ASSIGNMENTS MASTER OF BUSINESS ADMINISTRATION MBA- IIIrd semester (Batch 2022-23)



Directorate of Distance Education Guru Jambeshwar University of Science & Technology Hisar-125001

Compiled by:-Dr. POONAM Course Coordinator MBA- Programme DDE, 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. Discuss the nature, scope, and importance of Business Policy
- 2. Discuss the process of Strategic Decision making.
- 3. Explain the types of Business Strategies.

- 1. Discuss the process of Strategy Implementation in detail.
- 2. Explain the different techniques of Strategic Evaluation and Control.
- 3. Discuss the following.
 - a) Business Ethics
 - b) Organizational Structure

Course Name: Entrepreneurship Development Code: MBA 302 Sem.: 3rd Total Marks=30

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ASSIGNMENT-I

- 1. Explain the concept of entrepreneur and entrepreneurship.
- 2. Explain the social and psychological needs for entrepreneur.
- 3. Explain the methods and procedures to start and expand one's own Business.

- 1. Explain the economic and technical feasibility of project.
- 2. Give a detailed note on rural entrepreneurship.
- 3. What are the different entrepreneurship development programmes in India?

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

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ASSIGNMENT-I

- 1. Differentiate between promissory note, bill of exchange and cheque.
- 2. Elaborate the Consumer Protection Councils and Consumer Disputes Redressal Agencies as per Consumer Protection Act, 2019.
- 3. Define the following in brief:
 - i) Contract of Agency;
 - ii) 'Holder' and 'Holder in due Course'.

- 1. Elaborate the rules regarding 'Transfer of Property'.
- 2. What are the rights of unpaid seller under the Sales of Goods Act? Distinguish between the seller's right of lien and right of stoppage of goods in transit.
- 3. "A stranger to the consideration can sue but a stranger to the contract cannot sue." Explain.

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

Important Instructions

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ASSIGNMENT-I

- 1. Define counseling. Explain the characteristics of counselor and counselee.
- 2. Write a short note on-
 - (i) Difference between counselling and psychotherapy
 - (ii) General principles of counseling
- 3. Explain any one approach of counseling.

- 1. Write a short note on
 - (i) Listening skills
 - (ii) Special problems in counseling
- 2. Define 5-D model. Discuss various phases of counseling.
- 3. Explain the ethical and legal aspects of counseling.

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

Important Instructions

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ASSIGNMENT-I

- 1. Explain the term Industrial Relation? Discuss in detail its significance.
- 2. What do you mean by Trade Union? Describe the various types of the trade unions.
- 3. Write a short note on:
 - (a) Code of Discipline
 - (b) Collective Bargaining and Tripartite and Bipartite Bodies

- 1. Describe the grievance redressal machinery.
- 2. What do you mean by Industrial Relations and Technological Change?
- 3. Write a short note on:
 - (a) Industrial Dispute
 - (b) Arbitration and Conciliation

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

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ASSIGNMENT-I

1. Define job analysis. Explain various techniques of job analysis.

2. What do you mean by Human Resource Information System? Discuss its objectives and functions.

3. What is Human Resource Planning? Explain its objectives and benefits.

ASSIGNMENT-II

1. Write a short note on –

- (i) Work Scheduling
- (ii) Method Study

2. Define the term Training. Discuss various methods of training.

3. What is Human Resource Accounting? Explain various approaches of human resource accounting.

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

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ASSIGNMENT-I

- 1. What is Leadership Dynamics? Explain the importance of leadership dynamics in competitive business scenario.
- 2. Define meaning of Ethics in Leadership. Why ethics is important in leadership?
- 3. Write a short note on
 - (i) Path Goal Approach
 - (ii) Charismatic Leadership

ASSIGNMENT-II

1. Explain in detail various approaches of leadership.

2. What is transformational leadership? How transformational leadership is different from transactional leadership.

- 3. Write a short note on
 - (i) Autocratic style and Democratic Style
 - (ii) Effective Leadership

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

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ASSIGNMENT-I

- 1. What do you mean by training? Explain the difference between training and development.
- 2. Explain the responsibilities and challenges of training manager.
- 2. Describe the principles of adult learning.

