GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
DIRECTORATE OF DISTANCE EDUCATION
Programme: Master of Business Administration (MBA) Lateral Entry

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.

ASSIGNMENT-II

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
GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
DIRECTORATE OF DISTANCE EDUCATION
Programme: Master of Business Administration (MBA) Lateral Entry

Programme: Master of Business Administration (MBA) Lateral Entry

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?

ASSIGNMENT-II

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.
3. Define the term merchant banking? Explain the services rendered merchant bankers in India.
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 plain white A4 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 report? How it is prepared and what aspects are included in it.
3. Meaning of project analysis. Discuss its advantages and disadvantages.

ASSIGNMENT-II

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.
GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
DIRECTORATE OF DISTANCE EDUCATION
Programme: Master of Business Administration (MBA) Lateral Entry

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?

ASSIGNMENT-II

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
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

ASSIGNMENT-II

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
GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
DIRECTORATE OF DISTANCE EDUCATION
Programme: Master of Business Administration (MBA) Lateral Entry

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 plain 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.
2. “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

ASSIGNMENT-II

1. What is Brand? Explain the different branding strategies used by marketer.
3. Explain the role of branding in retail sector and industrial sector.
Important Instructions
i. All questions are compulsory.
ii. Each assignment carries 10 marks.
iii. All questions are to be attempted in legible handwriting on plain white A-4 size paper and upload the scanned copy of assignments on student’s portal.

ASSIGNMENT-I

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.

ASSIGNMENT-II

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.
GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
DIRECTORATE OF DISTANCE EDUCATION
Programme: Master of Business Administration (MBA) Lateral Entry

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?

ASSIGNMENT-II

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.
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?

ASSIGNMENT-II

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
GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
DIRECTORATE OF DISTANCE EDUCATION
Programme: Master of Business Administration (MBA) Lateral Entry

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).

ASSIGNMENT-II

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.
GURU JAMHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
DIRECTORATE OF DISTANCE EDUCATION
Programme: Master of Business Administration (MBA) Lateral Entry

Course Name: Organizational Change and Intervention Strategies  Semester 4th
Code: OBH 413  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 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.

ASSIGNMENT-II

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.
GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
DIRECTORATE OF DISTANCE EDUCATION
Programme: Master of Business Administration (MBA) Lateral Entry

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

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.

ASSIGNMENT-II

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.
ASSIGNMENT-I

1. What is Global Human Resource Management (GHRM)? Explain the Ethnocentric, Region-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

ASSIGNMENT-II

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
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.

ASSIGNMENT-II

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.
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

ASSIGNMENT-II

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.
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.

ASSIGNMENT-II

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.
Important Instructions
i. All questions are compulsory.
ii. Each assignment carries 15 marks.
iii. All questions are to be attempted in legible handwriting on plain white A4 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.

ASSIGNMENT-II

1. How web as a media is different from television for online advertising?
2. 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?

ASSIGNMENT-II

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?

ASSIGNMENT-II

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.
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.

Assignment II

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.
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?

ASSIGNMENT-II

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
GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
DIRECTORATE OF DISTANCE EDUCATION
Programme: Master of Business Administration (MBA) Lateral Entry

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.

ASSIGNMENT-II

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
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.

ASSIGNMENT-II

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
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 plain 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.

ASSIGNMENT-II

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.
GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
DIRECTORATE OF DISTANCE EDUCATION
Programme: Master of Business Administration (MBA) Lateral Entry

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.

ASSIGNMENT-II

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?