

Time: 2 ½ Hours

MARKS: 75

**N.B.:- (1) All questions are compulsory with Internal Options
(2) Figures to the right indicate total marks to the question.**

Q.1) A) Multiple Choice Questions: (Any Eight)

(8)

- 1) Free trade found in _____.
(a) Capitalist (b) Socialist (c) Mixed
- 2) _____ Environment deals with energy.
(a) Natural (b) Socio-Cultural (c) Ecological
- 3) WTO came into effect _____.
(a) 1994 (b) 1995 (c) 1996
- 4) NAFTA has _____ members.
(a) 3 (b) 4 (c) 5
- 5) International trade is subject to _____ competition.
(a) Intense (b) Easy (c) No effect
- 6) Trade dispute Act _____.
(a) 1928 (b) 1929 (c) 1930
- 7) As of 2017, the World's largest exporting countries in terms of dollars are _____.
(a) China (b) U.S.A (c) Germany
- 8) APEC is consist of _____ member nations.
(a) 19 (b) 12 (c) 21
- 9) _____ is issued when goods are sent by Air.
(a) Bills of Lading (b) Airway bill (c) Shipping bill
- 10) In _____ terms of shipment, the importer has very little risk.
(a) FOB (b) Ex-Works (c) CIF

(B) State whether the following is True or False : (Any Seven)

(7)

- 1) Earning of gold and silver is not the main motive for countries to trade with each other.
- 2) Adam smith's book THE WEALTH OF NATIONS was published in the year 1776.
- 3) A multinational corporation only has service motive.
- 4) There is no time lag between countries in the adoption and diffusion technologies.
- 5) A Social class band includes factor such as wealthy, middle and lower classes.
- 6) MGD stands for Millennium Development Grants
- 7) Patents shall be available for any inventions.
- 8) Products are complex combinations of tangible and intangible elements.
- 9) To Order B/L is issued to the order of a specified person.
- 10) Culture is one of the most important factors affecting HRM practices.

Q.2) (A) What is international business? What is its importance?

(8)

(B) What are the effects of globalization in Indian Economy?

(7)

OR

(C) What do you mean by Multinational Corporation? Explain its features.

(8)

(D) What are the factors considered under Socio-Cultural environment?

(7)

Q.3) (A) What is the purpose and function of World Bank? **(8)**

(B) Explain the objectives of European Union (EU). **(7)**

OR

(C) What are features of International Marketing? **(8)**

(D) What are the types of Dumping? **(7)**

Q.4) (A) What are the determinants of market selection? Explain in brief. **(8)**

(B) What are the challenges related to expatriation and repatriation. **(7)**

OR

(C) What are the documents for customs clearance of goods? **(8)**

(D) Calculate the minimum Free on Board (FOB) price for an exporter: **(7)**

Ex-factory Cost	Rs.1, 50,000
Packing Charges	Rs.3, 000
Transportation	Rs.2, 000
Profit	10% of FOB Cost
Duty Drawback	5% of FOB Price
Conversion Rate	1\$= Rs.45

Q.5) (A) Briefly describe the process of export documentation. **(8)**

(B) Explain the major steps in ISO 14001 certification. **(7)**

OR

(C) Write short notes on: (Any three) (15)

- 1) Town of Export Excellence
- 2) International Product Strategies
- 3) Bill of Entry
- 4) GATS
- 5) Deemed Exports

Time:2.30hrs

Marks:75

1. All Questions are compulsory.
2. Figures to the right indicate marks

Q1. A. State whether the following statements are true or false: (any eight) (8)

1. HR managers need to think of themselves as strategic partners.
2. Job evaluation is the process of determining the specific tasks and responsibilities to be carried out by each member of the organization and/or teams.
3. Safety measures are activities and precautions taken to improve safety.
4. A task is work or activity carried out for specific purpose.
5. Job Specification is recorded statement of the activities of the job holder.
6. Human resource planning is a one-time process.
7. 360-feedback is a multidimensional performance appraisal method.
8. Recruitment and selection are the same.
9. HRM is not multi-disciplinary concept.
10. The welfare measures need not be in monetary terms only but in any kind.

