

2022

Time : 3 hours

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The figures in the margin indicate full marks.

Answer from all the Parts as directed.

(Principles and Practice of Management)

Part – A

1. Select the correct answer from the given alternatives : 2×10 = 20

(a) Management is :

(i) An Art

(ii) A Science

(iii) Art and Science both

(iv) None of these

(b) Management is the development of :

(i) People

(ii) Things

(iii) Business

(iv) Industry

(c) Which of the following is not a part of Classical Approach Management ?

- (i) Scientific Management
- (ii) Administrative Management
- (iii) Decision Theory
- (iv) Bureaucratic Organisation

(d) The most important skill of top level management is :

- (i) Technical Skill
- (ii) Human Skill
- (iii) Conceptual Skill
- (iv) None of these

(e) Planning is for :

- (i) Past
- (ii) Present
- (iii) Future
- (iv) All of these

(f) In an Enterprise, Organisation is established by :

- (i) Top management
- (ii) Middle management
- (iii) Bottom management
- (iv) All of these

(g) Decision making is the _____ task of management.

- (i) Primary
- (ii) Secondary
- (iii) Tertiary
- (iv) None of these

(h) Control is a _____ managerial function.

- (i) Compulsory
- (ii) Necessary
- (iii) Optional
- (iv) None of these

(i) The minimum parties to communication are :

- (i) One
- (ii) Two
- (iii) Three
- (iv) Four

(j) Which of the following is not one a step of the decision making process ?

- (i) Define Problem
- (ii) Analyse Situation
- (iii) Identify Alternatives
- (iv) Implement any Alternatives

Part - B

Answer any four questions of the following :

5×4 = 20

2. Explain the classical theory of management.

3. What is the importance of decision making in the management?
4. Discuss the various elements in planning.
5. Explain the process of decision-making.
6. Explain the meaning of communication.

Part - C

Answer any three questions of the following :

10×3 = 30

7. Critically examine the contribution of Henry Fayol in the field of management.
8. Explain the principle barriers to management communication and suggest measures for that removal.
9. What do you understand by controlling in management? Discuss the various steps in the process of control.
10. Write an essay on the contribution of Fayol in the field of management.



IK - 28/3 (150)

(4)

MB - 101 (N)

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MB - 101 (New)

2021

Time : 3 hours

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The figures in the margin indicate full marks.

Answer from all the Parts as directed.

Part - A

1. Select the correct answer from the given alternatives : 2×10 = 20
 - (a) Who was associated with the Hawthorne Experiment ?
 - (i) Elton Mayo
 - (ii) George A. Pennock
 - (iii) F. J. Roethlisberger
 - (iv) F. W. Taylor

RW - 27/3

(Turn over)

- (b) The most important skill of middle level management is :
- (i) Technical skill
 - (ii) Human skill
 - (iii) Conceptual skill
 - (iv) None of these
- (c) The decision making step, which consists of organization goals, predicting alternatives and communicating goals is called :
- (i) Organization
 - (ii) Alternation
 - (iii) Planning
 - (iv) Valuing
- (d) Authority and responsibility are _____ to each other ?
- (i) Supplementary
 - (ii) Complementary
 - (iii) Contradictory
 - (iv) All of these

- (e) Which of the following is not a single use plan ?
- (i) Budget
 - (ii) Programme
 - (iii) Method
 - (iv) All of these
- (f) The Informal Group's Communication system is called _____
- (i) Group dynamics
 - (ii) Exchange
 - (iii) Interaction
 - (iv) Grapevine
- (g) Which of the following is not a principle by Henry Fayol ?
- (i) Division of work
 - (ii) Discipline
 - (iii) Harmony not discord
 - (iv) Unity of Command
- (h) Concentration of authority at one level is called :
- (i) Decentralization

- (ii) Delegation
 - (iii) Accountability
 - (iv) Centralization
- (i) Controlling functions finds out how far _____ deviates from standards.
- (i) Actual performance
 - (ii) Improvement
 - (iii) Corrective actions
 - (iv) Cost
- (i) Taylor recommends :
- (i) Functional organisation
 - (ii) Line organisation
 - (iii) Military organisation
 - (iv) Matrix organisation

Part - B

Answer any four questions of the following :

5×4 = 20

2. Briefly, explain the neo-classical theory of management.

RW-27/3

(4)

Contd.

- 3. "Management is both a science and a art." Do you agree ? Elucidate.
- 4. What do you mean by Decision Making ? Explain the steps of decision making process.
- 5. Distinguish between Formal and Informal Organizations.
- 6. Briefly, explain the barriers in Communication.

Part - C

Answer any three questions of the following :

10×3 = 30

- 7. Define Controlling. Write a note on importance of controlling ?
- 8. Define the term delegation of authority and state its characteristics. Also, briefly describe the benefits of delegation.
- 9. Explain the fourteen principles propounded by Henry Fayol in his administrative management.
- 10. Describe the process of planning in detail.



RW-27/3 (150)

(5)

MB-101 (New)

2020

Time : 3 hours

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The figures in the margin indicate full marks.

Answer from all the Parts as directed.

Part – A

1. Select the correct answer from the given alternatives: 2×10 = 20
- (a) Which of the following is not a part of classical approach management ?
- (i) Scientific Management
 - (ii) Administrative Management
 - (iii) Decision Theory
 - (iv) Bureaucratic Organization
- (b) The first step in control process is to :
- (i) Measure actual performance

- (ii) Establish objectives and standards
 - (iii) Compare results with objectives
 - (iv) Take corrective action
- (c) TAT stands for :
- (i) Thematic Application Test
 - (ii) Thematic Appreciation Test
 - (iii) Training Aptitude Test
 - (iv) Thematic Attitude Test
- (d) Which of the following is not a characteristic of planning ?
- (i) It deals with future
 - (ii) It involves selection of particular course of action
 - (iii) It is pervasive
 - (iv) It is not a strategic
- (e) The theory that categorised needs being concerned with survival relationships and desire for personnel development is popularly known as :
- (i) Need hierarchy theory
 - (ii) Two-factor theory

