ASSIGNMENTS MASTER OF BUSINESS ADMINISTRATION MBA- IIIrd semester (Batch 2023-25)



Centre for Distance and Online Education Guru Jambeshwar University of Science & Technology Hisar-125001

Compiled by:-Dr. POONAM Course Coordinator MBA- Programme CDOE, GJUS&T

Course Name: Strategic Management Code: MBA 301 Sem.: 3rd Total Marks=30

Important Instructions

i. Attempt all questions from each assignment given below.

ii. Each assignment carries 15 marks.

iii. All questions are to be attempted in legible handwriting on plane white A-4 size paper and upload the scanned copy of the assignments on student's portal.

ASSIGNMENT-I

1. Explain Michael Porter's 5 Forces Model.

- 2. Describe the Model of Strategic Management.
- 3. Define the following in brief:
- i) BCG Matrix
- ii) Ansoff Matrix

- 1. Elaborate the levels of 'Strategic Planning'.
- 2. Explain Cost-Leadership Differentiation Strategy.
- 3. Demonstrate the types of adopters of Innovation in the Market.

Course Name: Entrepreneurship DevelopmentSem.: 3rdCode: MBA 302Total Marks=30

Important Instructions

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ASSIGNMENT-I

1. Highlight the role of Entrepreneurship in the Economic Development with special reference to India.

2. Critically evaluate the present relevance of Rural Entrepreneurship. Suggest how to improve it.

3. Examine the role of Economic and Technical Feasibility of the project with live examples from Industry.

ASSIGNMENT-II

1. Examine the present relevance and role Governmental agencies in establishing a venture.

2. Discuss how to start your own start up. What precautions will you take in selecting a location?

3. Critically evaluate the role of achievement motivation for success of any venture with live example from Indian Industry.

Course Name: Business Legislation Code: MBA 303 Sem.: 3rd Total Marks=30

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ASSIGNMENT-I

1. "All contracts are agreements, but all agreements are not contracts." Discuss the statement explaining the essentials of a valid contract.

2. What do you mean by discharge of contract? Explain the various modes of discharge of contract.

3. Define a cheque. How does it differ from a bill of exchange?

ASSIGNMENT-II

- 1. Explain the Doctrine of Caveat Emptor.
- 2. Write short note on the following:
- a. Digital Signature & amp; Digital Signature Certificates
- b. Unpaid Seller

3. In what different ways may a negotiable instrument be dishonoured? What are the duties of a holder of a dishonoured bill?

Course Name: Counseling Skills for Managers Code: OE 301 Sem.: 3rd Total Marks=30

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ASSIGNMENT-I

1. Differentiate between Counselling and Psychotherapy with live examples.

2. Critically evaluate the present relevance of Psycho-Analytical Theory.

3. Examine the role of 5 D model in counselling process. Suggest how counselling environment affects it?

ASSIGNMENT-II

1. Examine the present relevance of the Principles of counselling with live examples.

2. Discuss how humanistic approach contributed in the counselling. Suggest how to improve counselling.

3. How can any organization manage the occupational stress and improve performance of employees through counselling.

Course Name: Management of Industrial Relations Code: HRM 301 Sem.: 3rd Total Marks=30

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ASSIGNMENT-I

1. Explain the concept, evolution and significance of industrial relations.

2. Outline the problems of trade unions in India. Suggest ways to solve these problems.

3. What do you participative management? Explain various forms of worker's participation in management.

- 1. Differentiate between Conciliation and Arbitration.
- 2. Give a detailed note on model principles for reference of dispute to adjudication.
- 3. Describe the effect of technological changes on industrial relations.

Course Name: Human Resource Planning Code: HRM 302 Sem.: 3rd Total Marks=30

Important Instructions

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ASSIGNMENT-I

1. What is Human Resource Planning? Explain the significance of planning human resource.

2. Define macro and micro level manpower planning. Explain with examples.

3. What are various methods used in forecasting human resource planning? Explain its importance.

ASSIGNMENT-II

1. Explain the following:

a. Work scheduling

b. Work study

2. What is meant by human resource accounting? What are the various steps in it?

3. Define HRIS. Elucidate the steps to successfully implement the human resource information system in an organization.

Course Name: Leadership Dynamics Code: HRM 306 Sem.: 3rd Total Marks=30

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ASSIGNMENT-I

- 1. How does leadership and power relate?
- 2. What makes the person an effective leader?
- 3. Distinguish between skills and behavioural approaches.

