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Total Number of Pages: 02

Course: IMBA
Sub_Code: 16IMN601

6th Semester Regular/Back Examination: 2025-26

SUBJECT: Financial Management-II

BRANCH(S): IMBA

Time: 3 Hours

Max Marks: 100

Q.Code: V315

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)

- a) What is dividend policy?
- b) What is commercial paper?
- c) What is factoring?
- d) What is cash discount?
- e) Define receivables management.
- f) What is conservative working capital policy?
- g) What is operating cycle?
- h) Define working capital.
- i) What is Walter's model?
- j) State any two forms of dividend and the timing of issue.

Part-II

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

(6 x 8)

- a) Explain the relevance theory of dividend policy.
- b) Explain internal treasury control mechanisms.
- c) Distinguish between profit and cash flow.
- d) Explain the need and objectives of cash management.
- e) Describe the process of credit evaluation.
- f) Explain credit policy variables in receivables management.
- g) Discuss the cost of maintaining receivables.
- h) What are the factors affecting working capital requirements?
- i) Explain important working capital ratios.
- j) Explain aggressive vs conservative working capital policy.
- k) Explain the implications of bonus issue and share split.
- l) Discuss the determinants of dividend decision.

Part-III

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

- Q3 A company has the following data: (16)
- Earnings per share (EPS) = ₹ 10
 - Cost of capital (K_e) = 12 %
 - Return on investment (r) = 15 %
- Using **Walter's Model**, calculate the market price per share if dividend payout ratios are:
- (a) 40 %
 - (b) 60 %
 - (c) 80 %
- Also, comment on the relationship between dividend policy and firm value.
- Q4 A company provides the following data: (16)
- Raw material storage period = 30 days
 - Work-in-progress period = 20 days
 - Finished goods storage period = 25 days
 - Debtors collection period = 40 days
 - Creditors payment period = 30 days
- Calculate:
1. Gross operating cycle
 2. Net operating cycle
 3. Working capital requirement if daily operating cost = ₹ 50,000
- Q5 A firm is considering relaxing its credit policy. The following data is available: (16)
- Current sales = ₹ 20,00,000
 - Proposed increase in sales = ₹ 5,00,000
 - Average collection period increases from 30 to 50 days
 - Profit margin = 20 %
 - Cost of capital = 10 %
- Evaluate whether the firm should relax its credit policy.
- Q6 Explain: (8 + 8)
- Objectives of cash management
 - Motives for holding cash

Registration No.:

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Total Number of Pages: 02

Course: IMBA
Sub_Code: 16IMN604

6th Semester Regular/Back Examination: 2025-26

SUBJECT: Human Resource Management- II

BRANCH(S): IMBA

Time: 3 Hours

Max Marks: 100

Q.Code: V441

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)

- Define industrial dispute.
- Name the three approaches to industrial relations.
- Who are the main actors in industrial relations?
- State any two objectives of trade unions.
- Define the role of circles.
- Define expatriate.
- What are the ethical issues in IHRM?
- State any two causes of industrial disputes.
- What does distributive bargaining mean?
- Explain the concept of industrial democracy.

Part-II

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

(6 x 8)

- Explain the unitary approach to industrial relations.
- What is an industrial relations system? Explain its components.
- Discuss the role of the state in industrial relations.
- Write a short note on trade union registration and recognition.
- Explain the grievance procedure adopted by the industries.
- Define collective bargaining and explain its importance.
- Explain the selection process of expatriates.
- Discuss the challenges of IHRM in a global business environment.
- Explain the political influence on trade unions in India.
- Write a note on the importance of workers' participation in management.
- Why is cross-cultural management important in IHRM?
- Discuss the preventive measures for industrial disputes.

Part-III

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

- Q3 Discuss the growth, development, and current challenges of trade unionism in India. (16)
- Q4 Explain the roles of PCN, HCN, and TCN in multinational organizations. (16)
- Q5 Explain the machinery for the settlement of industrial disputes in India. (16)
- Q6 Analyze the key theories of collective bargaining and explain them with examples. (16)

258-20/05/2026--2

258-20/05/2026--2

258-20/05/2026--2

258-20/05/2026--2

258-20/05/2026--2

Registration No.:

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Total Number of Pages: 02

Course: IMBA
Sub_Code: 16IMN602

6th Semester Regular/Back Examination: 2025-26

SUBJECT: Research Methods

BRANCH(S): IMBA

Time: 3 Hours

Max Marks: 100

Q.Code: V355

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 data? What is its significance in research?
- Find the mean, and median of the following data set: 8, 12, 15, 15, 18, 20, 21, 22, 25, 25, 28, 30, 32, 35, 40
- What is variance? What is its importance?
- What is a survey? Write two important tips to conduct a proper survey,
- Differentiate between primary data and secondary data. (Any two points)
- What are the conditions for conducting chi-square test?
- What is bibliography?
- Why is citation needed in a report?
- Define ordinal scale. Give examples.
- What is cluster sampling? Give an example.

