Course Name: Entrepreneurship Development Code: CP 401 Sem: 4th 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 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?

FINANCE

Course Name: Management of Financial Services Code: FM 404 Sem: 4 Sem 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. What do you understand by the term "Financial Services"? What are the various kinds of financial services provided by banks and financial institutions ?
- 2. What is Leasing? Write notes on financial lease, operating lease and sale and lease back.
- 3. What do you mean by Factoring? What are the various types of factoring arrangements in India?

- 1. What is Credit Rating? Explain the types and benefits of Credit Rating to investors and companies.
- 2. What do you mean by Venture capital? Explain the various modes of financing the venture capital in India.
- Define the term merchant banking? Explain the services rendered merchant bankers in India.

Course Name: Project Management Code: FM 405 Sem: 4 Sem 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. What is project analysis? Explain the process for selecting the project.
- 2. What is Feasibility repot? How it is prepared and what aspects are included in it.
- 3. Meaning of project analysis. Discuss its advantages and disadvantages.

- 1. Write a detailed note on social cost and benefit analysis of project.
- 2. Write a detailed note on project planning and control.
- 3. Discuss how project review is done for effectiveness of project.

Course Name: International Financial Management Code: FM 406 Semester 4th 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. What is Multinational Financial Management (MFM)? Explain the objective of Multinational Financial Management (MFM).
- 2. Describe in detail the evolution of International Monetary and Financial Systems.
- 3. Explain the case of Indian scenario in terms of political and country risk with suitable illustrations?

- 1. Distinguish between Foreign Direct Investment (FDI) and Portfolio Investment (PI) and discuss the different strategies of portfolio investment.
- 2. What factors should be considered in deciding whether the cost of capital for a foreign affiliate should be higher, lower, or the same as the cost of capital for a comparable domestic operation?
- 3. Write short note on the following:
 - Taxation of Multinational Firm
 - Country Risk Analysis
 - Dividend policy of Multinational Firm

Course Name: Financial Derivatives Code: FM 407 Sem: 4th 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. What do you understand by financial derivatives? Discuss uses and factors driving the growth of financial derivatives.
- 2. What are interest rate futures? Explain the types and uses of interest rate futures.
- 3. Differentiate the following:
 - (a) Future contracts and Forward contracts
 - (b) Hedging and Speculation

- 1. Discuss and illustrate with suitable examples the stock option price. Also explain the factors affecting stock option price.
- 2. Define the concept 'Commodity Derivatives'. Discuss the essentials of commodity derivatives in Indian Derivative Market.
- 3. Write a short note on:
 - (a) Currency Swaps
 - (b) Black-Scholes Option Pricing Model

MARKETING

Course Name: Product and Brand Management Code: MM 408 Sem: 4th 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. Define Product concept. Explain the different levels of product with a suitable example.
- "New product development is a long process but should be completed within a time limit". Comment.
- 3. Explain the following:
 - (a) PLC
 - (b) Test Marketing

- 1. What is Brand? Explain the different branding strategies used by marketer.
- 2. Define the concept 'Multiple Branding'. Differentiate between Private Branding and National Branding.
- 3. Explain the role of branding in retail sector and industrial sector.

Course Name: E-Commerce

Code: MM-409

Semester – 4th Sem. Total Marks – 20

Important Instructions

- i. All questions are compulsory.
- ii. Each assignment carries 10 marks.
- iii. All questions are to be attempted in legible handwriting on plane white A-4 size paper and upload the scanned copy of assignments on student's portal.

ASSIGNMENT-I

- 1. What is E-commerce? Differentiate E-commerce and E-business.
- 2. Describe some of the marketing strategies for attracting and maintaining the customers in e-banking.
- 3. Explain the buying process in online retailing environment.

- 1. Define the term M-Commerce. What are the key drivers for M-Commerce? Also explain its attributes.
- 2. Highlight the major provisions of IT Act with respect to e-governance and e- commerce in India.
- 3. Define the following terms:
 - a) Gopher
 - b) Archie
 - c) Veronica
 - d) WAIS.

Course Name: International Marketing Code: MM 410 Sem: 4th 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. What do you mean by International Marketing? Explain the concept of it.
- 2. Discuss the role of IMF in International Marketing.
- 3. How can fiscal and non fiscal barriers are the main constraints on International Marketing?

- 1. What are the different instruments used for payments in International Marketing?
- 2. Explain the various forms of International Business.
- 3. Explain the different pricing strategies used in international marketing.

Course Name: Marketing of Services Code: MM 411 Semester 4th 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. What are the characteristics of services? How we can classify the services?
- 2. What is new service development? Discuss the process of new service development.
- 3. Discuss the service quality and productivity. What are integrated gaps model of service quality?

- 1. Highlight the customer citizenship behaviour. Discuss the channels for delivering services through intermediaries and electronic channels.
- 2. What factors should be kept in mind while deciding about the price of a service. Suggest alternative pricing strategies, with examples.
- **3**. Critically examine the role and importance of employees and customers in delivering and performing quality services, with examples.