- (iii) ERG theory
 - (iv) Contingency theory
- (f) Taylor recommends :
- (i) Line organisation
 - (ii) Functional organisation
 - (iii) Military organisation
 - (iv) None of these
- (g) The overall goal of Scientific Management is :
- (i) High Industrial efficiency
 - (ii) Maximisation of employment
 - (iii) Maximization of social welfare
 - (iv) All of these
- (h) Communication in an organisation flows from :
- (i) From top to bottom
 - (ii) From bottom to top
 - (iii) Both (i) and (ii)
 - (iv) None of these
- (i) Which of the following is not related to staffing ?
- (i) Human resource planning

- (ii) Managerial appraisal
 - (iii) Decision making
 - (iv) Job definition
- (j) The most important skill of top level management is :
- (i) Technical skill
 - (ii) Human skill
 - (iii) Conceptual skill
 - (iv) None of these

Part – B

Answer any four questions of the following :

5×4 = 20

2. Write a short note on the skills of a manager.
3. Is management an Art or Science ? Explain.
4. Explain the classical theory of Management.
5. What is the importance of decision making in the management ?
6. Discuss the various elements in planning.

Part – C

Answer any three questions of the following :

10×3 = 30

7. Describe, in detail, the different roles of New Millenium Manages.
8. Explain the principal Barriers to management communication and suggest measures for that removal.
9. What do you understand by controlling in management ? Discuss the various steps in the process of control.
10. Write an essay on the contribution of Fayol in the field of management.



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MB — 101

2019

Time : 3 hours

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The questions are of equal value.

Answer any five questions.

1. ✓ Explain the concept of management with its nature and scope.
2. Discuss the contribution made by F. W. Taylor in the field of management.
3. ✓ What do you mean by planning ? Also discuss the steps of planning process.
4. Discuss the meaning and importance of MBO.
5. ✓ What do you mean by Span of Management ? Also discuss the factors influencing span of management.

PO - 16/1

(Turn over)

6. What is a line organisation ? How is it different from line and staff organisations ?
What do you understand by staffing ? Distinguish between Recruitment and Selection.
8. Discussing about the importance of leadership, throw light on charismatic leadership theory.
9. Discuss the various steps involved in control process.
10. Write short notes on any two of the following :
- (a) Virtual Organisation
 - (b) Motivation
 - (c) Management by Exception
 - (d) Strategies and Policies
- ◆ —

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MB - 101

2018

Time : 3 hours

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The questions are of equal value.

Answer any five questions.

(Management Concept & Practices)

1. Explain the objectives and significance of management.
2. Critically examine the contribution of Henry Fayol in the field of management.
3. Discuss the significance of planning and point out its limitations.
4. What is decision making ? Explain its process and importance.
5. Define Organisation and explain its objectives and importance.

6. Discuss the process of delegation of authority. What are its principles?
7. What are the main characteristics of direction? Discuss its importance.
8. What is meant by leadership? Explain the nature and importance of leadership.
9. What are the main elements of an effective control system?
10. Write short notes on any two of the following:
 - (a) Authority and responsibility
 - (b) Management is an Art as well as Science
 - (c) Decentralisation
 - (d) Autocratic leadership



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MB - 102 (N)

2022

Time : 3 hours

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.
The figures in the margin indicate full marks.
Answer from all the Parts as directed.

(Managerial Economics)

Part - A

(Objective Type Questions)

1. Choose the correct answer from the given alternatives : 2×10 = 20
 - (a) When there is change in quantity demanded in response to any change in price, it is a situation of :
 - (i) Zero price elasticity
 - (ii) Infinite price elasticity
 - (iii) Unitary price elasticity
 - (iv) Perfectly price elasticity
 - (b) Which of the following is an assumption of Indifference Curve Analysis ?
 - (i) Monotonic preferences of the consumer

- (ii) Declining marginal rate of substitution
 - (iii) Cardinal numbers
 - (iv) All of these
- (c) Normally a demand curve is :
- (i) Downward sloping
 - (ii) Upward sloping
 - (iii) Horizontal
 - (iv) Vertical
- (d) Which of the following is fundamental principle of Managerial Economics ?
- (i) Incremental principle
 - (ii) Marginal principle
 - (iii) Opportunity cost principle
 - (iv) All of these
- (e) Delphi method is used for :
- (i) Judge mental forecast
 - (ii) Time series forecast
 - (iii) Associative model
 - (iv) None of these
- (f) The function of Managerial Economist is :
- (i) Forward planning
 - (ii) Decision making
 - (iii) Both (i) and (ii)
 - (iv) None of these

- (g) Elasticity of demand for necessities is :
- (i) Zero
 - (ii) Unlimited
 - (iii) Greater from unity
 - (iv) Less than unity
- (h) Which of the following cost curve is U-Shaped ?
- | | |
|-----------|----------|
| (i) AC | (ii) TC |
| (iii) AFC | (iv) TFC |
- (i) Dynamic theory of profit was propounded by :
- | | |
|--------------|-------------------|
| (i) Clark | (ii) Schumpeter |
| (iii) Knight | (iv) None of them |
- (j) Which of the following is not under GST in India ?
- (i) Industrial Product
 - (ii) Handicrafts
 - (iii) Gems and Jewelleries
 - (iv) Petroleum Product

Part - B

(Short-answer Type Questions)

Answer any four questions of the following :

5×4 = 20

2. Differential between Micro and Macro Economics.

3. Discuss about Short Period Cost.
4. Write the different techniques of demand forecasting.
5. Explain Price Effect.
6. Write a note on the issues involved in Privatisation.

Part – C

(Long-answer Type Questions)

Answer any three questions of the following :
10×3 = 30

7. Define Managerial Economics. Explain the importance of Managerial Economics in the process of decision making.
8. What is the law of variable proportions ? Discuss stages of production.
9. Explain different types of Elasticity of Demand. How is price elasticity of demand measured ?
10. Examine critically the law of variable proportions as a short-run production function.



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MB – 102 (New)

2021

Time : 3 hours

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The figures in the margin indicate full marks.

Answer from all the Parts as directed.

