The bond's face value	01 CO3

Section B (Answer any FOUR out of SIX) – 28 Marks (Each question 07 Marks)			
Q. No.	QUESTIONS	Marks	COs
2	What is the concept of "Alpha" in investment analysis, and what does a positive Alpha indicate?	7	CO3
3	What are the key components of risk and return analysis in the context of ICICI Securities?	7	CO3
4	Is a Zero Coupon Bond worth the issue price? Explain.	7	CO4
5	Why is it important to consider non-financial factors when analysing a stock?	7	CO4
6	Explain the concept of risk in investments.	7	CO2
7	Define securities in the context of investments.	7	CO3
Section C (Answer any Two out of Four) – 30 Marks (Each question Carry 15 Marks)			
Q. No.	QUESTIONS	Marks	COs
8	Explain the concepts of "Alpha" and "Beta" in investment analysis. How are they used to assess the risk and return of an investment?	15	CO4
9	What are the risk factors of equity derivatives? What are the four main types of derivatives?	15	CO3
10	What are the key components of cash management and its significance for multinational corporations (MNCs) in the global market?	15	CO5
11	Discuss some of the investment strategies as suggested by legendary investors for long term investing.	15	CO3

vi	b) The bond's yield to maturity c) The bond's duration d) The bond's credit rating Technical analysis primarily focuses on: a) Fundamental financial data b) Market sentiment and historical price data c) Economic indicators d) Regulatory compliance	01	CO2
vii	What is the primary objective of cash management? a) Maximizing long-term profits b) Minimizing short-term borrowing c) Minimizing cash reserves d) Managing long-term investments	01	CO2
viii	Working capital financing issues include: a) Identifying long - term investment opportunities b) Managing inventory levels c) Debt restructuring d) Reducing sales revenue	01	CO1
ix	What is the primary purpose of an investment? a) Capital expenditure b) Wealth preservation c) Tax reduction d) Leisure and entertainment	01	CO2
x	The Capital Asset Pricing Model (CAPM) is used to: a) Calculate a portfolio's standard deviation b) Determine the risk - free rate of return c) Estimate the expected return on an asset d) Analyse earnings per share	01	CO2
xi	Alpha and beta are measures commonly used in portfolio management. What does "alpha" represent? a) A measure of a portfolio's excess return compared to its benchmark b) The correlation coefficient between two assets c) Market risk d) Risk - free rate of return	01	CO2
xii	Which legendary investor is associated with the concept of "buy and hold" investing? a) George Soros b) Benjamin Graham c) Jim Roger d) Warren Buffett	01	CO2

 ARKAJAIN University Jharkhand		END SEM EXAMINATION School of Commerce & Management	
Branch	BBA	Program	Management
Subject Name	Consumer Behaviour (Marketing)		
Time: 3 Hour Max. Marks : 70	Semester V Year Odd Nov/Dec 2023		
<ul style="list-style-type: none"> • Start writing from 2nd page onwards; don't write on the 1st Page Backside • Answer all Questions of Section A (Compulsory) • Answer Any Four out of Six of Section B • Answer Any Two out of Four of Section C • Possession of <u>Mobile Phones</u> or any kind of <u>Written Material, Arguments with the Invigilator or Discussing with Co-Student</u> will come under <u>Unfair Means</u> and will result in the <u>Cancellation of the Papers.</u> 			

Section A (Each question Carry 01 Marks from Q1-i to xii) – 12 Marks		Marks	COs
Q. N1	QUESTIONS		
i	<p>The _____ are the special category of opinion leaders who possess a wide range of information about many different types of products, retail outlets, and other dimensions of markets.</p> <p>a) Marketing geek. b) Market Maven c) Market Star d) Influences</p>	01	CO2
ii	<p>The consumer behaviour discipline has an influence of</p> <p>a) Economics b) Anthropology c) Psychology d) All of the above</p>	01	CO1
iii	<p>Consumer behaviour study helps in</p> <p>a) Analysing market opportunity b) Selecting target market c) Marketing-mix decisions d) All of the above</p>	01	CO1
iv	<p>People seek to avoid or reject _____ reference groups</p> <p>a) Aspirational b) Membership c) Dissociative d) Formal</p>	01	CO2
v	<p>In a family decision making process the gatekeeper</p> <p>a) Controls the flow of information b) Uses the product or service c) Purchases the product d) Provides information to others</p>	01	CO2
vi	<p>Choose the odd one out</p> <p>a) Affect b) Cognition c) Right d) Conation</p>	01	CO2