- 1. What is the role of technology in training? Explain in detail.
- 2. What is the concept of training evaluation? Explain the process of training evaluation.
- 3. Explain the future of training and development.

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.

- 1. Explain Top-down approach of Equity analysis.
- 2. Differentiate between Direct & Indirect Investing.
- 3. Explain the forms of Market Efficiency.

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

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ASSIGNMENT-I

- 1. Discuss the concept of project life cycle.
- 2. What aspects are considered in financial analysis of a project?
- 3. Discuss the sources of capital rationing.

ASSIGNMENT-II

1. How would you use SWOT analysis to identify and select a project for SSI?

2. Discuss the procedure for analyzing the project risk. Discuss about the various forms of project risk.

3. Bring out the difference between PERT and CPM. In what ways these techniques are similar?

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

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ASSIGNMENT-I

- 1. Briefly explain the BASEL accord adopted by the India.
- 2. Discuss various schemes of mutual funds. How one can be benefited from UTI and Mutual Funds schemes?
- 3. Explain the problem of NPAs in Indian Banking sector and their impact on this sector.

- 1. Briefly describe the various insurance policies of both the life insurance and the general insurance.
- 2. What are the latest guidelines of Reserve Bank of India (RBI) on capital adequacy?
- 3. Explain the Asset/Liability Management of Banks.

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

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ASSIGNMENT-I

- 1. Explain the emerging trends of fiscal federalism in India.
- 2. How does Public Finance help in dealing with the situations of Inflation as well as deflation?
- 3. What are financial institutions? Explain the working of India financial institutions.

- 1. What are major issues in Indian Public Financial System?
- 2. What are various sources of Public Debt in India?
- 3. Explain the concept of balanced budget multiplier.

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

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ASSIGNMENT-I

1. Discuss the term 'Consumer Behaviour.' Explain its importance in formulating Marketing Strategy.

2. Discuss the Consumer Research Process. Explain its methods, tools, and types.

3. Discuss any two Theories of motivation in relevance to Consumer Behaviour.

- 1. Discuss the role of Consumer Perception in Decision Making.
- 2. Explain the term 'Reference Group.' Discuss its importance.
- 3. Discuss the process and levels of Consumer Decision Making.

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

Important Instructions

i. Attempt all questions from each assignment given below.

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ASSIGNMENT-I

- 1. What is Marketing Research? Discuss its nature, scope, and importance.
- 2. Explain the various types of Marketing Research.
- 3. Discuss the steps involved in Research process.

- 1. Discuss the various sampling techniques used in Marketing Research.
- 2. Describe the sampling and non-sampling errors.
- 3. Discuss the following:
- a) Product research
- b) Advertising research

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

Important Instructions

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ASSIGNMENT-I

1. What do you mean by Sales Management? Explain its need and importance.

2. Discuss the term 'Territory Management'. Explain its importance.

3. Discuss the steps involved in Sales Force Management.

ASSIGNMENT-II

1. Discuss and illustrate with suitable examples the need and procedure of setting up the sales territory.

2. Discuss the role of distribution channels with suitable examples.

3. Write a short note on distribution channel management.

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

Important Instructions

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ASSIGNMENT-I

- 1. Explain the term 'Service Marketing Mix' with examples.
- 2. Discuss the role of service sector in an economy with suitable examples.

3. Discuss the importance of people, physical evidence, and process in marketing of services.

- 1. Discuss the Process of New Service Development.
- 2. What steps may be considered for advertising campaign for service? Explain.
- 3. Discuss the role of Employee in Service Delivery.

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

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i. Attempt all questions from each assignment given below.