Part – A

(Objective Type Questions)

1. Choose the correct answer from the given alternatives : 2×10 = 20
 - (a) Normally a demand curve is :
 - (i) Upward sloping
 - (ii) Downward sloping
 - (iii) Horizontal
 - (iv) Vertical

- (b) Demand is determined by :
- (i) Price of the product
 - (ii) Relative prices of other goods
 - (iii) Tastes and habits
 - (iv) All of these
- (c) Under _____, price is determined by the interaction of total demand and total supply in the market.
- (i) Perfect competition
 - (ii) Monopoly
 - (iii) Imperfect competition
 - (iv) All of these
- (d) Dynamic theory of profit was propounded by :
- (i) Clark
 - (ii) Schumpeter
 - (iii) Knight
 - (iv) None of them
- (e) The slope of the indifference curve is equal to which of the following :
- (i) One

- (ii) Marginal utility
 - (iii) Marginal rate of substitution
 - (iv) None of these
- (f) Why is the indifference curve convex to the origin ?
- (i) Due to continuous decline of marginal rate of substitution
 - (ii) Due to law of diminishing marginal utility
 - (iii) Due to monotonic preferences
 - (iv) All of these
- (g) The third stage of capital formation is :
- (i) Creation of savings
 - (ii) Mobilization of savings
 - (iii) Distribution of savings
 - (iv) Investment of savings
- (h) Profit is also known as :
- (i) Contractual Rent
 - (ii) Residual Income
 - (iii) Net Income
 - (iv) None of these

(i) When a firm's average revenue is equal to its average cost, it gets _____

(i) Sub normal profit

(ii) Normal profit

(iii) Abnormal profit

(iv) Super profit

(ii) Which organization has launched a portal regarding tax evasion, foreign undisclosed assets, and benami properties ?

(i) Reserve Bank of India

(ii) Enforcement Directorate

(iii) Central Board of Direct Taxes

(iv) None of these

Part - B

(Short-answer Type Questions)

Answer any four questions of the following :

5×4 = 20

2. With the help of suitable examples, differentiate between micro and macro economics.

RW-28/3

(4)

Contd.

3. Differentiate between cardinal and ordinal utility.

4. What are the properties of indifference curves.

5. Is Accounting Profit and Economic Profit the same ? Explain with examples.

6. What is the Public-Private Partnership (PPP) model ? Will it be successful in India ?

Part - C

(Long-answer Type Questions)

Answer any three questions of the following :
10×3 = 30

7. What do you understand by Marginal Economics ? Discuss its importance in the present day.

8. What is meant by Taste and Preferences of Consumers ? How does it affect demand ?

9. Was Demonitisation a wise step taken by the Government of India in 2016. Discuss its pros and cons.

10. Discuss the innovation theory of Profit.

RW-28/3 (150)

(5)

MB-102 (New)

2022

Time : 3 hours

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

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Answer from all the Parts as directed.

(Statistical Methods for Decision Making)

Part – A

1. Select the correct answer of the following :

2×10 = 20

(a) The main role in development of statistical method is of _____.

- (i) Economists
- (ii) Scientists
- (iii) Mathematicians
- (iv) Businessman

(b) Median is _____ Quartile.

- (i) First
- (ii) Second
- (iii) Third
- (iv) None of these

(c) Median of 5, 10, 12, 8, and 6 will be _____

- (i) 5
- (ii) 6
- (iii) 8
- (iv) None of these

(d) New hypothesis is denoted by :

- (i) H_0
- (ii) H_1
- (iii) Both H_0 and H_1
- (iv) Neither H_0 nor H_1

(e) In a Binomial distribution :

- (i) Mean = Variance
- (ii) Mean = Standard Deviation (SD)

(iii) Mean > Variance

(iv) Mean < Variance

(f) The number of classes in any frequency distributions depends upon :

- (i) Size of the data set
- (ii) Size of the population
- (iii) Range of observation
- (iv) All of these

(g) If quartile deviation of given set of data of 20 observation is 12, then value of standard deviation is :

- (i) 16
- (ii) 12
- (iii) 18
- (iv) None of these

(h) Which of the following relationship is true in a symmetrical distribution ?

- (i) Median - Q_1 = Q_3 - Median
- (ii) Median - Q_1 > Q_3 - Median

- (iii) Median $- Q_1 < Q_3 - \text{Median}$
- (iv) None of these
- (i) Standard Deviation of the Binomial distribution is :
- (i) np
- (ii) \sqrt{np}
- (iii) npq
- (iv) \sqrt{npq}
- (j) What is the probability of getting an odd number is tossing a dice ?
- (i) $1/6$
- (ii) $1/3$
- (iii) $1/2$
- (iv) 1

Part - B

(Short-answer Type Questions)

Answer any four questions of the following :

$$5 \times 4 = 20$$

2. Describe the Baye's theorem.

IK - 30/4

(4)

Contd.

3. Explain the different types of statistical method.
4. What is S. D. ? Derive the formulas of S.D.
5. The marks obtained by six students were 6, 8, 16, 25, 30, 40. Find the range. If the highest mark is omitted, find the percentage change in range.
6. What are the features of a good average ?

Part - C

(Long-answer Type Questions)

Answer any three questions of the following :
10×3 = 30

7. What are the various measures of Central Tendency ? Explain them.
8. Calculate Mean and Standard Deviation from the following data :

x	f
18	3
19	7
20	11

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(5)

(Turn over)

x	f
21	14
22	18
23	17
24	13
25	8
26	5
27	4

9. Find out the Arithmetic Mean from the following data :

Marks Obtained	Number of Student
0 - 10	10
10 - 20	12
20 - 30	20
30 - 40	18
40 - 50	10

10. What is Statistics ? Discuss the importance of Statistics in the Management of a Business Enterprise.

IK-30/4

(6)

Contd.

11. Find the Q_1 and Q_3 from given data :

x	f
2	7
4	9
7	25
9	22
16	18
18	11
24	8



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MB — 103 (New)

2021

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Full Marks : 70

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Answer from all the Groups as directed.

