

5th

Registration No.:

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Total Number of Pages: 02

Course: IMBA
Sub_Code: 16IMN501

5th Semester Regular/Back Examination: 2025-26

SUBJECT: Financial Management-I

BRANCH(S): IMBA

Time: 3 Hours

Max Marks: 100

Q.Code: U005

Answer Q1 (Part-I) which is compulsory, any eight from Part-II and any two from Part-III.
The figures in the right-hand margin indicate marks.

Part-I

Q1 Answer the following questions:

(2 x 10)

- Which method is used for calculation of NIFTY Index? Provide the formula.
- What do you mean by wealth maximization?
- Explain the concept of continuous compounded rate of interest.
- What is composite cost of capital? Give formula.
- Explain the meaning of marginal cost of capital.
- Why MM theory is called irrelevant theory of capital structure?
- Explain the concept of Operating Leverage.
- Briefly explain capital rationing.
- What do you mean by different classes of equity share?
- What do you understand by IRR?

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve)

(6 x 8)

- Explain the Call Money Market. What role does it play in maintaining liquidity in the financial system?
- What are Treasury Bills (T-Bills)? Explain their types, issuance process, and significance in the Indian money market.
- Explain different types of risk faced by the business organisation.
- Why is the time value of money important in capital budgeting decisions?
- Define the concept of Cost of Capital. State how you would determine the weighted average cost of capital of a firm with suitable example of your own.
- Explain the factors that determine the capital structure of a firm.
- The capital structure of ABC Limited consists of equity share capital of Rs. 1,00,000 (10,000 shares of Rs. 10 each) and 8 % debentures of Rs. 50,000. You are required to calculate and verify the degree of financial leverage on earnings before interest and tax (EBIT) level of Rs. 20,000.
- What is meant by the term time value of money? Explain the capital budgeting methods that take into consideration this concept.

- i) What is the relationship between NPV and IRR when evaluating a project?
- j) Explain the concept of "optimal capital structure" in relation to cost of capital.
- k) Explain how does a firm's capital structure decision impact its overall cost of capital.
- l) Explain in detail the various types of preference share used by the organisations.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

Q3 When can there arise a conflict between shareholders and managers goals? How does wealth maximization goal take care of this conflict? **(16)**

Q4 XYZ Ltd. is considering restructuring its capital structure. Currently, the company is financed through 100 % equity. The firm's equity has a market value of ₹50,00,000, with a required return on equity of 15 %. **(16)**

XYZ Ltd. is considering issuing debt to repurchase equity. The firm can borrow funds at an interest rate of 10 % (before tax). The corporate tax rate is 30 %.

The company is considering three alternative capital structures:

Capital Structure	Debt (₹)	Total Equity (₹)	Debt-to-Equity Ratio
A (Current)	0	50,00,000	0:1
B	15,00,000	35,00,000	0.43:1
C	25,00,000	25,00,000	1:1

Required:

- i. Calculate the Weighted Average Cost of Capital (WACC) for each capital structure (A, B, and C).
- ii. Based on the calculated WACC values, recommend the optimal capital structure for XYZ Ltd.

Q5 A firm is evaluating two machines, Machine X and Machine Y, which are mutually exclusive. The firm's cost of capital is 10 %. **(16)**

Year	Machine X Cash Inflow (₹)	Machine Y Cash Inflow (₹)
0	(500,000)	(520,000)
1	160,000	140,000
2	170,000	150,000
3	180,000	160,000
4	190,000	170,000
5	-	180,000
Salvage Value	50,000 (end of Year 4)	60,000 (end of Year 5)

Estimated Life:

- Machine X: 4 years
- Machine Y: 5 years

Required:

Compute the NPV of both machines at 10 % and advise which one should be selected.

Q6 "Effective financial management is the backbone of business growth.". Examine this statement with reference to modern business environments. **(16)**

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Course: IMBA
Sub_Code: 16IMN502

5th Semester Regular/Back Examination: 2025-26

SUBJECT: Marketing Management-II

BRANCH(S): IMBA

Time: 3 Hours

Max Marks: 100

Q.Code: U069

Answer Q1 (Part-I) which is compulsory, any eight from Part-II and any two from Part-III.
The figures in the right-hand margin indicate marks.