vii	Which one is not related to Learning theories a) Classical Conditioning theory b) Operant Theory c) Cognizant Theory d) Tri-component theory	01	CO2
viii	_____ is an area of research which provides the framework for exploring consumer acceptance of any new product, idea or event a) Diffusion of innovation b) New Product Development c) Product life cycle d) Adoption	01	CO4
ix	Which one of these can be called as perceptual errors a) Halo Effects b) Stereotyping c) Contrast Effect d) All of the above	01	CO2
x	In _____ the consumers have already set the basic criteria or standard for evaluating the products a) Extensive problem solving b) Routinized Response Behaviour c) limited problem solving d) Opportunistic Response Behaviour	01	CO4
xi	EKB Model stands for a) Engel Kelvin Blackwell Model b) Engel Kollat Blackwell Model c) Engel Kollat Bolart Model d) Engel Kelvin Bolart Model	01	CO4
xii	Sub-culture is influenced by a) Region b) Religion c) Ethnicity d) All of these	01	CO3

Section B (Answer any FOUR out of SIX) - 28 Marks
(Each question 07 Marks)

Q. No.	QUESTIONS	Marks	COs
2	Explain the effect of personality on consumers' buying behaviour.	07	CO2
3	Explain Maslow's Need hierarchy theory.	07	CO2
4	How ethics play a role in consumers buying behaviour	07	CO3
5	Explain the attitude change mechanism used by marketers in current times	07	CO2
6	Explain the difference between Acculturation and Enculturation with the help of suitable example.	07	CO2

7	How choice of reference group affects buying behaviour of a consumer.	07	CO2
Section C (Answer any Two out of Four) - 30 Marks- (Each question Carry 15 Marks)			
Q. No.	QUESTIONS	Marks	COs
8	What are the internal determinants of consumers' buying behaviour? Explain their impact of buying choices.	15	CO3
9	Describe the various stages of decision making process with the help of EKB model.	15	CO4
10	Briefly explain the process of diffusion of innovation and adoption of a new product.	15	CO4
11	What are the measures taken by Government of India to safeguard rights of consumer in India?	15	CO5

10	<p>Mr. Mathews has a monthly salary of Rupees 15,000. His Basic Salary is 10000 per month and his Gross Pay is 21100. He has completed 20 years and 6 months and 25 Days of service in the organization. His employment is covered under The Payment of Gratuity Act, 1972. Calculate the amount of Gratuity payable to him as on date. Also calculate the monthly EPF and ESI Contributions w.r.t. Employer and Employee Contributions based on above information.</p>	15	CO 2
11	<p>Mr. Costa has completed 20 years of age and receives a gross monthly wage of Rupees 20,000 and his Basic Salary is Rupees 13,000. He met with an accident on 1st September, 2023 resulting in Permanent Total Disablement. Calculate the amount of Compensation to be received by him. In another accident, one of the employee was the reported casualty. His completed age was 20 years as well. His Salary Structure is given below - Basic Pay = 13000 HRA = 4000 Misc. Allowance = 3000 Calculate the amount of Compensation receivable by his nominee.</p>	15	CO 2