Group — A

(Objective Type Questions)

(Compulsory)

1. Select the correct answer of the following :

2 × 10 = 20

(a) Statistical data which takes into account all the data :

(i) Median

(ii) Mean

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(7)

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(Turn over)

(iii) Mode

(iv) Range

(b) Standard Deviation (S. D) for two observations 1 and 4 is :

(i) 1

(ii) 1.5

(iii) 2

(iv) 3

(c) For a frequency distribution, coefficient of skewness = 0.6 ; mean = 172 and mode = 163. The value of the variance is :

(i) 169

(ii) 215

(iii) 196

(iv) 225

(d) Two dice are thrown simultaneously the probability of obtaining a total sum 8 is :

(i) $1/3$

(ii) $5/6$

(iii) $5/36$

(iv) $7/36$

(e) Which among the following is the standard deviation of Binomial distribution ?

(i) \sqrt{npq}

(ii) npq

(iii) np^2q

(iv) np

(f) The median of the data 13, 15, 16, 17, 19, 20 is :

(i) $30/2$

(ii) $31/2$

(iii) $33/2$

(iv) $35/2$

(g) If the first quartile is subtracted from median then the answer must be equal to :

(i) Third quartile minus median

(ii) Third quartile plus median

- (iii) First quartile plus median
 - (iv) Median multiply third quartile
- (h) If m is the mean of a Poisson distribution, the standard deviation is given by :
- (i) \sqrt{m}
 - (ii) m^2
 - (iii) m
 - (iv) $m/2$
- (i) Binomial distribution is a :
- (i) Continuous distribution
 - (ii) Discrete distribution
 - (iii) Irregular distribution
 - (iv) Not a probability distribution
- (j) A statement whose validity is tested on the basis of a sample is called :
- (i) Null hypothesis
 - (ii) Statistical hypothesis
 - (iii) Simple hypothesis
 - (iv) Composite hypothesis

Group – B

(Short-answer Type Questions)

Answer any four questions of the following :

$$5 \times 4 = 20$$

2. Define arithmetic mean and median and discuss their merits and demerits as measures of central tendency.
3. The sum of 50 observations is 500, its sum of squares is 6,000 and median 12. Find the coefficient of variation and coefficient of skewness.
4. Describe the Baye's theorem.
5. The mean monthly salary paid to all employee in a company is Rs. 1,600. The mean monthly salaries paid to technical and non-technical employees are Rs. 1,800 and Rs. 1,200 respectively. Determine the percentage of technical and non-technical employees of the company.

6. The mean and standard deviation of a set of 100 observations were worked out as 40 and 5 respectively by a computer which by mistake took the value 50 in place of 40 for one of the observations. Find the correct mean and variance.

Group - C

(Long-answer Type Questions)

Answer any three questions of the following :
10×3 = 30

7. Calculate the median and mode for the distribution of the weights of 150 students from the data given below :

Weight (in kg)	Frequency
30 - 40	18
40 - 50	37
50 - 60	45
60 - 70	27
70 - 80	15
80 - 90	8

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(6)

Contd.

8. Calculate coefficient of variation from the following data :

Profits (Rs. crores)	No. of Cos
10 - 20	8
20 - 30	12
30 - 40	20
40 - 50	6
50 - 60	4

9. Define Binomial Distribution. Point out its chief characteristics and uses. Under what condition, it tends to Poisson distribution ?

10. Explain any two of the following :

- Application of χ^2 - test (chi-squar test)
- Analysis of Variance
- Null and level of significance
- Harmonic Mean

11. (a) The probability that a new marketing approach will be successful is 0.6. The probability that the expenditure for

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(7)

(Turn over)

developing the approach can be kept within the original budget is 0.50. The probability that both of these objectives will be achieved at 0.30.

- (b) A bag contains 3 red, 6 white and 7 blue balls. What is the probability that 2 balls drawn are white and blue ?



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MB — 103 (New)

2020

Time : 3 hours

Full Marks : 70

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Answer from all the Groups as directed.

Group — A

(Objective Type Questions)

(Compulsory)

1. Select the correct answer of the following :

2 × 10 = 20

- (a) The algebraic sum of the deviation from mean

is :

- (i) Maximum
- (ii) Minimum
- (iii) Zero
- (iv) None of these

ER — 37/3

(Turn over)

- (b) Which of the following relationship is true in a symmetrical distribution ?
- (i) Median - $Q_1 = Q_3 - \text{Median}$
 - (ii) Median - $Q_1 > Q_3 - \text{Median}$
 - (iii) Median - $Q_1 < Q_3 - \text{Median}$
 - (iv) None of these
- (c) What is the probability of getting an odd number in tossing a dice ?
- (i) $\frac{1}{6}$
 - (ii) $\frac{1}{3}$
 - (iii) $\frac{1}{2}$
 - (iv) 1
- (d) Standard deviation of the Binomial distribution is :
- (i) np
 - (ii) \sqrt{np}
 - (iii) npq
 - (iv) \sqrt{npq}

- (e) In a Binomial distribution :
- (i) Mean = Variance
 - (ii) Mean = Standard Deviation (SD)
 - (iii) Mean > Variance
 - (iv) Mean < Variance
- (f) Median is the value of the variate :
- (i) Which divides the frequency distribution into two equal parts.
 - (ii) Which divides the frequency distribution into four equal parts
 - (iii) Which corresponds to max^m frequency
 - (iv) None of these
- (g) In a Poisson distribution :
- (i) Mean = Variance
 - (ii) Mean = Standard Deviation
 - (iii) Mean > Variance
 - (iv) Mean < Variance

Group – B

(Short-answer Type Questions)

Answer any four questions of the following :

$$5 \times 4 = 20$$

The mean of marks in a subject of 100 students of a class was 72. The mean marks of girls was 75, while their numbers was 70. Find the mean marks of boys in the class.

Find the coefficient of skewness from the following informations :

$$\text{Difference of two quartile} = 8$$

$$\text{Sum of two quartile} = 22$$

$$\text{Mode} = 1$$

$$\text{Mean} = 8$$

4. Describe the Baye's theorem.

5. Explain the Relationship among AM, Median and Mode.

6. What is S.D. ? Derive the formulas of S.D.

(h) The relationship among AM, GM and HM is :

(i) $GM = (AM) \times (HM)$

(ii) $(GM)^2 = (AM) \times (HM)$

(iii) $GM = (AM \times HM)^2$

(iv) $(GM)^2 = (AM)^2 \times (HM)^2$

(i) The number of classes in any frequency distribution depends upon :

(i) Size of the data set

(ii) Size of the population

(iii) Range of observation

(iv) All of these

(j) If quartile deviation of given set of data of 20 observation is 12, then value of standard deviation is :

(i) 16

(ii) 12

(iii) 18

(iv) None of these

ER - 37/3

(4)

Contd.