Q1. B. Match the columns: (any seven) (7)

Group A	Group B
1. Aptitude test	a) Age
2. Cultural training	b) Relative worth
3. Personal characteristics	c) Fringe benefits
4. Remuneration	d) Job title
5. Job description	e) Managing cross cultural difference
6. Job evaluation	f) Campus recruitment
7. Self-managing teams	g) Selection test
8. External source of recruitment	h) Participative management
9. MBO	i) On the Job
10. Understudy	j) Peter Drucker

Q 2. a) Define HRM. What are the functions of HRM? (8)

b) What is job analysis? Explain the methods of job analysis. (7)

OR

Q 2. c) Explain the factors that affect Job design? (8)

d) Explain how the work of human resource manager has changed in the new global business environment. (7)

Q 3. a) What are the different sources of external recruitment? (8)

b) Define Human Resource Planning. Explain process of HRP. (7)

OR

Q 3. c) Explain the advantages and disadvantages of Promotion by seniority. (8)

d) What do you mean by interview? Explain the different types of interview. (7)

Q 4. a) Define Training. What are off the job training methods? (8)

b) Distinguish between training and development. (7)

OR

Q 4. c) Explain limitations in performance appraisal. (8)

d) Discuss the use of performance appraisal for an organisation. (7)

Q 5. a) Explain various methods and techniques of participation. (8)

b) What are objectives of wage and salary administration? (7)

OR

Q 5. c) **Write short note: (any three)** (15)

1. HRM policies

2. Job evaluation

3. Need of HRP

4. Modern methods of Performance appraisal

5. VRS

Duration: 2½ Hours

Marks: 75

N.B. 1) All questions are compulsory.

2) Figures to the right indicate full marks.

1. (A) Multiple choice Question (Any 8)

8 Marks

- 1) Holding period Return = $\frac{\text{_____}}{\text{Investment}} \times 100$
a) Profit b) Total returns c) Sale price d) Purchase price
- 2) The concept of financial investment means addition to _____.
a) Capital stock b) Future income c) rate of return d. risk
- 3) Investors who prefer lower returns with known risks rather than higher Returns with unknown risks is called as _____.
a. Risk Averse b. Risk aggressive c. Risk Neutral d. Active
- 4) _____ is a speculator who expects decline in price
a) Bull b) Bear c) Stag d) Deer
- 5) Shares of known and financially sound companies are called as _____.
a. Blue chip shares b. Red chip shares c. Green chip shares d. Black chip shares
- 6) Beta is type of _____.
a.. Portfolio risk b. Systematic risk c. Unsystematic risk d. total risk
- 7) _____ form of efficient market reflects both public and private information
a) Weak b) Strong c) Semi-strong d) Bear
- 8) _____ is a technique of reducing the risk involved in a portfolio.
a) Diversification; b) Specification; c) Different ; d) Investment
- 9) Current Ratio = *Current Assets* divided by _____.
a) Liability b) Current Liability c) Liquid Liability d) Quick liability
- 10) Technical Analysis was developed by _____.
a. William Sharpe b. Charles Dow c. Treynor d. Markowitz

(B) Give True or False: (Any 7)

7 Marks

- 1) Diversification helps to reduce unsystematic risk.
- 2) Fundamental analysis is a method of evaluating a security.
- 3) Examples of Profitability ratio include current ratio and quick ratio.
- 4) The efficient market hypothesis (EMH) states that the financial markets are inefficient.
- 5) Business risk is example of unsystematic risk.
- 6) Jenson measure is based on CAPM.
- 7) Stock Market Index shows the performance of the company .
- 8) Portfolio Management involves changing the existing mix of securities.
- 9) Operating leverage represents ability to use fixed operating cost.
- 10) Time is important factor for investment.

Q2. (A) Explain concept of investment & its characteristics.

8 Marks

(B) Explain the phases of Portfolio Management.