ORGANISATION BEHAVIOUR AND HRD

Course Name: Management Training and Development Code: OBH 412 Semester 4th 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. What do you mean by strategic training? Explain the process of strategic training.
- 2. Explain the role of training and development in human resource development.
- 3. Write a detailed note on TNA (Training Need Assessment).

- 1. Discuss the implementation of modern training methods.
- 2. What is the concept of training evaluation? Explain the process of training evaluation.
- 3. Explain the various training aids used in training methods.

Course Name: Organizational Change and Intervention StrategiesSemester 4thCode: OBH 413Total 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. What is Organisational Change? 'Organization change is very challenging task for new era.' Comment on statement with suitable examples.
- 2. Write a detailed note on process of planned change. How is it managed for better results in business organizations?
- 3. What is Organisational Development? Define the various steps in organizational development. Also discuss the importance of each step.

- 1. What is Organisational Intervention? Discuss in detail about the process of designing interventions. Discuss in detail about interpersonal intervention.
- 2. What is Organisational Culture? What are the Formal and Informal components of Organisational Culture?
- 3. Write a detailed note on ethics of OD professionals. Also discuss the role of OD consultants.

Course Name: HRD Strategies and systems Code: OBH - 414 Sem: 4th 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. What is Human Resource Development? Explain roles and competencies of HRD professionals.
- 2. Discuss challenges in HRD. Explain various strategies for overcoming these challenges.
- 3. Explain in detail effective framework for HRD. Also, discuss ethical issues to be followed in evaluating effectiveness of HRD programs.

- 1. What do you mean by Succession Planning? Critically examine the term succession planning with the help of example.
- 2. Write short note on
 - i) People Capability Maturity Model (PCMM)
 - ii) Quality of Work Life
 - iii) Competency Mapping
- 3. Explain various HRD practices in Indian and International organizations.

Course Name: Global Human Resource Management Code: OBH 415 Semester 4th 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. What is Global Human Resource Management (GHRM)? Explain the Ethnocentric, Regio centric, Geocentric, and Polycentric approaches to GHRM.
- 2. Do you think that culture makes an organisation sensitive to operate in international environment? Justify giving example.
- 3. Write short note on the following:
 - Cross Cultural Leadership
 - Hofstede Model of Culture

- 1. You are the HR manager in an Indian firm. Give a detail plan of the changes in the policy and procedures as your firm will go for process of Internationalisation.
- 2. What is Expatriate planning? Critically examine the factors that lead to the failures of the expatriates in the international assignments.
- 3. What do you mean by International Compensation Plan? What factors you will consider in devising a compensation plan for the expatriate?

INTERNATIONAL BUSINESS

Course Name: International Financial Management Code: IB 416 Semester 4th 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. What is International financial Management? Explain the factors responsible for growing importance of international financial management.
- 2. Why is it important to study International Finance? What are the various sources of long term financing? Explain.
- 3. Why is cost of capital important for a firm? Discuss the reasons for variations in the cost of capital across different countries.

- 1. What is Country Risk? In what ways can India reduce the country risk if it wants invest in steel industry in South Africa? Explain.
- 2. Explain some of the issues that deserve consideration in multinational capital budgeting which are normally not relevant in case of a domestic project.
- 3. Why did the International Monetary System move from a Fixed Exchange Rate System to a Floating Exchange Rate System ? What has been its impact ? Discuss.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR DIRECTORATE OF DISTANCE EDUCATION

Programme: Master of Business Administration (MBA) Lateral Entry

Course Name: International Marketing Code: IB 417 Sem: 4th 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. What is International Marketing? Discuss economic environment of international marketing.
- 2. Explain working and objectives of World Bank.
- 3. Write short note on
 - i). IMF and WTO
 - ii). Bilateral Trade Agreements
 - iii). Commodity Agreements
 - iv). GSP

- 1. What do you mean by International Marketing Mix? Explain pricing strategy of international marketing.
- 2. Write short note on
 - i) Bill of Exchange
 - ii) Letter of Credit
 - iii) ECGC
- 3. Explain various forms of International Marketing. Discuss marketing of joint ventures and turnkey projects with the help of illustration.

Course Name: Global HRM Code: IB 418 Sem: 4th 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 cross cultural differences in organizations. Explain how to adapt these differences for smooth working in organization.
- 2. Define culture and value. How culture of a nation can affect working of an organization.
- 3. Explain culture dimensions of Hofstede's.

- 1. What do you mean by compensation? Explain various methods of compensation at global level.
- 2. What is leadership? How can an effective leadership effect on competitive advantage of an organization.
- 3. What is communication? How can efficiently and effectively communication take place at global organization.