Group - C

(Long-answer Type Questions)

Answer any three questions of the following :

10×3 = 30

7. Calculate the AM and Median of the following data :

Weight(in GM)	No. of Articles
0 - 10	14
10 - 20	17
20 - 30	22
30 - 40	26
40 - 50	23
50 - 60	18

8. A study of 100 engineering companies give the following informations :

Profit in (Crore)	No. of Companies
0 - 10	8
10 - 20	12
20 - 30	20
30 - 40	30
40 - 50	20
50 - 60	10

Calculate the standard deviations.

ER - 37/3

(6)

Contd.

9. What is Poisson Distribution ? Describe the M.G. F. of Poisson Distribution and Additive Property of this distribution.
10. Explain any two of the following :
- (a) Level of Significance
 - (b) Application of χ^2 -test(Chi-square test)
 - (c) Analysis of Variance
 - (d) Geometric Mean
11. (a) If 10 men, among whom are A and B stand in a row, what is the probability that there will be exactly 3 men between A and B ?
- (b) A bag contains 3 red, 6 white and 7 blue balls. What is the probability that 2 balls drawn are white and blue ?



ER - 37/3 (150)

(7)

MB — 103 (New)

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MB — 104 (N)

2022

Time : 3 hours

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The figures in the margin indicate full marks.

Answer from all the Parts as directed.

(Accounting and Financial Analysis)

Part - A

1. Choose the correct answer of the following :

2×10 = 20

(a) Closing Stock given in the Trial Balance is shown in :

- (i) Trading Account
- (ii) Profit and Loss Account
- (iii) Balance Sheet
- (iv) Trading Account and Balance Sheet

IK - 31/3

(Turn over)

- (b) Who invented the double entry system of Book Keeping ?
- (i) William Pickles
 - (ii) Lucas Pacioli
 - (iii) J. R. Batliboi
 - (iv) None of these
- (c) Common Size-statement are also known as :
- (i) Dynamic Analysis
 - (ii) Horizontal Analysis
 - (iii) Vertical Analysis
 - (iv) None of these
- (d) Operating Ratio is :
- (i) Profitability Ratio
 - (ii) Activity Ratio
 - (iii) Solvency Ratio
 - (iv) Liquidity Ratio
- (e) A Ledger is :
- (i) Subsidiary Book

IK - 31/3

(2)

Contd.

- (ii) Memorandum Book
 - (iii) Principal Book
 - (iv) None of these
- (f) Which of the following is not the source of cash ?
- (i) Purchase of Fixed Assets
 - (ii) Funds from operation
 - (iii) Issue of Debenture
 - (iv) State of Fixed Assets
- (g) Which one of the following is not an Accounting Concept ?
- (i) Money measurement concept
 - (ii) Dual aspect concept
 - (iii) Separate entity concept
 - (iv) Wealth maximization concept
- (h) Outstanding wages account is a :
- (i) Natural Personal Account

IK - 31/3

(3)

(Turn over)

8. Discuss about different types of Financial Statements.
9. What do you mean by money laundering ?
10. What are the kinds of accounts ? What are the rules of making journal entry in both approach ? Explain with suitable example.



- (ii) Artificial Personal Account
- (iii) Representative Personal Account
- (iv) Nominal Account
- (i) Materials are issued at actual cost :
- (i) Under FIFO Method
- (ii) Under LIFO Method
- (iii) Under FIFO and LIFO Method both
- (iv) None of these
- (i) Goodwill is :
- (i) A Tangible Assets
- (ii) An Intangible Assets
- (iii) A Current Assets
- (iv) None of these

Part - B

(Short-answer Type Questions)

Answer any four questions of the following :

5×4 = 20

2. What do you mean by Financial Accounting ?

3. Journalize the following transaction in the books of Himanshu for the month of October, 2020.

Particulars	Rs.
Business Started with cash	75,000
Goods Purchase for cash	10,000
Goods sold to Swati	5,000
Purchase furniture	3,000
Cash received from Swati in full settlement	4,000
Brought goods from Sunder on credit	20,000
Paid Rent	1,000
Paid Salary	1,500

4. What do you mean by Double Entry System ?
5. What is Fund-Flow-Statement ?
6. What is Forensic Accounting ?

Part - C

(Long-answer Type Questions)

Answer any three questions of the following :

10×3 = 30

7. What are the needs and methods used for valuation of assets ?

IK-31/3

(5)

(Turn over)

8. Discuss about different types of Financial Statements.

9. What do you mean by money laundering ?

10. What are the kinds of accounts ? What are the rules of making journal entry in both approach ? Explain with suitable example.



IK-31/3 (150)

(6)

MB-104 (N)

2021

Time : 3 hours

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The figures in the margin indicate full marks.

Answer from all the Parts as directed.

Part – A

1. Choose the correct answer from the given alternatives : 2×10 = 20

(a) "Debit what comes in, credit what goes out."

This rule applies to :

- (i) Personal account
- (ii) Real account
- (iii) Nominal account
- (iv) All of these

(b) The entry made for each transaction is composed of two parts — one for debit and another for credit. This accounting principle is :

- (i) Historical Cost Principle
- (ii) Matching Principle
- (iii) Duality Principle
- (iv) Objectivity Principle

(c) The advantage of setting accounting standards are :

- (i) Reduction in variations
- (ii) Disclosure beyond that required by law
- (iii) Facilitates comparison
- (iv) All of these

(d) The process of recording a transaction in the journal is called :

- (i) Posting
- (ii) Journalising

RW-30/3

(2)

Contd.

(iii) Tallying

(iv) Casting

(e) Goodwill is :

- (i) Current Asset
- (ii) Fictitious Asset
- (iii) Tangible Asset
- (iv) Intangible Asset

(f) A's Trial Balance shows the opening stock Rs. 20,000, it will be :

- (i) Debited to the Trading Account
- (ii) Debited to the Profit and Loss Account
- (iii) Deducted from the closing stock in Balance Sheet
- (iv) None of these

(g) Which of the following methods are used for the valuation of goodwill ?