7 Marks

OR

Q2. (C) The rate of return of stock of SAM ltd and CAM ltd under different State of economy are given below :

15 Marks

	Probability	Returns of SAM LTD %	Returns of CAM LTD %
Boom	0.33	6	9
Normal	0.33	18	12
Recession	0.34	15	19

(a) Calculate the expected return and standard deviation of return on both the stock.

12 Marks

(b) If you could invest in either stock, but not in both, which stock would you prefer?

3 Marks

Q3) Following information is available relating to LG Limited and PG limited

15 Marks

Particulars	LG Limited	PG limited
Equity Share Capital (Rs.10 face value)	Rs.400 lakhs	Rs.500 lakhs
Reserves & Surplus	Rs 30 lakhs	Rs 50 lakhs
12 % Preference Shares	Rs.160 lakhs	Rs 200 lakhs
10% Debentures	Rs 100 lakhs	Rs 150 lakhs
Profit after tax	Rs.100 lakhs	Rs 140 lakhs
Proposed Dividend	Rs.70 lakhs	Rs.80 lakhs
Market Price Per Share	Rs.400	Rs.560
Current Assets	Rs.160lakhs	Rs.180lakhs
Quick assets	Rs 110 lakhs	Rs 130 lakhs
Current Liabilities	Rs.80 lakhs	Rs.90 lakhs

Calculate :

- (i) Earnings per share (ii) P/E Ratio (iii) Dividend Payout Ratio (iv) Return on Equity Shares (v) Current Ratio ,(vi) Quick ratio ,(vii) Debt-equity ratio (viii) Which company is good in investing.

OR

Q3) a) Explain different types of charts

8 Marks

b) Explain the Efficient Market Hypothesis.

7 Marks

Q4) a) The details of three portfolios are given below.

8 Marks

Portfolio	Average Returns (%)	Beta	Standard Deviation(%)
B LTD	18	1.4	0.30
K LTD	12	0.9	0.35
Market Index	14	1.0	0.25

Compare the portfolios B ltd and K ltd on performance using Sharpe, Treynor and Jenson measures and rank the portfolios. Risk Free return is 8 %.

b) A Government of India bond of Rs.1,100 each has a coupon rate of 9% p.a. and maturity period is 7 years. If the current market price is Rs.1020. Find YTM. **7 Marks**

OR

Q4) a) Explain various Investment Avenues. **8 Marks**
 b) What are the different types of risks. **7 Marks**

Q5) a). Calculate of Beta **8 Marks**

Year	Sachi Ltd	Market Return
1	18	15
2	16	17
3	13	15
4	14	16
5	17	18

b) Calculate the operating leverage, financial leverage and combined leverage from the following data **7 Marks**

Particulars	Xion LTD	Yion LTD
Output (in units)	2,00,000	1,00,000
Sales (per unit (Rs.))	3.00	2.50
Variable cost per unit (Rs)	1.00	1.50
Fixed cost (Rs)	Rs 1,60,000	Rs 70,000
Interest (Rs)	Rs 40,000	Rs 20,000
Income tax	30%	30%

OR

5. Give short notes on: (Any three) **15 Marks**

1. Dow Theory
2. Arbitrage Pricing Theory
3. Difference between Fundamental Analysis and technical analysis
4. Difference between Investment and Speculation
5. Types of investors

[Time:2.30 Hrs

[Marks:75]

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Please check whether you have got the right question paper.

- N.B:
1. All question are compulsory.
 2. Figures to the right indicate full marks.
 3. Students answering in the regional language should refer in case of doubt to the main text of the paper in English.