Course Name: E-Commerce Code: IB-419 Semester – 4th Total Marks – 30

Important Instructions

- i. All questions are compulsory.
- 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 assignments on student's portal.

ASSIGNMENT-I

- 1. What is internet? Discuss major applications of internet.
- 2. Describe some of the marketing strategies for attracting and maintaining the customers in e-banking.
- 3. Discuss some of the myths of online retailing.

- 1. How web as a media is different from television for online advertising?
- Describe some of the marketing strategies for attracting and maintaining the customers in e-banking.
- 3. What are the marketing strategies for protection of copyrights?

INFORMATION TECHNOLOGY MANAGEMENT

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR DIRECTORATE OF DISTANCE EDUCATION PROGRAMME: MASTER OF BUSINESS ADMINISTRATION (MBA) Lateral Entry

Course Name: ERP Code: ITM-420 Semester – 4th Sem. Total Marks – 30

Important Instructions

- i. All questions are compulsory.
- 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 assignments on student's portal.

ASSIGNMENT-I

- 1. What is ERP? Discuss the evolution of ERP.
- 2. Explain in detail the different phases of BPR.
- 3. What are the important problems in selection and implementation of ERP packages?

- 1. What is DSS and how is it different and MIS?
- 2. What are the main functions of Production Module?
- 3. What are different sub modules available in:
 - a) Finance Module
 - b) Human Resources Module

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR DIRECTORATE OF DISTANCE EDUCATION Programme: MASTER OF BUSINESS ADMINISTRATION (MBA) Lateral Entry

Course Name: RDBMS Code: ITM-421 Sem: 4th 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. What is DBMS? Discuss three layered architecture in detail.
- 2. What is a weak entity? How can it be represented in ER model? Give examples.
- 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. What do you understand by concurrency? Describe in detail various concurrency control techniques.
- 3. What is recovery? Explain various recovery techniques.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR DIRECTORATE OF DISTANCE EDUCATION Programme: MASTER OF BUSINESS ADMINISTRATION (MBA) Lateral Entry

Course Name: Multimedia And Web Development Code:ITM-422

Sem: 4th 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. Define Multimedia and also explain different devices used for multimedia.
- 2. What do you mean by data compression? Write detailed notes on the techniques used for data compression.
- 3. Explain different file formats in multimedia in detail.

- 1. Explain web development process architecture with neat and clean diagram.
- 2. Describe various web designing tools in detail.
- 3. Write a note on cyber crime and digital signature.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR DIRECTORATE OF DISTANCE EDUCATION Programme: MASTER OF BUSINESS ADMINISTRATION (MBA) Lateral Entry

Course Name: E-CRM Code: ITM-423

Sem: 4th 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. What is knowledge management? Discuss e-business and knowledge management in detail.
- 2. Describe customer relationship management in detail.
- 3. Explain first two roadmap phases of Customer relationship management?

- 1. What is audit and explain different audit method in detail.
- 2. Write note on KCRM and e-CRM.
- 3. Explain technology framework in detail?

PRODUCTION AND OPERATION MANAGEMENT

Course Name: R & D Management Code: POM 424 Sem: 4th 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. What is research and development management? Explain the role of R & D management in an organisation.
- 2. Explain the major factors affecting research and development management.
- 3. Write a detailed note on Research and Development Budget.

- 1. Discuss the procedure of procurement and utilization of capital equipment in detail.
- 2. Explain the role of different institution in sponsoring resources and development of tools.
- 3. Explain the following:
 - (a) Technology Scanning
 - (b) Test Facilities

Course Name: Service Operation Management Code: POM 425 Sem: 4th 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. Define Service Operation Management. Explain the challenges in operations management of services.
- 2. "Automation in operation service management had positive as well as negative effects in organisation." Comment.
- 3. What is Job Design? Explain the role of environment in job design of an organisation.

- 1. Discuss the methods for measurement and control of quality of services.
- 2. Discuss the working of professional services with the help of a case study.
- 3. Write a short note on:
 - (a) Waiting Line Analysis
 - (b) Dynamics of Service Deliver

Course Name: Project Management Code: POM 426 Sem: 4 sem 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. Difference between project finance and corporate finance? Discuss objectives of project management.
- 2. Critically examine a project entity as special purpose vehicle with contractual building.
- 3. Discuss methods of estimation of cost of capital for projects in emerging market.

- 1. Explain the techniques for managing risky projects.
- 2. Meaning of project financing. Explain process and various ways to financing the project.
- 3. Discuss how project evaluation is done in emerging market.

Course Name: Technology Acquisition and Diffusion Code: POM 427 Sem: 4th 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 the Organization & Management of TA: TE Parameters.
- 2. Write a short note on UNDP and CSIR.
- 3. Write a short note on IDBI and ICICI.

- 1. What are the Benefits of Technology absorption and Future Thrust for Technology Absorption?
- 2. What are the strategies used for technology diffusion? Explain in details.
- 3. What are the importance of technology diffusion?