 <p>ARKAJAIN University Jharkhand</p>	<p>END SEM EXAMINATION School of Commerce and Management</p>	
	<p>Branch: BBA</p>	<p>Program: Management</p>
<p>Subject Name: Industrial Relations and Labour Laws (HR)</p>	<p>Semester: V</p>	<p>Year: Odd Nov/ Dec-2023</p>
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Q. N	QUESTIONS	Marks	COs
1	<p>An example of trade union is - a) BMS b) AITUC c) Both of these d) None of these</p>	01	CO 4
ii	<p>If there are more than _____ numbers of employees, then the employer has to provide a canteen a) 250 b) 500 c) 320 d) 100</p>	01	CO 2
iii	<p>As per the Payment of Gratuity Act, for every completed year of service or part thereof in excess of six months, the employer shall pay gratuity to an employee at the rate of --- days' wages based on the rate of wages last drawn by the employee concerned - a) 25 days b) 15 days c) 30 days d) 7 days</p>	01	CO 2
iv	<p>Which one of the following a type of dispute settlement machinery? a) Conciliation b) Arbitration c) Fast Track Court d) Consumer Court</p>	01	CO 1

v	If there is willful disobedience to an order expressly given, or to a rule expressly framed, for the purpose of securing the safety, the - a) Employer is liable to pay compensation b) Employer is not liable to pay compensation c) Appropriate government is liable to pay compensation d) The Trade Union is liable to pay compensation	01	CO 2
vi	ESI is calculated on - a) Gross Pay b) Net Pay c) CTC d) Basic Pay	01	CO 2
vii	In any factory or industrial establishment where more than 1000 employees are employed, the wages shall be paid before the expiry of the ___ day. a) 10th day b) 1st day c) 7th day d) 2nd day	01	CO 2
viii	On what grounds an employee will be disqualified from receiving bonus? a) Fraud b) Riotous or violent behavior while on the premises c) Both of the above d) None of the above	01	CO 2
ix	The Employer and Employee Contributions of Employees Provident Fund is calculated on - a) Gross Pay b) CTC c) Basic Pay d) Basic Pay + VDA	01	CO 2
x	What is the maximum period for which any woman is entitled to maternity benefit, in case of adoption? a) 6 weeks b) 12 weeks c) 18 weeks d) 26 weeks	01	CO 2
xi	The minimum number of workmen for whom labor license is required to be obtained is - a) 10 b) 9 c) 20% d) 15%	01	CO 2

xii	The maximum amount of Bonus payable is - a) 10% b) 12% c) 20% d) 8.33%	01	CO 2
Section B (Answer any FOUR out of SIX) - 28 Marks (Each question 7 Marks)			
Q. No.	QUESTIONS	Marks	COs
2	Define Negotiation. Discuss how it is different from Collective Bargaining.	7	CO 3
3	Define Disablement. Discuss its types.	7	CO 1
4	Discuss the steps of Prevention of Industrial Disputes.	7	CO 5
5	Discuss the Classification of Workmen.	7	CO 1
6	What do you mean by Occupational Hazards? Discuss its types.	7	CO 1
7	Discuss the concept and calculation formula of the following: - i) Absenteeism ii) Turnover	7	CO 1
Section C (Answer any Two out of Four) - 30 Marks (Each question Carry 15 Marks)			
Q. No.	QUESTIONS	Marks	COs
8	Enumerate various provisions of Health, Safety and Welfare of the Workmen as per the provisions of The Factories Act, 1948.	15	CO 2
9	Discuss the various provisions of identification, classification and settlement of Industrial Disputes.	15	CO 1



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END SEM EXAMINATION
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Branch	BBA	Program	Management
Subject Name	Entrepreneurship Development	Semester	V
		Year	Odd Nov/ Dec 2023

Time: 3 Hour
Max. Marks : 70

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Section A (Each question Carry 02 Marks from Q1-i to Q1-xii) – 12 Marks		Marks	COs
Q. N1	QUESTIONS		
i	What role do Entrepreneurship Development Institutes (EDIs) play in promoting entrepreneurship? a) Providing venture capital b) Offering marketing consulting services c) Supporting mentorship programs d) Fostering entrepreneurial education and training	01	CO3
ii	What is a key characteristic of the entrepreneurial mind? a) Risk aversion b) Resistant to change c) Creativity and innovation d) Strict adherence to tradition	01	CO1
iii	What does NSIC stand for? a) National Small Industries Corporation b) National Savings and Investment Commission c) National Service for Industrial Consultation d) New Start-ups and Innovation Center	01	CO3
iv	What is the term for individuals who work within established companies to develop and implement new ideas or innovations? a) Entrepreneurs c) Intrapreneurs b) Solopreneurs d) Franchise owners	01	CO1
v	What is the first step in creating and starting a venture? a) Developing a marketing plan b) Identifying a business opportunity	01	CO2