- 1 A Multiple Choice Question (Any Eight) 8
- 1 Acquiring and _____ good people is critical to the success of every organization.
 - a) Maintaining
 - b) Promoting
 - c) Terminating
 - d) Developing
 - 2 HRM activity of updating the quality of manpower avoids managerial _____.
 - a) Control
 - b) Skill
 - c) obsolescence
 - d) Quality
 - 3 Job design refers to the way a set of tasks or an entire job is _____.
 - a) Organised
 - b) Semi Organised
 - c) Unorganised
 - d) Vertical
 - 4 Movement of an employee from one job to another is called as
 - a) Job Enlargement
 - b) Job Enrichment
 - c) Work Simplification
 - d) Job Rotation

- 5 In _____ Form of an interview several candidates are interviewed or evaluated simultaneously.
- Group Interviews
 - Unstructured Interviews
 - Structured Interviews
 - Discussion Interviews
- 6 _____ refers to advancement of an employee to a higher post carrying greater responsibilities, higher status and better salary.
- Manpower inventory
 - Promotion
 - Human Resource Planning
 - Transfer
- 7 _____ is more specific job related information..
- Development
 - Training
 - Case study
 - Management institutions
- 8 _____ is the systematic description of an employee's job relevant strengths & weaknesses
- Performance Appraisal
 - Performance Feedback
 - Job Evaluation
 - Executive Development
- 9 In _____ wage system workers are paid according to the amount of work done or the number of units produced
- Slice
 - Piece
 - Definite
 - Classic

10 Incentive plans are broadly classified into ____ incentive plans and group incentive plans.

- a) Individual
- b) Dominant
- c) Factory
- d) External

1 B State whether the following statements are True or False (**Any Seven**) 7

- 1 The factor comparison method is used for job analysis.
- 2 Job analysis helps in performance appraisal.
- 3 Organization that lacks a corporate plan have SHRM.
- 4 HR managers need to think of themselves as strategic partner.
- 5 Recruitment & Selection are the same.
- 6 Promotion serves as an incentive to employees.
- 7 In training the Supervisor can concentrate on more important activities such as planning and controlling.
- 8 Off the job training is to improve knowledge about latest development.
- 9 Piecework is an incentive plan based on the number of units produced.
- 10 Job satisfaction is not an element of the work situation that affects incentives.

2 a) Explain the scenario of HRM in the global context. 8

b) Explain the scope of human resource management. 7

or

c) Explain the structure of Human Resource department in detail along with diagram. 8

d) Explain the scope and objectives of human resource management in brief. 7

3 a) Explain Job Analysis and its importance. 8

b) Define Job design and explain the various techniques of Job design. 7

OR

c) Define Job Evaluation and Explain its objectives. 8

d) Explain the term Job description along with the information contained in it. 7

- 4 a) Define Recruitment. What are the different sources of external recruitment. 8
b) Explain On-the-Job training methods. 7
OR
c) What is Human Resource Planning? Explain the steps involved in the Human Resource Planning Process. 8
d) Define training Explain the benefits of training to the organization. 7
- 5 a) Briefly enumerate the factors affecting wages and salaries. 8
b) What are the advantages of incentive plans? 7
OR
c) Write short notes (**Any 3**) 15
1) Guidelines for personnel manual
2) Direct observation method
3) Objectives of transfer
4) Training process
5) Incentives

[Time: 2hrs 30 mins]

[Marks:75]

Please check whether you have got the right question paper

- NB:**
1. All question are compulsory.
 2. Figures to the right indicate full marks.

- Q1. a Explain the need for Central Banking. 8
 b State the important functions of Central Bank 7
OR
- Q1. c What do you mean by Autonomy-Explain the factor affecting the Autonomy of RBI 8
 d Explain the changing role of Monetary Policy in an Open Economy. 7
- Q2. a Explain the organizational structure of RBI. State the various Departments of Reserve Bank . 8
 b Explain the important provisions of Banking Regulation Act. 7
OR
- Q2. c What are the Financial Sector Reforms in Banking Industry. 8
 d Explain recent developments with reference to RBI. 7
- Q3. a Define Monetary Policy. Explain the instruments of Monetary Policy. 8
 b What is Credit. Explain the advantages of Credit . 7
OR
- Q3. c Enumerate the various transmission channels of Monetary Policy. 8
 d Why budgets are important for the Government? Explain role of union Budget in the Economic development of India. 7
- Q4. a Explain the Constituents of Indian Financial markets and their Regulation. 8
 b What is Financial Stability? What are the reasons for financial Instability in an economy? 7
OR
- Q4. c Explain the Evolution of Bank Regulation and Supervision . 8
 d What is Prudential Norms? What are the various measure adopted by the Reserve Bank of India and Government of India to tackle the problem of NPA's. 7
- Q5. Write short note on (Any three) 15
 1. Objective of Central Bank.
 2. Foreign Exchange Management Act.
 3. NABARD.
 4. Limitations of Credit Creation of by Bank.
 5. BASEL NORMS.