Part-II

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

(6 x 8)

- Explain the research process? Why is it necessary to conduct research systematically?
- Differentiate between parametric and non-parametric test.
- What is a questionnaire? How is it designed? Explain.
- Explain different research designs with examples.
- Write the steps to create a good research report. How will you present it?
- What are various sampling techniques? Explain.
- Why are scales of measurement required in research? Explain with suitable examples.
- Is hypothesis necessary for data analysis? Why?
- What are the errors one may make while hypothesis testing? How can one avoid the errors?
- What are response biases that can make research ineffective? Give examples.
- Explain normal distribution curve. What is its significance?
- Why is longitudinal research important? Elucidate.

Part-III

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

Q3 Discuss in detail the qualitative and quantitative research methods with examples. Why do you think mixed methods are becoming popular with the researchers now-a-days? (16)

Q4 A business school wants to know if **specialization choice** (Marketing, Finance, HR, Operations) is related to **gender** among MBA students. The following data was collected from 120 students: (16)

Specialization	Male	Female	Total
Marketing	15	25	40
Finance	20	10	30
HR	10	20	30
Operations	15	5	20
Total	60	60	120

Using the Chi-Square Test of Independence, test at the 5 % level of significance whether gender and specialization choice are independent. The critical value at 5 % level of significance is 7.815

Q5 The Marketing Director of a retail chain wants to understand the relationship between monthly digital advertising expenditure and total sales revenue. The following data was collected over the last 5 months: (16)

Month	Advertising Spend (in rupees)	Monthly Sales (in rupees)
1	10,000	105,000
2	15,000	130,000
3	20,000	165,000
4	25,000	185,000
5	30,000	215,000

- a) Identify the Variables: State which variable is the Dependent Variable 'Y' and which is the Independent Variable 'X'.
- b) Calculate the Regression Equation: Using the least-squares method, determine the linear regression equation ($\hat{y} = a + bx$)
- c) Interpret the Slope: Explain what the value of 'b' means in the context of this business.
- d) Forecasting: Predict the expected sales revenue if the company decides to spend Rupees 40,000 on advertising next month.
- e) Coefficient of Determination: Given that $\sum (y - \hat{y})^2 = 7,300$ and the Residual Sum of Squares (RSS) is 125, calculate and interpret the R^2 value.

Q6 Describe the contents of a research report with appropriate illustrations. (16)

Registration No.:

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Course: IMBA
Sub_Code: 16IMN603

6th Semester Regular/Back Examination: 2025-26

SUBJECT: Operational Management-II

BRANCH(S): IMBA

Time: 3 Hours

Max Marks: 100

Q.Code: V372

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)

- Define capacity Utilization.
- What are the costs associated in aggregate planning?
- What do you mean by acceptance sampling?
- What do you mean by outline process chart?
- What do you mean by master production schedule?
- What do you mean by capacity requirement planning?
- Explain producer's risk and Consumer's risk.
- Write two advantages of Statistical Quality control.
- Differentiate between CPM and PERT.
- What is the purpose of Critical path Method?

Part-II

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

(6 x 8)

- What are the errors involved in location selection?
- What do you mean by Plant Layout? Explain its principles.
- Differentiate between process layout and product layout.
- Calculate the standard production per shift of 8 hours duration with the following data.
Observed time per unit = 6 minutes, Rating factors = 110 %, The total allowance = 30 % of Normal time.
- What are the factors affecting the capacity decision?
- What do you mean by work study? Explain its benefits.
- What are the factors affecting production planning procedures?
- Explain the role of PPC in operations management.
- What are the problems involved in designing the MRP system?
- Write short notes on Control chart.
- What are the problems involved in managing a project?
- Briefly explain the role of project manager.

Part-III

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

- Q3** What are the factors affecting in plant location? Also explain any two locational model with giving suitable example. (16)
- Q4** What do you mean by method study? Explain its objectives, advantages, and its procedures. (16)
- Q5** What do you mean by Resource Requirement Planning? Discuss the role of MPS, MRP, and CRP in resource requirements planning. (16)
- Q6 a)** Ten samples each with a size of 3 were taken at regular time interval form a manufacturing process. The information related to them is shown below: (8 x 2)

Sample No	1	2	3	4	5	6	7	8	9	10
Mean	50	44	49	52	35	45	40	40	52	47
Range	6	7	5	4	6	5	7	8	9	7

Calculate UCL AND LCL in respect of both mean and range chart. Comment on the control of manufacturing process. [$A_2 = 1.02$, $D_4 = 2.57$, $D_3 = 0$]

- b)** A time study was conducted for a job that consists of four elements. The reading was taken on continuous time method, in hundredth of a minute. Assume that the total allowances are 20 %. Calculate the standard time and production rate per 8-hour shift, if the idle time is 30 minutes.

Elements	Stop watch readings				Ratings
	1	2	3	4	
1	15	51	83	117	105
2	27	64	96	129	110
3	35	71	102	137	120