Part-I

- Q1 Answer the following questions:** (2 x 10)
- What you understand by goods – services continuum?
 - Differentiate between consumer products and industrial products.
 - Why a product prototype is designed?
 - Define a loss- leader pricing with an example.
 - Explain a horizontal channel conflict with an example.
 - Differentiate between a retailer and a wholesaler.
 - Point out the different sources of idea generation of a new product.
 - What is direct marketing? Point out two advantages.
 - How does integrated marketing communication is different from traditional marketing communication?
 - What is above the line promotion?

Part-II

- Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve)** (6 x 8)
- Discuss the different classification of consumer products with real life examples.
 - Explain product mix of HUL.
 - Explain how sales and profit behave in different stages of PLC.
 - Discuss how economic and political factors influence pricing decisions.
 - Examine the role marketing channels play in buying and distributing an air conditioner.
 - Describe how channel designs are made depending on desired service output.
 - What is multi-channel conflict? Explain with a suitable example how it is resolved through shared goals.
 - Critically examine the advantages and disadvantages of e-commerce.
 - Discuss the different factors considered before giving a franchisee.
 - Evaluate the advantages and disadvantages of personal selling of an industrial product.
 - Critically examine the situations where a retail store prefers to go for different types of sales promotion activities with your justification.
 - Explain why test marketing is done before commercialization of a product.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

- Q3** You are going to launch an electric vehicle, describe the process of developing this new product. **(16)**
- Q4** Compare and contrast value-based pricing and competition-based pricing strategies with real examples. **(16)**
- Q5** Describe the factors affecting the selection of a distribution channel of consumer and industrial products. **(16)**
- Q6** Differentiate between a product and brand. Explain the different components and importance of brand equity with real examples. **(16)**

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Total Number of Pages: 02

Course: IMBA
Sub Code: 16IMN503

5th Semester Regular/Back Examination: 2025-26
SUBJECT: OPERATIONS MANAGEMENT-I
BRANCH(S): IMBA
Time: 3 Hours
Max Marks: 100
Q.Code: U140

Answer Question No.1 (Part-I) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right-hand margin indicate marks.

Part-I

Q1 Answer the following questions:

(2 x 10)

- What is BoM and explain its importance?
- What is the difference between push and pull inventory system?
- What is concurrent engineering?
- What do you mean by 'creation of utility' in production?
- What is production planning and control?
- Explain two examples of production system inputs.
- What is quantitative forecasting model?
- What do you mean by forecasting accuracy?
- Mention the formula for break-even points in units.
- What is process flexibility?

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve)

(6 x 8)

- How can financial analysis help in evaluating new product launches?
- How does ABC analysis help in inventory management?
- Explain the role of safety stock and buffer inventory in managing demand uncertainty.
- Explain six differences between qualitative and quantitative forecasting methods.
- What are the various factors considered in product design?
- How is break-even analysis used in production and planning? Explain in detail.
- Explain how IoT improves process monitoring?
- Explain six differences between product focused and process focused design?
- How does inventory management enhance supply-chain efficiency? Explain in detail.

- j) What is just-in-time inventory system and how does it improve operational efficiencies?
- k) What is the formula for EOQ and how does it help in minimizing total inventory cost?
- l) What is a Kanban card? How does Kanban reduce excess inventory?

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

- Q3** Discuss the importance of tracking signals and bias in forecasting. Explain how organizations can detect and correct forecast errors. **(16)**
- Q4** Discuss process technology. Explain the different types of process technology and their role in modern manufacturing and service operations. **(16)**
- Q5** Explain the concept of product life cycle. Discuss its stages in detail and its implications for production, marketing and inventory management. **(16)**
- Q6** Explain the meaning and objectives of inventory management. Discuss its importance in production and supply chain operations. **(16)**

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Course: IMBA
Sub_Code: 16IMN504

5th Semester Regular/Back Examination: 2025-26

SUBJECT: Human Resource Management - I

BRANCH(S): IMBA

Time: 3 Hours

Max Marks: 100

Q.Code : U449

Answer Q1 (Part-I) which is compulsory, any eight from Part-II, and any two from Part-III.
The figures in the right-hand margin indicate marks.