Time: 2Hrs. 30 Mins.

Total Marks: 75

Instructions: (a) All questions are compulsory subject to internal choice.
(b) Figure to the right indicates marks.

Q.1a) Select the most appropriate option to complete the following sentences (Any Eight) 08

- 1) Appointment of first Auditor should be done within _____ days of registration of the company
a) 40 b) 50 c) 60 d) 30
- 2) The Auditor has a right to receive notice of the _____
a) Office meeting b) General meeting c) Staff meeting d) Managers meeting
- 3) The Audit working papers are the property of _____.
a) Shareholder b) Auditor c) Manager d) Employee
- 4) The auditors should obtain _____ management representations to complement the audit procedures.
a) oral b) written c) spoken d) verbal
- 5) In Marine Insurance, reserve for unexpired risk is _____ % of net premium.
a) 25% b) 50% c) 75% d) 100%
- 6) IRDA regulates _____ sector in India.
a) Banking b) Auditing c) Accounting d) Insurance
- 7) Operational audit is _____.
a) Annual audit b) audit of day to day activities c) Weekly audit d) Interval audit
- 8) Books of Accounts of a company must be preserved for _____.
a) 5 years b) 6 years c) 7 years d) 8 years
- 9) _____ approach is also known as auditing through computer.
a) White box b) Black box c) Yellow box d) Red box
- 10) There should be effective screening done at the time of credit cards _____.
a) cancellation b) issue c) payment d) termination

Q.1b) State whether the following statements are True or False (Any Seven) 07

- 1) A Chartered accountant can advertise in newspapers to solicit professional assignments.
- 2) Auditor need to have technical knowledge to perform audit in computerized environment.
- 3) An insurance company should have joint auditors.
- 4) An auditor can audit maximum 30 companies at a time, as per Companies Act 2013.
- 5) Management representations serve as an evidence to the auditor.
- 6) Unqualified report is also known as clean report.
- 7) Auditor is liable only if there is a loss to the party.
- 8) Every Insurer must keep separate accounts relating to funds of shareholders and policyholders.
- 9) Books of accounts of company should be maintained at the auditor's office.
- 10) Company cannot pay dividends without providing full depreciation.

Q 2 a) What are the duties of company auditor? 08

Q.2 b) Distinguish between Audit certificate and Audit Report. 07

OR

Q.2 c) What are the different types of liabilities of company auditor? 08

Q.2 d) Explain the provisions relating to the appointment of the company auditor. 07

Q.3 a) How would the auditor verify items appearing in the financial statements of an Insurance company? 08

- i) Premium
- ii) Claims

Q.3 b) What is LFAR? Explain its significance. 07

OR

Q.3 c) How would an auditor evaluate internal control system of a bank? 08

Q.3.d) Explain the applicable provisions for audit of accounts in Insurance company. 07

Q.4 a) What are the features of an effective Computerised Audit Program. 08

Q.4 b) Write note on Environment Audit. 07

OR

Q.4 c) What are the approaches to audit in CIS Environment? 08

Q.4 d) What is Forensic Audit? Explain the scope and the use of Forensic Audit. 07

Q. 5 a) Discuss the various instances of professional misconduct indicated in Part II and Part III of First Schedule of Chartered Accountant Act 1949. 08

Q.5 b) what do you mean by professional ethics? Explain the objectives of code of ethics. 07

OR

Q.5) Write short notes on the following (Any THREE) 15

- i. Status of company auditor
- ii. AS - 17
- iii. Social Audit
- iv. Branch Audit
- v. Classification of Non-Performing Assets of banks

Time: 2.30 min.