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ASSIGNMENT-I

- 1. Briefly describe the export procedures. What are various documents required in international business?
- 2. Distinction between domestic sales contract and export sales contract.
- 3. Write short note on the following:
 - Role of ICC
 - Major Laws for Export Contracts

- 1. Briefly explain about various methods of international trade payment.
- 2. What are the main provisions of FEMA about international trade?
- 3. Write short note on the following:
 - Types of Risk in International trade
 - Cargo Insurance and Claim Procedures

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

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ASSIGNMENT-I

- 1. What is foreign Trade Policy? What are the various objectives of Foreign Trade Policy?
- 2. What is Balance of Payment? What are the structure and equilibrium of India's Balance of Payments?
- 3. Write short note on the following:
 - Merchandise Exports from India Schemes (MEIS)
 - Duty Free Import Authorization Scheme (DFIA)

- 1. Briefly explain about various methods of international trade payment.
- 2. What are the main provisions of FEMA about international trade?
- 3. Write short note on the following:
 - Types of Risk in International trade
 - Cargo Insurance and Claim Procedures

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

Important Instructions

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ASSIGNMENT-I

- 1. Briefly explain about concept of logistic with its scope and objectives.
- 2. What are the various principles for logistics excellence?
- 3. Write short note on the following:
 - UN convention on Shipping
 - General structure of shipping and characteristics

- 1. What are the major highlights of Multi-modal Transport of Goods Act, 1993?
- 2. What is the role of various intermediaries in international business?
- 3. Write short note on the following:
 - Responsibilities of Port trust
 - International Maritime Organization (IMO)

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

Important Instructions

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ASSIGNMENT-I

- 1. Briefly explain about meaning of Risk management with its benefits.
- 2. What are the various principles for logistics excellence?
- 3. Write short note on the following:
 - Political risks and its management
 - Cultural diversity and multi-national corporations

- 1. How you will manage the risk through derivatives as an investor?
- 2. What do you mean by value at risk? Describe various approaches of calculating value at risk.
- 3. Write short note on the following:
 - Introduction to Asset Liability Management
 - Accounting issues in Risk Management

Course Name: Purchase and Materials Management Code: POM 301 Sem.: 3rd Total Marks=30

Important Instructions

i. Attempt all questions from each assignment given below.

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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
- 3. 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-II

- 1. Define Technology Management and examine the relationship between the role of technology and overall business strategies of a firm. Give examples.
- 2. Write short notes on any four of the following:
 - (a) Innovation Vs. invention
 - (b Practical issues in technology management
- **3.** What is the significance of "Technology Forecasting in formulation of "Technology strategy"? Discuss detail the various methods of Technology Forecasting.

- What is the role of various government organizations in technology development in Indian context? Why co-operation between government and industry is important in case of developing nations?
- Write a note on the following:(a) impact of Technological Change Productivity.

(b) Strategic Technological Alliances.

3. Discuss the followings:

(a) What stages in general the R & D process goes through? Explain.

(b) Explain the objectives of corporate R & D, particularly in relation to product life cycles, production cost and market, share.

Course Name: E-Commerce Applications Code: ITM 301 Sem.: 3rd Total Marks=30

Important Instructions

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ASSIGNMENT-I

1. Describe the term E-Commerce. What are the various social and economic impacts of 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. Define E-commerce. Explain the 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 is the different function 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. What is purpose of forms in website? Explain different types of web forms.
- 3. What is DNS? How DNS does works? How many DNS servers are involved in loading a webpage?

ASSIGNMENT-II

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. What do you mean by Hypertext Markup Language (HTML)? Explain the different tags used in building the simple HTML document.

Course Name: Relational Database Management SystemsSem.: 3rdCode: ITM 303Total Marks=30

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ASSIGNMENT-I

1. Explain the three layered architecture of database management system with neat and clean diagram.

2. What is normalization? List out the different normal forms and explain first normal form with example

3. Define transaction management in database management system. What are the properties of a transaction?

ASSIGNMENT-II

1. What are the different models in database management system? Explain E-R model with example in detail.

2. Define different type of DBMS language with related SQL commands.

3. Explain concurrency control techniques in detail.

Course Name: E-Business Information Systems ManagementSem.: 3rdCode: ITM 304Total 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.