Section B (Answer any FOUR out of SIX) - 28 Marks
(Each question 7 Marks)

Q. No.	QUESTIONS	Marks	COs
2	Explain how entrepreneurship serves as the foundation of the economy.	7	Co3
3	Provide an overview of the venture capital financing.	7	Co4
4	What methods have proven effective in fostering idea generation within a team or organization?	7	Co2
5	How do District Industries Centers (DICs) facilitate and encourage entrepreneurial decision-making in their respective regions.	7	Co3
6	What are the essential characteristics and attributes that successful entrepreneurs have, and how do these qualities help them overcome the hurdles of initiating and expanding a business?	7	Co1
7	What are the various career options available for individuals who want to pursue entrepreneurship as their professional path?	7	Co4

Section C (Answer any Two out of Four) - 30 Marks-
(Each question Carry 15 Marks)

Q. No.	QUESTIONS	Marks	COs
8	Provide a detailed explanation of the essential steps and considerations one must take into account when undertaking the creation of a thorough and comprehensive business plan?	15	Co2
9	What are the primary sources of financing available to entrepreneurs when starting a new venture, and how should one decide which source(s) to pursue? Also give examples of successful startups that used creative financing methods to fund their new ventures.	15	Co2
10	What role do Entrepreneur Development Institutes play in nurturing entrepreneurship in India, and provide a few instances of such institutes operating in the country?	15	Co3
11	Elaborate on the key causes of distress in small industries, and offer insights into the specific remedies or strategies that can help these businesses overcome such challenges and regain stability?	15	Co5

vi	c) Hiring employees d) Securing financing Which of the following is an example of a career in entrepreneurship that involves offering skills and services independently? a) Small business owner b) Consultant c) Social entrepreneur d) Investment banker	01	CO4
vii	Which of the following is a common sign of sickness in small industries? a) Steady growth in profits b) Consistent employee satisfaction c) Frequent cash flow problems d) High levels of innovation	01	CO2
viii	Which entrepreneur is known for creating Ola Cabs, a popular ride-sharing platform in India? a) Sachin Bansal b) Bhavish Aggarwal c) Kunal Bahl d) Vijay Shekhar Sharma	01	CO1
ix	Which career path in entrepreneurship involves operating a local store, restaurant, or service business? a) Intrapreneur b) Consultant c) Venture capitalist d) Small business owner	01	CO4
x	Mukesh Ambani introduced Reliance Jio, a telecommunications company, which disrupted the Indian telecom market. What innovative pricing strategy did Reliance Jio adopt to attract customers? a) Premium pricing for high-end services b) Offering free voice calls and low-cost data plans c) Focusing exclusively on postpaid plans d) Charging exorbitant fees for network coverage	01	CO1
xi	How can external support, such as government grants or financial assistance, contribute to the recovery of sick small industries? a) By causing overcapitalization b) By creating dependency on external funding c) By providing resources for restructuring and growth d) By increasing competition in the market	01	CO2
xii	What is the primary focus of social entrepreneurs in their business ventures? a) Maximizing profits b) Achieving market dominance c) Addressing social or environmental issues d) Becoming angel investors	01	Co3

