

**UNIVERSITY INSTITUTE OF APPLIED MANAGEMENT SCIENCES PANJAB
UNIVERSITY, CHANDIGARH**

**END TERM EXAMINATIONS- MBA (SECTORAL MANAGEMENT) –3rd SEMESTER -
FEBRUARY, 2021**

IMPORTANT INSTRUCTIONS:

- 1) Please download the Question Paper immediately on receipt of the same.
- 2) Mark your attendance online After Receiving the Question Paper
- 3) **Select the Relevant Question Paper as per your Sectoral Area of Study/Functional Area**
- 4) Please put Roll No, Subject Code, Page No. and Signatures on all pages of the answer sheet
- 5) Maximum Number of pages in Answer Sheet are 24.
- 6) Timing of Examinations are 10.00 a.m. to 1.00 p.m.
- 7) Attempt Questions as per instruction in the question paper. ALL Questions carry Equal Marks
- 8) Preserve the original Answer Sheet. It may be required to be submitted at a later date.
- 9) The candidate will be required to submit a single PDF file of his/her answer sheet from their registered email address to the **NEW GOOGLE FORM** link <https://forms.gle/ABmjYtcmHrpxEBAD6> within 90 minutes from completion of examination i.e. till 2.30 p.m. on the day of examination.

**END TERM & REAPPEAR EXAMINATION, MBA (SECTORAL) 3rd SEMESTER,
FEBRUARY/MARCH 2021**

PAPER TITLE: FINANCIAL ENGINEERING

PAPER CODE: MBARM-F-3011

MAX. MARKS:50

TIME: 3 HOURS

Note: 1. Attempt five questions in all, Selecting at least one question from each unit/section. All questions carry equal marks.

2. Suitable illustrations from your sectoral area of specialization may be quoted in support of your answer for each question.

SECTION – A

1. Critically assess the growth of financial engineering in recent two decades. Also discuss the implications of Financial Engineering in India.
2. Discuss the Financial Engineering Process and Strategies.

SECTION – B

3. What is meant by sovereign and country risks. How the same may be managed?
4. In your opinion how far credit ratings are fruitful for investment decisions? Taking an example of some leading rating agency, discuss the steps to be followed to complete the rating process.
5. Explain interest coverage ratio and also discuss its effect on industries classification with the help of appropriate examples.

SECTION – C

6. 'Option pricing theory estimates a value of an options contract by assigning a price', in the light of this statement discuss single stage and two stage binomial models.
7. How far European options are different from American options? Discuss bullish and bearish option strategies with examples.
8. 'Currency swaps are important financial instruments used by MNCs, banks and investors', comment upon the statement and explain how it's valuation differs from other swaps?

SECTION – D

9. Discuss future pricing models and explain with the help of some example that how futures can be used for hedging.
10. Write short note on A) Hedging strategies B) Credit Derivatives

**END TERM & REAPPEAR EXAMINATION, MBA (SECTORAL) 3rd SEMESTER,
FEBRUARY/MARCH 2021**

PAPER TITLE: LABOUR LAWS

PAPER CODE: MBA-H-3015

MAX. MARKS:50

TIME: 3 HOURS

Note: 1. Attempt five questions in all, selecting at least one question from each unit/section. All questions carry equal marks.

2. Suitable illustrations from your sectoral area of specialization may be quoted in support of your answer for each question.