- 1. Explain various styles of leadership.
- 2. Write a brief note on contemporary issues in leadership.
- 3. Distinguish between transformational and transactional leadership.

Course Name: Training and Development Code: HRM 308 Sem.: 3rd Total Marks=30

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ASSIGNMENT-I

1. Define the concept and objectives of training.

2. Give a detailed note on responsibilities and challenges of training manager.

3. What are the principles of adult learning?

- 1. Write a detailed note on the modern methods of training.
- 2. What are the factors affecting training climate?
- 3. What are the methods to evaluate training effectiveness?

Course Name: Security Analysis Code: FM-302 Sem.: 3rd Total Marks=30

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ASSIGNMENT-I

1. Explain the causes and types of Risk.

2. Explain the process of Investment.

3. "New Issues Market (NIM) and stock exchange do not compete against each other but complement each other." Comment.

ASSIGNMENT-II

1. Explain Top-down approach of Equity analysis.

2. Differentiate between Direct & Indirect Investing.

3. What is yield to maturity? Explain the relationship between price of security, coupon rate

& yield to maturity.

Course Name: Project Management Code: FM-303 Sem.: 3rd Total Marks=30

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ASSIGNMENT-I

1. Explain the essential elements and steps involved in project planning process.

2. What is feasibility report? Explain the different steps involved in the feasibility report preparation.

3. Bring out the importance of pre-feasibility, feasibility studies and technical analysis in ensuring success in the operation phase of the project.

- 1. Write a short note on the followings:
- a. UNIDO Approach
- b. L-M Approach
- c. WBS
- 2. With a flow chart elaborate the main function of project life cycle.
- 3. Discuss the various cost associated with the project and how we can manage it.

Course Name: Management of Banks and Financial InstitutionsSem.: 3rdCode: FM 304Total Marks=30

Important Instructions

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ASSIGNMENT-I

- 1. Describe about various components of Indian Financial System.
- 2. Explain about evolution and growth of Indian banking system.
- 3. Write short note on the following:
- a. Functions of Commercial Bank and Sources of Bank Funds
- b. Fundamental principles of security investment by commercial bank

- 1. Explain about capital adequacy norms in Indian Banking system.
- 2. What do you mean by NPAs? Explain about various types of NPAs.
- 3. Write short note on the following:
- a. Current issues and future challenges in Management of Banks and financial Institutions
- b. Financial Institutions role in economic development

Course Name: Public Finance Code: FM 306 Sem.: 3rd Total Marks=30

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ASSIGNMENT-I

1. Explain the following basic concepts of public finance:

I. Marginal Social Benefit

II. Marginal Social Sacrifice

2. Which reforms were introduced for liberalization of Indian Financial System?

3. What are the problems pertaining to financial autonomy and accountability in India? Give suggestions to overcome them.

ASSIGNMENT-II

1. What are the factors that influence Public Expenditure in India?

2. What are the difficulties faced by Governments of Underdeveloped economies in public borrowing?

3. Give difference between external and internal Public Debt.

Course Name: Consumer Behavior Code: MM 301 Sem.: 3rd Total Marks=30

Important Instructions

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ASSIGNMENT-I

1. What do you mean by consumer behaviour? Describe about its roots in various disciplines.

- 2. Briefly describe about consumer research process.
- 3. Write short note on the following:
- a. Theories of personality and self-concept
- b. Cognitive learning theories and application to marketing

- 1. Describe about consumer decision making process with a suitable example.
- 2. What is Innovation? What is the process of diffusion and adoption of innovation?
- 3. Write short note on the following:
- a. Current trends and ethical issues in consumer behavioral studies
- b. Dynamics of opinion leadership process

Course Name: Marketing Research Code: MM 302 Sem.: 3rd Total Marks=30

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ASSIGNMENT-I

- 1. Explain the approaches to Research Design.
- 2. Differentiate between Inductive and Deductive reasoning approaches in Research?
- 3. Explain Research Process?

ASSIGNMENT-II

- 1. Elaborate the process of designing a Questionnaire.
- 2. Describe the hierarchy of Questions?

