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**CENTRAL UNIVERSITY OF HARYANA**

End Semester Examinations, 2023

Session: 2022-23

Max. Time: 3 Hours

Max. Marks: 70

Programme: Master of Commerce

Semester: Third

Course Title: WORKING CAPITAL MANAGEMENT

Course Code: SLM COM 1 3 05 DCEC 4105

Instructions:

1. Question no. 1 has seven parts and students need to answer any four. Each part carries three and half Marks.

2. Question no. 2 to 5 have three parts and student need to answer any two parts of each question. Each part carries seven marks.

(4X3.5=14)

Q 1.

- A) Gross and net working capital
- B) Certificate of deposits
- C) Explain the method Economic Order Quantity
- D) What are the motives of Holding Cash
- E) Float management
- F) Receivable turnover ratio
- G) Costs of inventory

(2X7=14)

Q 2.

- a) "Working capital is nothing but the wasting of capital by keeping it in liquid form. "Do you agree with this statement, justify the answer with the context of need and importance of working capital.
- b) Explain the objectives and factors determining working capital.
- c) Distinguish between permanent working capital and temporary working capital. Also explain the different marketable securities along with their time period.

(2X7=14)

Q3.

- a) What do you understand by management of Cash and explain the motives of holding cash.
- b) The management of Stilmill Inc. has set a safety cash balance of Rs.50,000. The standard deviation ( $\sigma$ ) of the daily cash balance during the last year was Rs.37,500, and the transaction cost was Rs.75. The company also has the opportunity to invest idle cash in marketable securities at an annual interest rate of 8%.
- c) Based on what assumptions the Miller Orr Model is formed.

(2X7=14)

Q 4.

- a) Explain the costs and benefits of having the receivables in a company. Also describe the tradeoff.

- b) Discuss the probable measures to control Receivables.
- c) Explain the credit Policies in detail that would improve the collection.

(2X7-14)

Q 5.

- a) Describe the techniques of inventory management along with their pros and cons and their requirements.
- b) Explain the objectives of Inventory Management and its importance.
- c) Calculate Ordering Level, Minimum Level and Maximum Level from the following data:

Re-order quantity	1,500 units
Re-order period	4 to 6 weeks
Maximum consumption	400 units per week
Average consumption	300 units per week
Minimum consumption	250 units per week

# CENTRAL UNIVERSITY OF HARYANA

Term End Examinations, January 2023

Programme: M.Com.

Session: 2022-23

Semester: Third

Max. Time: 3 Hours

Course Title: Business Research Methods

Max. Marks: 70

Course Code: SLM COM 1 3 10 C 4105

## Instructions:

1. Question no. 1 has seven sub-parts and students need to answer any four. Each sub-part carries three and a half marks.
2. Questions no. 2 to 5 have three sub-parts and students need to answer any two sub-parts of each question. Each sub-part carries seven marks.

Question No. 1.

(4X3.5=14)

- a) Explain snowball sampling?
- b) What is a double-barreled question?
- c) List the steps to improve reliability?
- d) Differentiate between the questionnaire and schedule.
- e) Explain the usefulness of cluster analysis in business research.
- f) Why data cleaning and editing are important?
- g) What is the difference between a bibliography and references?

Question No. 2.

(2X7=14)

- a) What is the relevance of research in a business? Explain the types of research.
- b) What is sampling? Explain the difference between cluster sampling and quota sampling.
- c) Explain the questionnaire design process? How the pilot testing of a questionnaire is done?

Question No. 3.

(2X7=14)

- a) What is primary data? Explain the methods of collecting primary data.
- b) What is reliability? How the reliability of a scale can be measured?
- c) What is validity? Explain the difference between convergent and discriminant validity.

Question No. 4.

(2X7=14)

- a) Explain the significance and process of conducting factor analysis.
- b) What is a scree plot? For what purpose is it used?
- c) Discuss the similarity between cluster analysis and discriminant analysis.

Question No. 5.

(2X7=14)

- a) What is a research report? Explain the prerequisites for writing a research report.
- b) Explain the guidelines for reading the report and evaluating the research report.
- c) Why is it important to give footnotes and checklist in a research report?



CENTRAL UNIVERSITY OF HARYANA

Term End Examinations January 2023

Programme: M.Com

Session: 2021-22

Semester: Third

Max. Time: 3 Hours

Course Title: E-Commerce

Max. Marks: 70

Course Code: SLM COM 1 3 11 C 4105

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Instructions:

1. Question no. 1 has seven parts and students are required to answer any four. Each part carries three and half marks.
2. Question no. 2 to 5 have three parts and student are required to answer any two parts of each question. Each part carries seven marks.