SECTION – A

Q1. Define the term strike and Lockout according to the Industrial Dispute Act, 1947. What are the grounds which do not make strikes and lockouts illegal? (10)

Q2. Enumerate the obligations of the employer under the Employees Provident Fund & Miscellaneous Provisions Act, 1952? (10)

SECTION – B

Q3. Write briefly how trade unions are registered under Trade Union act, 1926. Can a minor be admitted as a member of a trade union? (10)

Q4. What are the deductions allowed from wages under Payment of Wages Act, 1936? (10)

Q5. Elucidate the procedure for fixing minimum wages. What is the composition of such minimum rate of wages? (10)

SECTION – C

Q6. Discuss the provisions related to welfare measures under Factories act, 1948. (10)

Q7. Explain Workmen Compensation act, 1923 in relation to employer's liability to pay compensation. (10)

SECTION – D

Q8. Define the objective and scope of Employee State Insurance Act, 1948. (10)

Q9. Discuss the main provisions of Standing Orders Act, 1948? (10)

Q10. What are the circumstances in which gratuity becomes payable to an employee under the Payment of Gratuity Act, 1972? (10)

**END TERM & REAPPEAR EXAMINATION, MBA (SECTORAL) 3rd SEMESTER,
FEBRUARY/MARCH 2021**

**PAPER TITLE: INTERNATIONAL MARKETING
PAPER CODE: MBA-M-3007**

MAX. MARKS:50

TIME: 3 HOURS

**Note: 1. Attempt five questions in all, selecting at least one question from each unit/section. All questions carry equal marks.
2. Suitable illustrations from your sectoral area of specialization may be quoted in support of your answer for each question.**

SECTION – A

Q.1 Discuss the nature, scope, and challenges to international marketing. How does strategic planning for international marketing differ from that of domestic marketing?

Q.2 Explain in brief:

1. Trade Barriers
2. Balance of trade and balance of payments

Q.3 What are the factors, both controllable and uncontrollable, that influence the decision making environment of international marketing? What is the role of multinational enterprises in this process?

SECTION – B

Q.4 Write short notes on:

1. Competitive intelligence
2. Export pricing

Q.5 Write a detailed note on international product life cycle. Discuss its important implications on international marketing planning.

Q.6 Explain in detail the process and mechanism by which the market information system generates data for international marketing research.

SECTION – C

Q.7 Discuss the major clauses that need to be included in the international sales contract. Draw out a model contract for sale of products in international trade, specifically referring to industry in your respective sectors.

Q.8 Explain in brief, the functioning of:

1. North American Free Trade Agreement (NAFTA)
2. Association of South East Asian Nations (ASEAN)
3. Multinational Investment Guarantee Agency (MIGA)
4. World bank

SECTION – D

Q.9 Write a detailed note on India's commercial relations and trade agreements with other countries. What are the initiatives that are being taken by the government to promote international trade?

Q.10 Discuss the salient features of Export Import policy of India.

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PAPER TITLE: BUSINESS PROCESS RE-ENGINEERING

PAPER CODE: MBA-O-3019

MAX. MARKS: 50

TIME: 3 HOURS

Note: 1. Attempt five questions in all, selecting at least one question from each unit/section. All questions carry equal marks.

2. Suitable illustrations from your sectoral area of specialization may be quoted in support of your answer for each question.

Section – A

Q1: What is a business process reengineering? Explain various stages (steps) of business processes design and implementation with a relevant example.

Q2: Explain the characteristics and key principles of BPR. Discuss about the Indian Scenario of implementing BPR with an example.

Q3: Write short notes on:

(a) Reengineering cost (b) Survival & Growth strategies (c) Rethinking business processes

Section – B

Q4: What is a supply chain planning? Explain three phases of SCM with suitable example from your respective sector.

Q5: Explain how IT can contribute to reengineer the Business Process? Explain with an example specifically from Covid-19 times.

Section – C

Q6: Write short notes on:

(i) Developing business policies (ii) Information channels and communication

Q7: (a) Explain relations between: process management, business process management, business process reengineering, and total quality management.

(b) What is benchmarking and what types of benchmarking are used in business process management (BPM)?

Section – D

Q8: Define change. Describe and explain different types of change in organizations. Explain how management should approach those types of organizational change; having regard to the urgency and the degree of resistance expected in each case.

Q9: Define lean manufacturing. What is its importance and what type of manufacturing waste does it target? Q10: Explain the methodology of implementing BPR in government organization and private industry from your specific sector. Make a comparative study between the two sectors.