JGI		ARKAJAIN University Jharkhand		END SEM EXAMINATION School of Commerce and Management	
Branch	BBA	Program	Management	Semester	V
Subject Name	International Economics	Year	Odd December/2023		
Time: 3 Hour Max. Marks : 70	<ul style="list-style-type: none"> • Start writing from 2nd page onwards; don't Write on the 1st Page Backside • Answer all Questions of Section A (Compulsory) • Answer Any Four out of Six of Section B • Answer Any Two out of Four of Section C • Possession of <u>Mobile Phones</u> or any kind of <u>Written Material, Arguments with the Invigilator or Discussing with Co-Student</u> will come under <u>Unfair Means</u> and will <u>Result in the Cancellation of the Papers.</u> 				

Section A (Each question Carry 02 Marks from Q1-i to xii) – 12 Marks		Marks	COs
Q. N1	QUESTIONS		
i	According to the theory of absolute advantage, a country should specialize in producing goods where it has: a) The highest production costs b) The lowest production costs c) No production costs d) The highest demand	01	CO1
ii	Comparative advantage in international trade arises from differences in: a) Absolute production costs b) Total production output c) Opportunity costs d) Exchange rates	01	CO1
iii	What are the main features of the Heckscher-Ohlin theory of trade? a) It focuses on absolute advantage b) It assumes constant opportunity costs c) It emphasizes differences in factor endowments d) It only applies to developing countries	01	CO2
iv	The purchasing-power parity (PPP) theory suggests that exchange rates adjust to: a) Equate nominal and real interest rates b) Achieve absolute advantage c) Equalize the prices of identical goods in different countries d) Maintain a constant trade balance	01	CO2

v	Which exchange rate system involves a government setting an official exchange rate and then intervening in the foreign exchange market to maintain that rate? a) Flexible exchange rate b) Fixed exchange rate c) Pegged exchange rate d) Managed exchange rate	01	CO3
vi	Which of the following is a component of the balance of payments? a) Fiscal deficit b) Trade surplus c) National debt d) Government expenditure	01	CO1
vii	Equilibrium in the balance of payments occurs when: a) Imports exceed exports b) Capital inflows exceed capital outflows c) There is a trade deficit d) Foreign exchange reserves are depleted	01	CO2
viii	What can cause a deficit in the balance of payments? a) Increased exports b) Reduced government spending c) A decrease in foreign investment d) Excessive imports	01	CO2
ix	What are the main functions of the International Monetary Fund (IMF)? a) Providing loans for infrastructure projects b) Promoting international trade c) Maintaining fixed exchange rates d) Stabilizing global financial systems	01	CO1
x	Which international financial institution focuses on providing financial support for development projects in low-income countries? a) World Trade Organization (WTO) b) International Finance Corporation (IFC) c) International Development Association (IDA) d) Asian Development Bank (ADB)	01	CO1
xi	What is the primary objective of India's Foreign Trade Policy? a) To encourage imports and discourage exports b) To promote trade with neighboring countries only c) To achieve self-sufficiency in all goods d) To promote exports and boost economic growth	01	CO1
xii	What are the trends and features of India's trade primarily influenced by?	01	CO2

a) Government regulations b) Global oil prices c) Cultural factors d) None of these			
Section B (Answer any FOUR out of SIX) – 20 Marks (Each question 7 Marks)			
	QUESTIONS	Marks	COs
2	What are the main features of the Heckscher-Ohlin theory of trade? Discuss its assumptions and limitations.	7	CO2
3	Define and differentiate between the various types of exchange rates. Provide examples for each type.	7	CO2
4	Why is the study of international economics important in today's globalized world? Discuss.	7	CO3
5	Discuss the approaches to exchange rate determination, using the trade or elasticity approach.	7	CO4
6	What are the consequences of a disequilibrium in the balance of payments for a country's economy? Discuss.	7	CO5
7	Critically appraise the role of IMF in the international financial system.	7	CO4
Section C (Answer any Two out of Four) – 30 Marks (Each question Carry 15 Marks)			
	QUESTIONS	Marks	COs
8	Briefly introduce other international financial institutions such as the International Bank for Reconstruction and Development (IBRD), International Finance Corporation (IFC), International Development Association (IDA), and Asian Development Bank (ADB). Highlight their roles and functions.	15	CO2
9	Analyze the trends and features of India's foreign trade. What are the key commodities and trading partners for India?	15	CO5
10	Explain the theories of, comparative advantage, and opportunity cost in international trade. Provide examples to illustrate the theory.	15	CO2
11	What are the advantages and disadvantages of fixed and flexible exchange rate systems? Compare and contrast the two.	15	CO3