- (i) Super profit method

RW-30/3

(3)

(Turn over)

(iii) The application of investigative and analytical skills for the purpose of resolving financial issues in a manner that meets standards required by courts of law.

(iv) The investigatory arm of the Securities and Exchange Commission.

(j) Know Your Customer (KYC) regulations have been introduced in financial transactions under which of the following regulation ?

(i) Banking Companies Act

(ii) Prevention of Money Laundering Act

(iii) Reserve Bank of India Act

(iv) Companies Act

Part – B

Answer any four questions of the following :

5×4 = 20

- (ii) Weighted profit method
- (iii) Average profit method
- (iv) All of these

(h) Which of the following inventory method measures most closely the current inventory?

- (i) FIFO
- (ii) Specific identification
- (iii) Weighted average
- (iv) LIFO

(i) Forensic Accounting is defined as :

- (i) The practice of applying defined financial ratios to investigate a company's financial health
- (ii) The use of law enforcement to subpoena financial records to determine unlawful actions.

RW-30/3

(4)

Contd.

9. "Financial intelligence in having the ability to survive and thrive in economic world." Discuss.
30. Discuss any three Accounting concepts and conventions.



RW-30/3 (150)

(7)

MB-104 (New)

2. What is the 'Accounting Period Assumption' Why is it necessary for preparing the financial statements ?

3. Explain the methods of preparing a Trial Balance

4. What is the current ratio of a Company ?

5. What are the factors affecting valuation of Share ?

6. What do you mean by Red Flag in Forensic Accounting ?

Part - C

Answer any three questions of the following :

10×3 = 30

7. Discuss the importance of Accounting Ratios. Classify the ratios into traditional and functional types.

8. Distinguish between Capital Expenditure and Revenue Expenditure.

RW - 30/3

(6)

Contd.

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2020

Time : 3 hours

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The figures in the margin indicate full marks.

Answer from all the Parts as directed.

Part - A

1. Choose the correct answer from the given alternatives : 2×10 = 20

(a) What is Customer Value ?

(i) Ratio between the Customer's Perceived Benefits and Resources used to obtain these Benefits

(ii) Excess of satisfaction over expectation

(iii) Post-Purchase dissonance

(iv) None of these

ER - 38/3

(Turn over)

- (b) The cost of capital method include :
- (i) Dividend yield method
 - (ii) Earning yield method
 - (iii) Dividend yield + Growth in dividend method
 - (iv) All of these
- (c) If the current ratio is 2 : 1 and working capital is Rs. 60,000. What is the value of the Current Assets ?
- (i) 60,000
 - (ii) 1,00,000
 - (iii) 1,20,000
 - (iv) 1,80,000
- (d) Depreciation is incorporated in cash flows because it :
- (i) Is unavoidable cost
 - (ii) Is a cash flow
 - (iii) Involves an outflow
 - (iv) Reduce Tax liability

ER - 38/3

(2)

Contd.

- (e) Feature of Financial Analysis is to present the data contained in financial statements in :
- (i) Easy form
 - (ii) Convenient and rational groups
 - (iii) Comparable form
 - (iv) All of these
- (f) Which Analysis is considered as Static ?
- (i) Horizontal Analysis
 - (ii) Vertical Analysis
 - (iii) Internal Analysis
 - (iv) External Analysis
- (g) Which Analysis is considered as Dynamic ?
- (i) Horizontal
 - (ii) Vertical
 - (iii) Internal
 - (iv) External
- (h) When did the prevention of Money Laundering Act came into force ?
- (i) 1st April, 2009

ER - 38/3

(3)

(Turn over)

Part – B

Answer any four questions of the following :

5×4 = 20

2. What are the various tools of Financial Analysis Accounting Ratios ?
3. Differentiate between Traditional and Modern Accounting.
4. Draw a sample structure of Profit and Loss Account for a Restaurant.
5. What do you mean by Red Flag in Forensic Accounting ?
6. Current ratio for Neeta Enterprises is 1 : 1 and having working capital of Rs. 60 Lacs. Find its value of the current assets ?

Part – C

Answer any three questions of the following :

10×3 = 30

7. What are the needs and methods used for valuation of assets ?

(ii) 1st July, 2005

(iii) 1st August, 2005

(iv) 1st August, 2009

(i) Forensic Accounting is defined as :

(i) The practice of applying defined Financial Ratio

(ii) The use of law enforcement to subpoena

(iii) Application investigative and analytical skills for the purpose of resolving financial issues

(iv) The investigatory arm of the securities and exchange commission

(i) Mr. Deval was found guilty as per the provisions of prevention of Money Laundering Act, 2002. Who can investigate his case of Money Laundering ?

(i) Director/Officer U/s 48 & 49

(ii) Police Inspector

(iii) Office of Supreme Court of India

(iv) All of these

ER - 38/3

(4)

Contd.

8. Discuss about meaning and significance of accounting ratios.

9. What do you mean by Money Laundering ? Suggest preventive measures to be taken.

10. Discuss about different types of Financial Statements.



ER - 38/3 (150)

(6)

MB - 104 (New)

2022

Time : 3 hours

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The figures in the margin indicate full marks.

Answer from all the Parts as directed.

(Marketing Management)

Part – A

1. Select the correct answer of the following :

2×10 = 20

(a) Marketing is a process which aims at _____

(i) Production (ii) Profit making

(iii) Satisfaction (iv) Selling

(b) Which of the following is not a type of marketing concept ?

(i) The production concepts

- (ii) The selling concepts
 - (iii) The societal marketing concepts
 - (iv) The supplier concepts.
- (c) Marketing is known by :
- (i) Place (ii) Area
 - (iii) Demand (iv) All of these
- (d) Which one is the part of place-mix ?
- (i) Brand (ii) Basic Price
 - (iii) Publicity (iv) Retailers
- (e) Which one is not the part of product mix ?
- (i) Style (ii) Colour
 - (iii) Package (iv) Advertising
- (f) Which one is the micro environment element of market ?
- (i) Demography (ii) Competition
 - (iii) Economy (iv) Product
- (g) Idea of Four P's marketing was given by :
- (i) Jerome McCarthy
 - (ii) John McCarthy

IK-32/3

(2)

Contd.