3. What are Components of the layout of a research report? Explain the various sections and its contents in Detail.

Course Name: Sales and Distribution ManagementSem.: 3rdCode: MM 304Total Marks=30

Important Instructions

i. Attempt all questions from each assignment given below.

ii. Each assignment carries 15 marks.

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ASSIGNMENT-I

1. What are the different sales theories? Discuss the relevance of these theories in today's world.

2. What are sales territories? Discuss the procedure to set up sales territories.

3. What do you understand by sales planning? Explain its importance and process.

- 1. Explain the different ways of evaluating the sales force performance.
- 2. Discuss the different factors affecting the choice of distribution channel.
- 3. What are the different ways of resolving conflict between channel partners?

Course Name: Marketing of Services Code: MM 306 Sem.: 3rd Total Marks=30

Important Instructions

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ASSIGNMENT-I

1. Discuss the importance of Hospitality and Tourism industry in Indian economy.

2. Discuss the reasons of service failure? How can service failure be recovered?

3. Explain the role of consumer behaviour in services sector.

- 1. Discuss the new service development process with the help of example.
- 2. What are the challenges in delivering services through intermediaries and electronic channels?
- 3. Discuss the employee's role in service delivery.

Course Name: Export-Import Procedures and DocumentationSem.: 3rdCode: IB 302Total Marks=30

Important Instructions

i. Attempt all questions from each assignment given below.

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ASSIGNMENT-I

1. Discuss the importance of comprehensive market research in international trade. What factors should exporters consider when assessing foreign markets?

2. Explain the significance of Incoterms in international trade contracts. Analyse the key Incoterms.

3. Examine the primary objectives of FEMA and its scope of application.

ASSIGNMENT II

1. Describe the various financing options available to exporters, such as letters of credit, export credit insurance, and factoring. Discuss the advantages and disadvantages of each method and how exporters can select the most suitable financing solution for their needs.

2. Discuss the advantages and disadvantages of arbitration and mediation as dispute resolution mechanisms in international trade.

3. Discuss the various types of risks posed by international trade.

Course Name: India's Foreign Trade and Policy Code: IB 303 Sem.: 3rd Total Marks=30

Important Instructions

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ASSIGNMENT-I

1. Discuss the key objectives of foreign trade policy and its significance in a country's economic development.

2. Make a comparison of merchandise exports from India scheme (MEIS) with other export promotion schemes.

3. What are the roles played by EXIM bank in India?

ASSIGNMENT II

1. What is the role of WTO in India's foreign trade policy?

2. Elaborate the major components of India's balance of payments. Explain the concept of

balance of payments equilibrium and disequilibrium.

3. Discuss the primary objectives of establishing SEZs in India.

Course Name: International Logistics Code: IB 305 Sem.: 3rd Total Marks=30

Important Instructions

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ASSIGNMENT-I

1. What do you mean by logistics? State its various objectives and scope in detail.

2. Describe highlights of the Multi-modal Transport of Goods Act 1993.

3. Discuss the history and establishment of the International Maritime Organization (IMO).

Analyse its mandate and objectives.

ASSIGNMENT II

1. What are the roles of intermediaries in international trade including freight forwarders, Shipping agents, freight brokers and Stevedores?

2. Discuss the different types of port authorities and governance models (e.g., public, private, public-private partnerships). Analyse the advantages and disadvantages of each model.

3. Analyse the general structure of shipping industry. Also discuss their role in facilitating international trade.

Course Name: Risk Management in International BusinessSem.: 3rdCode: IB 307Total Marks=30

Important Instructions

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ASSIGNMENT-I

1. Explain the concept of risk. What are the benefits of risk management?

2. Discuss the various tools and techniques used for foreign exchange risk management.

3. What do you mean by forward contracts? State the key characteristics of forward contracts.

ASSIGNMENT II

1. Identify and describe the different types of financial risks faced by businesses.

2. Explain the concept of futures. Compare and contrast futures with other derivative instruments.

3. What are the organizational and accounting issues in risk management? Explain in detail.

Course Name: Purchase and Materials ManagementSem.: 3rdCode: POM 301Total Marks=30

Important Instructions

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ASSIGNMENT-I

- 1. Discuss the role purchasing department in an organization and how it is helpful in cost reduction.
- 2. Write a short note on the followings:
 - a. Value analysis and Value Engineering
 - b. Make or Buy Decision
 - c. Public Purchasing
- 3. Define the major techniques to check the quality of the material for a production process.