ARKAJAIN
University
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END SEM EXAMINATION
School of Commerce &
Management

Branch	BBA	Program	Management
Subject Name	Production And Operations Management	Semester	V
		Year	Odd Nov/Dec 2023
Time: 3 Hour Max. Marks : 70	<ul style="list-style-type: none"> Start writing from 2nd page onwards; don't Write on the 1st Page Backside Answer all Questions of Section A (Compulsory) Answer Any Four out of Six of Section B Answer Any Two out of Four of Section C Possession of <u>Mobile Phones</u> or any kind of <u>Written Material, Arguments with the Invigilator or Discussing with Co-Student</u> will come under <u>Unfair Means</u> and will <u>Result</u> in the <u>Cancellation of the Papers.</u> 		

Section A (Each question Carry 01 Marks from (Q1-i to Q1-xii) - 12Marks

Q NO.	QUESTIONS	MARKS	CO'S
1	JIT was introduced in the organization to decrease the efficiency. a. True b) False	01	1
2	EOQ model basically comprises of a) Annual demand b) Carrying cost c) Ordering cost d) All of the above	01	2
3	Supply Chain Management includes the following: a) Customers b) Retailers c) Suppliers d) All of the above	01	1
4	Production & Operation mgmt. involves short term planning a) True b) False	01	2
5	Industrial revolution started in the era of a) 15th Century b) 16th Century c) 17th Century d) 18th Century	01	1
6	_____ centres around the theme of eliminating the non-valuable goods and waste a) Clean Manufacturing b) JIT Manufacturing c) Lean manufacturing d) None of the above	01	3

7	The term 'Supply Chain Management' was first coined by a) Frankel & Paulraj b) Peter Drucker. c) Keith Oliver. d) Philip Kotler	01	1
8	Six Sigma attributes to _____ defects in a million a) 3.0 b) 3.2 c) 3.4 d) 3.6	01	2
9	McKinsey's strategic framework consists of _____ components a) 4 b) 5 c) 6 d) 7	01	4
10	Voluntary Participation with respect to Quality Circle attributes to a) Forced Participation b) Mandated Event c) Interested in Serving the Purpose d) None of the above	01	5
11	Time Study provides insights into how employees spend their time during work hours a) True b) May Be c) False d) Can't Say	01	3
12	KAIZEN a Japanese term means a) Continuous Improvement b) Contingency Approach c) Consignment collection d) None of the above	01	4

Section B (Answer any FOUR out of SIX) - 28 Marks
(Each question 7 Marks)

2	Explain Briefly the types of production Process.	07	1
3	What do you understand by Line of Balance & Safety Stock?	07	3

4	What is the difference between production and operation managements.	07	2
5	Total Quality is customer centric. Evaluate the statement and substantiate it with relevant examples.	07	1
6	What do you understand by ABC Analysis? Give examples by taking a multinational corporation into consideration	07	2
7	What are the factors of consideration for designing a facility location?	07	3

Section C (Answer any Two out of Four) - 30 Marks-
(Each question Carry 15 Marks)

QNO.	QUESTIONS	MARKS	CO'S
8	Give the detailed account of McKinsey's Strategic Framework by listing all its components.	15	1
9	Explain the following terms: Six Sigma, JIT & Root Cause Analysis.	15	3
10	Explain the timeline of historical evolution of Production Management.	15	2
11	A semiconductor company deals with the making of components to be fitted in the telecom industry. The demand varies on customer requirements and peak demand on the same was 16000 units, however the monthly demand for the firm is 1200 units. The carrying cost of the same is 65 per unit and ordering cost is 250 per order. Calculate the Economic Order Quantity for the firm. Also calculate the no. of times the firm has to order in a year.	15	5