Q 1. (4X3.5=14)

- a) Explain the term E-Commerce in brief.
- b) What do you understand by the term World Wide Web (WWW)?
- c) What is private computer networking?
- d) What is Cataloguing in e-commerce?
- e) Explain the term web counters.
- f) Explain the term encryption in e-commerce context.
- g) Discuss the scope of E-commerce in brief.

Q 2. (2X7=14)

- a) Explain the meaning and nature of e-commerce and also discuss the factors affecting e-commerce.
- b) Elaborate the evolution of World Wide Web (WWW) and also discuss its future scope.
- c) Explain in detail the business and technological dimensions of e-commerce.

Q3. (2X7=14)

- a) Explain B2B, B2C and B2G business models of e-commerce.
- b) What do you understand by public and private computer networks for B2B trading? and also list out the key differences between public and private computer networks.
- c) Explain the following in brief:
  - I. Web advertisement
  - II. Internet advertisement
  - III. Internet Retailing

Q 4.

(2X7=14)

a) What do you understand by Electronic Payment System? Explain the features required in payment system for e-commerce.

b) Explain the following in brief:

a. Currency Servers

b. E-Cheque

c. Smart Card

c) What are the different types of emerging financial instruments?

(2X7=14)

Q 5.

a) Explain the different types of risk management approaches available to e-commerce security.

b) What do you understand by public and private key infrastructure?

c) Explain the following in brief:

a. Firewalls

b. Intellectual property

c. Electronic Signature

CENTRAL UNIVERSITY OF HARYANA

Third Semester Term End Examinations January 2023

Programme: M.COM

Session: 2022-23

Semester: III

Max. Time: 3 Hours

Course Title: International Business

Max. Marks: 70

Course Code: SLM COM 1 3 09 C 4105

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Instructions:

1. Questions no. 1 has seven parts and students are required to answer any four. Each part carries three and half marks.
2. Questions no. 2 to 5 have three parts and students are required to answer any two parts of each question. Each part carries seven marks.

Q 1.

(4X3.5=14)

- a) Define International Business and its Importance?
- b) Define determinants of entry mode into international business?
- c) Explain Balance of Payment?
- d) Explain the Political & Legal environment of international business?
- e) Differentiate between GATT and WTO?
- f) Write a short note on Multilateral Regulation of Trade and Investment?
- g) Write a short note on organisational structure for international business operations?

Q 2.

(2X7=14)

- a) Define International Business? Explain the evolution and development of international business?
- b) Differentiate between Domestic Business vs International Business?
- c) Explain the different modes of entry into international business?

Q 3.

(2X7=14)

- a) What is International Business Environment? Define the components of international business environment?
- b) What is International Trade? Explain the different theories of international trade?
- c) Explain the framework for analyzing international business environment.

Q 4.

(2X7=14)

- a) Write about basic principles of multilateral trade negotiations?
- b) What is WTO? Explain the organizational structure and functioning of WTO?
- c) What is GATT? Explain its early rounds? Explain the Uruguay Round.

Q 5.

(2X7=14)

- a) What is Exchange Rate? Explain the different type of Exchange rate?
- b) Explain International monetary system?
- c) Explain International Financial Environment?



**CENTRAL UNIVERSITY OF HARYANA**

Term End Examinations, January 2023

**Programme: B.Ed.**

**Semester: III**

**Course Title: Peace Education**

**Course Code: SOE020305GEC3104**

**Session: 2022-23**

**Max. Time: 3 Hours**

**Max. Marks: 70**

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**Instructions:**

1. Question no. 1 has seven parts and students are required to answer any four. Each part carries three and half Marks.
2. Question no. 2 to 5 have three parts and students are required to answer any two parts of each question. Each part carries seven marks.

Question No. 1.

(4X3.5=14)

- a) Approaches of peace
- b) Peace in the context of international perspectives
- c) Role of school in the development of values
- d) Poverty as a conditions of conflict
- e) Scope of peace education
- f) Co-curricular activities
- g) Importance of role playing in boosting values

Question No. 2.

- a) What is peace? Elaborate types of peace with suitable examples.
- b) Explain the contributions of Swami Vivekananda's peace education philosophy in promoting peace.
- c) Illustrate with appropriate examples the challenges of peace.

Question No. 3.

- a) Discuss in detail role of family in the development of values for peaceful coexistence.
- b) Enlist the need and importance of peace education in present scenario. Explain.
- c) How has the UNESCO promoting peace in world? Justify your response.

Question No. 4

- a) What do you understand by the term conflict? Explain the various types of conflict by citing suitable examples.
- b) Describe the various techniques of conflict resolution with suitable examples.

c) Explain the role of peace education in managing the conflict faced by today's youth.

Question No. 5

a) Elaborate the importance of yoga and meditation as approach of peace education.

b) Define counseling and discuss counseling as a tool of overcoming a traumatic condition.

c) Highlight the benefits of games and sports in boosting values and peace.