75 Marks

Note: All questions are compulsory.
Figures to the right indicate marks.

Q.1 (a) Fill in the blanks with the appropriate choices given below (Any 8) (08)

1. It is the organisation _____ which binds managers together and brings proper adjustment and co-ordination in their work.
 - a. Structure
 - b. Plan
 - c. Policy
 - d. Practice
2. In PESTLE, P stands for _____.
 - a. Primary
 - b. Political
 - c. Privatization
 - d. Public
3. A _____ concern will be an innovator and can easily face the risk of competition.
 - a. Growing
 - b. Disappearing
 - c. Falling
 - d. Fading
4. Mother Dairy has added 'Curd and Lassi' to its range of milk products, this is an example of _____.
 - a. Horizontal Integration
 - b. Vertical Integration
 - c. Conglomerate Integration
 - d. Related Diversification
5. Industrial Sickness contribute to the _____ cost economy.
 - a. High
 - b. Medium
 - c. Average
 - d. Low
6. As per the principles of TQM, Mortar of the TQM structure includes _____.
 - a. Ethics
 - b. Recognition
 - c. Training
 - d. Communication
7. The process of eliminating errors thereby improving the overall quality is _____.
 - a. TQM
 - b. BPR
 - c. Restructuring
 - d. None of these
8. _____ is focused on routine involvement of each individual and group in the organisation.
 - a. Restructuring
 - b. Downsizing
 - c. Turnaround Management
 - d. TQM
9. _____ means eliminating anything that is unnecessary for the equipment to work properly.
 - a. Seiso
 - b. Shitsuke
 - c. Seiton
 - d. Seiri
10. _____ style of decision making can also be termed as 'Autocratic Style'.
 - a. Analytical
 - b. Conceptual
 - c. Directive
 - d. Behavioural

Q.1 (b) State whether the following statements are true or false (Any 7) (07)

1. External consultants are not all required in BPR team.
2. The process of comparing operations with that of the direct competitors is called as functional benchmarking.
3. Business undertakings are free from risk and uncertainty.
4. The idea of SBU is to centralise on the basis of strategy elements.
5. Forward integration involves moving towards the input of the present product.
6. Spinoff is another version of growth strategy.
7. An appropriate product mix can cause sickness to an industry.
8. Commitment on the part of the management is optional for the rehabilitation of a sick unit.
9. Insolvency follows bankruptcy.
10. Communication flow in BPR is bottom-up approach.

Q.2 (a) Define Business. Explain the importance of Business. (08)**(b) Define Globalization. Explain various problems related to globalization. (07)****OR****(c) What do you mean by survival & growth strategy? Explain the growth strategies of 21st Century. (15)**

- Q.3 (a)** Define Industrial Sickness. Explain the stages of industrial sickness in detail. (08)
(b) Explain various internal reasons leading to industrial sickness. (07)
OR
(c) Explain various remedial measures that can be undertaken to overcome industrial sickness in an organisation. Also explain the role of BIFR in industrial sickness. (15)

- Q.4 (a)** What is BPR? How BPR is different from other business philosophies? (08)
(b) Define BPR? Explain some pitfalls which makes the best of re-engineering efforts fail. (07)
OR
(c) Define Outsourcing? Explain various reasons for outsourcing. (08)
(d) What is freelancing? Explain the merits of freelancing. (07)

- Q.5 (a)** What are the skills required by the managers to effectively undertake turnaround strategy? (08)
(b) What are the most important areas that the company must focus on during turnaround? (07)
OR
(c) Write Short notes on (Any 3) (15)
1. Different ways of diversification.
2. Process Mapping
3. Indicators of successful turnaround.
4. Benefits of using external consultant in BPR.
5. 5S Principles.