Part-I

Q1 Answer the following questions:

(2 x 10)

- Why is Training essential within an organization?
- What do you mean by Transactional Analysis?
- What do you understand by manpower forecasting?
- What do you understand by HR Information System?
- What do you understand by Human Resource Management?
- Define Human Resource Planning.
- State and define Recruitment.
- Give the definition of Performance Appraisal.
- What is meant by 360° Appraisal?
- What do you understand by Management by Objectives (MBO)?

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve)

(6 x 8)

- What is the importance of performance appraisal? How does it help an organization to evaluate its employees?
- Measuring the effectiveness of a training program is more important than merely conducting training. Justify.
- Transfer is one of the approaches in Human Resource Management. Why is it important?
- Differentiate between on-the-job training and off-the-job training.
- Identify and describe the various functions of Human Resource Management.
- Distinguish between a job description and a job specification.
- Explain the importance of selection in the recruitment process and describe the pitfalls of wrong selection.
- What do you mean by MBO? Describe the process and the stages involved in MBO.
- Transactional Analysis helps in developing a better organizational culture. Do you agree? Justify your answer.
- Discuss the significance of Total Quality Management (TQM) in an organization.

- k) What does Promotion mean from the HRM perspective? State the bases on which promotions are granted.
- l) What do you understand by Job Analysis? How does it differ from Job Design?

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

- Q3** The objective of HRM in an organization is to achieve optimum development of people and maintain desirable working relationships between employers and employees. Explain in your own words. (16)
- Q4** How does Performance Appraisal differ from Potential Appraisal? What are the advantages of Performance Appraisal from an organizational perspective? (16)
- Q5** **Write short notes on:** (8 x 2)
(i) Apprenticeship Training
(ii) 360° Appraisal.
- Q6** Human Resource Planning is a vital element of HRM. Explain the HRP process thoroughly. (16)

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Course: IMBA
Sub_Code: 16IMN505

5th Semester Regular/Back Examination: 2025-26

SUBJECT: Employment Legislations

BRANCH(S): IMBA

Time: 3 Hours

Max Marks: 100

Q.Code: U366

Answer Q1 (Part-I) which is compulsory, any eight from Part-II, and any two from Part-III.
The figures in the right hand margin indicate marks.

Part-I

Q1 Answer the following questions:

(2 x 10)

- What is labour law?
- What is meant by appropriate government?
- How is an industrial dispute defined?
- Cite the importance of mediation and conciliation.
- Why are labour laws necessary?
- What is the main objective of Factories Act 1946?
- What is the legislation related to working hours and working conditions in Indian industries?
- What is bonus? Why is it paid?
- Define employment injury.
- How is golden handshake beneficial to the organisation?

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve)

(6 x 8)

- Explain the Industrial Disputes Machinery under the Industrial Disputes Act, 1947.
- Elucidate the clauses under the Factories Act with respect to workman's welfare.
- Differentiate between temporary total disability and permanent partial disability. Give examples.
- What are the laws that govern safety measures in the industry? How are they monitored?
- Explain the constitution of Works Committee. What are its duties and responsibilities?
- Who is a factory inspector? What are the duties of a factory inspector?
- Explain the provisions under Employees' Provident Fund Act 1952.
- How is ESI helpful to an employee? Exemplify.
- Differentiate the main provisions under Minimum Wages Act 1948, and Payment of Wages Act, 1936.
- Should there be transparency in dealing with the employees in an organisation? Are there any statutes that direct the employers to maintain transparency? Explain.

- k) Can there be pay discrimination in an organisation based on gender? Why? Justify.
l) Can an employment injury occur outside the premises of the organisation? Justify your answer using appropriate clauses from employee legislation.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

- Q3 Has the employee legislation in India become old and redundant? Do you think the new labour codes can help change the employee's conditions? Explain. (16)
- Q4 Maternity benefits are not meant to help women employees, but to empower them. Do you agree? Justify your answer. (16)
- Q5 Write an essay on Employee Legislation in India. (16)
- Q6 Argue the necessity of labour unions in India given the context of Industry 4.0. (16)