- 1. Differentiate among scrap, surplus and obsolete materials. How are they disposed?
- 2. What are the major considerations in warehousing management? What is its importance for a materials manager?
- 3. Write a short note on the followings:
 - a. MRP
 - b. JIT

Course Name: Total Quality Management Code: POM 302 Sem.: 3rd Total Marks=30

Important Instructions

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ASSIGNMENT-I

- 1. Total quality management is a mindset required to achieving all the principles of total quality management. Give your opinion.
- 2. Describe the major techniques of quality management useful in current technological environment era.
- 3. What is an SPC system? Discuss the significance of statistical process control?

- 1. Depict your understanding for six- sigma concept. How is it helpful in managing quality in the organisation?
- 2. Write a short note on the followings:
 - a. ISO 14001
 - b. Quality Assurance
- 3. Discuss the various types of costs associated with the quality and quality management.

Course Name: Service Operations Management Code: POM 304 Sem.: 3rd Total Marks=30

Important Instructions

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ASSIGNMENT-I

- 1. Describe the various dimensions of Service Quality? Give suitable example for each one.
- 2. Explain the factors to be considered in deciding the location of a school in detail.
- 3. Write down the effect of automation in service industry with example.

- 1. Explain the process of work measurement. Also bring out the applicability of work measurement in industrial setting.
- 2. Write a short note on the followings:
 - a. Inventory control of Services
 - b. Waiting line analysis
- With illustration from Indian context enumerate the recent trend and challenges of service Industry.

Course Name: Technology Management Code: POM 305 Sem.: 3rd Total Marks=30

Important Instructions

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ASSIGNMENT-I

1. Define Technology and emphasize its importance for business firms.

- 2. Explain the drivers of innovation at firm level.
- 3. How AI and Machine Learning advancements can be best utilized by businesses?

- 1. What are the steps involved in technology forecasting process?
- 2. What are the different types of Trend Extrapolation? Explain.
- 3. What type of strategic decisions can be taken through integration of technology intelligence?

Course Name: E-Commerce ApplicationsSem.: 3rdCode: ITM 301Total Marks=30

Important Instructions

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ASSIGNMENT-I

1. What do you mean by E-Commerce? Describe the advances in technology which has facilitated e-commerce?

2. What are the challenges in retail industry? How the service of retail industry can be improved with the help of e-commerce?

3. Describe financial system. Explain the different software modules in financial information system

ASSIGNMENT-II

1. Explain E-commerce framework and component of e-commerce architecture with suitable diagram.

2. What do you mean by agile manufacturing? Elaborate the key elements of agile manufacturing in detail.

3. Describe human resource management system. What are the different functions of human resource management system?

Course Name: Internet and Web Designing Code: ITM 302 Sem.: 3rd Total Marks=30

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ASSIGNMENT-I

- 1. Discuss in detail the evolution and basic features of World Wide Web.
- 2. Explain basic features of web browser through suitable example.
- 3. What is purpose of forms in website? Explain different types of web forms.

- 1. What are the basic components of website? Also explain the main features of a smart website.
- 2. What is Email? Explain various components of email with appropriate example.
- 3. Build a simple homepage with the help of HTML basic tags.

Course Name: Relational Database Management Systems	Sem.: 3 rd
Code: ITM 303	Total Marks=30

Important Instructions

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ASSIGNMENT-I

- 1. What is RDBMS? Discuss its advantages and disadvantages.
- 2. Explain E-R diagram with suitable example.

3. Define Boyce-codd normal form (BCNF). How does it differ from 3NF? Why is it considered a stronger form of 3NF?

- 1. Describe DML commands with suitable examples.
- 2. Discuss various DDL commands with suitable examples.
- 3. Explain the followings:
- a) Commit and Rollback
- b) Backup and Recovery

Course Name: E-Business Information Systems Management	Sem.: 3 rd
Code: ITM 304	Total Marks=30

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ASSIGNMENT-I

1. What do you mean by Information System? Explain System Development Life Cycle in detail.

2. What is System Analyst? Explain its role and various responsibilities.

3. Explain Information Systems planning in detail.

ASSIGNMENT-II

1. What is system requirement? Explain structuring system logic and data requirements.

2. Explain software application testing in detail.

3. Discuss various organizational issues in system implementation.