- (iii) Thomas McCarthy
 - (iv) None of these
- (h) "The product is a bundle of satisfaction that a consumer buys" told by :
- (i) Philip Kotler (ii) Peter Drucker
 - (iii) Shorlekar (iv) None of them
- (i) Who is called the Father of Modern Marketing ?
- (i) Philip Kotler (ii) Neil H. Borden
 - (iii) Kevinson (iv) Williamson
- (j) Concept of Marketing Mix is given by :
- (i) Philip Kotler (ii) Neil H. Borden
 - (iii) Williamson (iv) None of them

Part - B

(Short-answer Type Questions)

2. Answer any four questions of the following :

5×4 = 20

- ✓(a) What do you understand by marketing ? Explain its importance.
- ✓(b) Discuss about various components of product mix.

IK-32/3

(3)

(Turn over)

- (c) Discuss the concept of positioning.
(d) What do you mean by Market Segmentation?
(e) Explain five steps buyer decision process.

Part - C

(Long-answer Type Questions)

3. Answer any three questions of the following :
10×3 = 30
- (a) Describe buyer decision process.
(b) What is promotional mix ? Discuss various elements of promotional mix.
(c) Explain the functions and types of different distribution channels.
(d) What are the various stages of Product Life Cycle (PLC) ? Discuss the changing marketing decision on each stage.
(e) Explain the concept of marketing environment. Discuss their impact on marketing decision.

IK-32/3 (150)

(4)

MB - 105 (N)

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MB - 105 (New)

2021

Time : 3 hours

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The figures in the margin indicate full marks.

Answer from all the Parts as directed.

Part - A

1. Select the correct answer of the following :
2×10 = 20
- (a) In the history of marketing, when did the production period end :
(i) In the late 1800
(ii) In the early 1900
(iii) In the 1920s
(iv) None of these

RW-31/3

(Turn over)

(b) Which among the following is not a part of Marketing-mix ?

- (i) Product
- (ii) Price
- (iii) Target market
- (iv) Promotion

(ii)

(c) Which of the following is feature of the marketing ?

- (i) Needs and wants
- (ii) Creating a market offering
- (iii) Customer value
- (iv) All of these

(ii)

(d) _____ is the father of modern marketing.

- (i) Philip Kotler
- (ii) Abraham Maslow
- (iii) Peter Drucker
- (iv) None of them

(ii)

RW-31/3

(2)

Contd.

(e) In the modern eras marketing is a process which aims at ?

- (i) Production
- (ii) Profit-making
- (iii) Satisfaction of customer needs
- (iv) Selling products

(f) The first step of consumer buying decision process is :

- (i) Information search
- (ii) Option evaluation
- (iii) Need recognition
- (iv) Purchase decision

(ii)

(g) The stage, of product life cycle, where a company tries to build awareness about the product :

- (i) Marketing stage
- (ii) Introduction stage

(ii)

RW-31/3

(3)

(Turn over)

(iii) Growth stage

(iv) None of these

(h) A subset of the market that aims at satisfying specific market need price range, production quality and customer, is known as :

(i) Niche market

(ii) Harvest market

(iii) Direct market

(iv) None of these

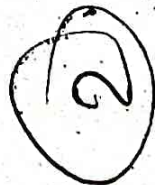
(i) The concept of splitting the market intragroups that have similar characteristics, is known as :

(i) Targetting

(ii) Segmentation

(iii) Either (i) or (ii)

(iv) None of these



(i) A strategic process that involves creating an identity of the brand or product within the target customers mind :

- (i) Segmentation
- (ii) Targeting
- (iii) Positioning
- (iv) None of these

56
50
6

12
32
12
56

Part - B

2. Answer any four questions of the following :

5x4 = 20

- (a) What do you understand by value proposition and USP ?
- (b) Explain the concept of marketing myopia with a suitable example.
- (c) Explain the factors affecting price determination.
- (d) Explain the concept of personal selling.
- (e) Discuss the concept of digitalization and customization in new liberalised economy.

RW-31/3

(5)

(Turn over)

Part - C

3. Answer any three questions of the following :

10x3 = 30

- (a) What are the various stages of product life cycle ?
- (b) Discuss marketing concept and its various stages of evolution.
- (c) What do you understand by macro and micro components of marketing environment ? Also, discuss their impact on marketing decisions.
- (d) Discuss the nature, function and types of distribution channels.



RW-31/3 (150)

(6)

MB-105 (New)

2022

Time : 3 hours

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The figures in the margin indicate full marks.

Answer from all the Parts as directed.

(Human Resource Management)

Part – A

1. Select the correct answer of the following :

2×10 = 20

(a) Training is a process of :

- (i) Short-term (ii) Long-term
(iii) One time (iv) None of these

(b) Which one of the following is a method of Training ?

- (i) Internship
(ii) Job Rotation

- (iii) Apprenticeship
- (iv) All of these
- (c) Interview is a method used in :
 - (i) Transfer
 - (ii) Recruitment
 - (iii) Selection
 - (iv) Placement
- (d) A process of searching for prospective employees and stimulating them to apply for job is :
 - (i) Selection
 - (ii) Recruitment
 - (iii) Induction
 - (iv) Orientation
- (e) A learning activity which is directed towards future needs rather than present needs is :
 - (i) Education
 - (ii) Instruction
 - (iii) Development
 - (iv) None of these
- (f) The process of choosing the right person for right jobs is known as :
 - (i) Selection
 - (ii) Recruitment
 - (iii) Induction
 - (iv) Orientation
- (g) A statement of human qualifications necessary to do a job is :
 - (i) Job description

IK-33/3

(2)

Contd.

- (ii) Job analysis
- (iii) Job specification
- (iv) None of these
- (h) Which of the following is not a external sources of recruitment ?
 - (i) Campus selection
 - (ii) Promotion
 - (iii) Consultancy
 - (iv) Walk-in
- (i) The formal and systematic modification of behaviour through learning is termed as :
 - (i) Training
 - (ii) Education
 - (iii) Instruction
 - (iv) Motivation
- (j) The Human Resource Planning is based on :
 - (i) Financial Condition
 - (ii) Market Condition
 - (iii) External Environment
 - (iv) Organisational Plan

Part - B

(Short-answer Type Questions)

2. Answer any four questions of the following :

5×4 = 20

- ✓(a) Differentiate between Training and Development.

IK-33/3

(3)

(Turn over)

- (b) Discuss the importance of HR Audit.
 (c) What do you mean by HRM ethics ?
 (d) Explain the functions of Human Resource Management.
 (e) Why selection is termed as negative process ?

Part - C

(Long-answer Type Questions)

3. Answer any three questions of the following :
 10×3 = 30
- (a) What do you understand by Human Resource Management ? Explain its objectives.
 (b) What do you mean by Recruitment ? Explain its process.
 (c) Discuss the ethical issues in Human Resource Management.
 (d) What is Job-Design ? Explain the process of job-design.

IK-33/3 (150)

(4)

MB-106 (N)

COPYRIGHT RESERVED MB-106 (New)

2021

Time : 3 hours

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.
 The figures in the margin indicate full marks.
 Answer from all the Parts as directed.

Part - A

1. Select the correct answer of the following :
 2×10 = 20
- (a) _____ is a systematic and planned introduction of employees to their jobs, their Co-workers and the organization :
- (i) Job evaluation
 (ii) Job analysis
 (iii) Orientation
 (iv) Job design

RW-32/3

(Turn over)

(b) The procedure in which relevant information relating to a job and its requirements is systematically discovered and noted is :

- (i) Job analysis
- (ii) Job specification
- (iii) Job classification
- (iv) Job evaluation

(c) The procedure of fitting the right person into the right job is classified as :

- (i) Interviewing applicants
- (ii) Maintaining records
- (iii) Administering test
- (iv) Placement of employees

(d) Evaluation of training helps in determine the extent to which _____ have been achieved ?

- (i) Efficiency

RW-32/3

(2)

Contd.

(ii) Profit

(iii) Training objectives

(iv) Employee satisfaction

(e) _____ is the process of forecasting an organisations future demand for, and supply of, the right type of people in the right number.

(i) Recruitments

(ii) Human Resource Planning

(iii) Human Capital Management

(iv) Human-Resource Management

(f) The aim of job design is to improve :

(i) Job interview

(ii) Job satisfaction

(iii) Job analysis

(iv) Job profile

RW-32/3

(3)

(Turn over)

(g) Any learning activity, which is directed towards future needs rather than present needs :

- (i) Training
- (ii) Education
- (iii) Instruction
- (iv) Development

(h) The HR Audit is the process to evaluate the performance of :

- (i) Organisation
- (ii) HR Policy
- (iii) Existing human resource
- (iv) None of these

(i) Which is not an advantage of internal source of recruitment ?

- (i) Time saving
- (ii) New blood

(iii) Less expensive

(iv) Familiarity with own employees.

(i) The content of job description involves :

(i) Job title, Condition of work

(ii) Educational qualification, Skills

(iii) Both (i) and (ii)

(iv) None of these

Part - B

Answer any four questions of the following :

5×4 = 20

2. Define HRP. What would happen in absence of HRP ? Also explain the factors that affect HRP.

3. Distinguish between Personnel Management and Human Resource Management.

4. Why 'Recruitment' is called a positive process ?

5. Why training and development is considered as source of competitive advantage ?

RW-32/3

(5)

(Turn over)

6. What do you understand by ethical issues in HRM ?

Part - C

Answer any three questions of the following :

10×3 = 30

7. Discuss, in detail, the evolution of HRM.

8. Explain the benefits and problems associated with placement.

9. What is Job Design ? Explain the process of job design.

10. Discuss the ethical issues in Human Resource Management.

RW-32/3 (150)

(6)

MB-106 (New)

2020

Time : 3 hours

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The figures in the margin indicate full marks.

Answer from **all** the Parts as directed.

Part – A

1. Select the correct answer of the following :
2×10 = 20

(a) The Human Resource Planning (HRP) is based on :

- (i) Market Condition
- (ii) Financial Condition
- (iii) External Environment
- (iv) Organisational Plan

(b) The formal and systematic modification of behaviour through learning is termed as :

- (i) Training
- (ii) Education
- (iii) Instruction
- (iv) Motivation

(Turn over)

- (c) A process of searching for prospective employees and stimulating them to apply for job is :
- (i) Selection (ii) Recruitment
(iii) Induction (iv) Orientation
- (d) A learning activity which is directed towards future needs rather than present needs is :
- (i) Education (ii) Instruction
(iii) Development (iv) None of these
- (e) The process of choosing the right person for right jobs is known as :
- (i) Selection (ii) Recruitment
(iii) Induction (iv) Orientation
- (f) The application form to be filled by the candidate when he goes for recruitment process in the organization is called :
- (i) Job Application
(ii) Formal Application
(iii) Application Blank
(iv) None of these
- (g) On the date of joining the employees are introduced to the company and other employees. This process is called :
- (i) Training

ER - 40/3

(2)

Contd.

- (ii) Induction
(iii) Introduction
(iv) Fresher Welcome
- (h) Resistance from employee is _____ to HRP.
- (i) Objective (ii) Advantage
(iii) Scope (iv) Disadvantage
- (i) A statement of human qualifications necessary to do a job is :
- (i) Job Description
(ii) Job Analysis
(iii) Job Specification
(iv) None of these
- (i) Which of the following is not an external source of recruitment ?
- (i) Campus Selection (ii) Promotion
(iii) Consultancy (iv) Walk-in

Part - B

2. Answer any four questions of the following :
5×4 = 20

- (a) Why 'Selection' is called a negative process ?

ER - 40/3

(3)

(Turn over)

- (b) Discuss the importance of HR Audit.
- (c) What do you understand by HRM ethics ?
- (d) State the functions of Human Resource Management.
- (e) What are the benefits of Human Resource Management ?

Part – C

3. Answer any three questions of the following :

10×3 = 30

- (a) Discuss the terms Training and Development. State the objectives of training programmes.
- (b) What is Job design ? Explain the process of job design.
- (c) What is the meaning and purpose of placement ? Discuss the barriers/problems in placement.
- (d) Discuss the ethical issues in Human Resource Management.

