[22 HKPD4SO-22D]

M.A 4th Semester (Old) Exam. 2022

ENGLISH

(WORLD LITERATURE/LITERATURE FROM NORTH-EAST INDIA)

[MEG (S4)- 16 (Opt)]

Full Marks : 80

Time : 3 hours

The figures in the right-hand margin indicate marks.

(World Literature)

[MEG-S4- 16 (Opt)]

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) State two major themes, evident in Charles Baudelaire's poem 'Correspondences'.

(*b*) Mention any two important features of Pablo Neruda's poetic style.

(*c*) Briefly highlight the elements of epic theatre evident in the play *Mother Courage and Her Children*.

(*d*) What is referred to by the term 'Negritude' ? Mention two important figures associated with it.

(*e*) Write briefly on the character of Gregor as reflected in Kafka's '*The Metamorphosis*'.

(*f*) State the main themes evident in Dario Fo's *Accidental Death of an Anarchist*.

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) How does Dostoevsky deal with criminal psychology in the novel *Crime and Punishment* ?

(*b*) Describe the theme of tradition versus modernism in the novel *Home and the World.*

(*c*) Comment on the sources or background of the play *The Lion and the Jewel.*

(*d*) Do you consider Baudelaire a pioneer of modernism ? Make an assessment in the light of his poem 'Correspondences'.

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) *Mother Courage and the Children* stands as one of the most famous anti war plays of the 20th century. Justify the statement.

(*b*) Analyse the significance of the Maniac in Dario Fo's play *Accidental Death of an Anarchist.*

(*c*) Discuss the central themes of the poem 'Ars Poetica'.

(*d*) Would you like to consider Kafka an existentialist ? Discuss with special reference to the story 'The Metamorphosis'.

4. Answer *any* four from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Describe the character of Bimala in the novel *The Home and the World.* How does Tagore address the significant issues related to the status of women through her ?

(*b*) Discuss Dostoevsky's *Crime and Punishment* as a critique of the contemporary Russian society.

(*c*) Provide a character study of Mother Courage, commenting on the way she conducts her business even during war time.

(*d*) Comment on the poetic style of Charles Baudelaire with particular reference to his poem 'Correspondences'.

(*e*) Discuss how the African social and political experiences are highlighted through the play *The Lion and the Jewel*.

(Literature from North-East India)

[MEG-S4- 16 (Opt)]

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) What are the two distinctively diverse strains that originated from the poetry of Navakanta Barua ?

(*b*) What does Mamang Dai reflect or represent through her poem titled 'An Obscure Place' ?

(*c*) Who is Robin Singh Ngangom ?

(*d*) Why does Desmond Kharmawphland's poetry have a universal appeal ?

(*e*) Mention any two emergent themes in Easterine Iralu's 'Should Writers Stay in Prison'.

(*f*) State any two aspects of the Kokborok language highlighted by Chandrakanta Murasingh.

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Briefly describe from Muller as presented by Saurabh Kumar Chaliha in 'Slaves'.

(*b*) 'For Femsula Ao, identity is a word loaded with meanings, evocative of multiple interpretations.' Explain briefly in your own words.

(*c*) What is contained in the poem titled 'The Conquest' by Desmond Kharmawphland ? Explain in a few lines.

(*d*) How is the idea of 'roots' or 'rootedness' reflected in the poem 'Everywhere I Go' ?

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Give a character sketch of 'Nibarun Bhattacharya' as presented by the writer Arun Sarma in your own words.

(*b*) Describe the poem 'Bats' by Navakanta Barua from your own reading of the text.

(*c*) 'The writer from the North Eastern region differs from his counterpart in the mainland in a significant way'. Discuss this point with reference to Robin S. Ngangom as a North East Indian writer.

(*d*) How does Mamang Dai present the river, forest and mountain in her poems ? Discuss in your own words.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) How does the story of Abhimanyu's death in the Mahabharata help the play-wright to reflect on contemporary issues ? Discuss with reference to *Chakravyuha*.

(*b*) Discuss the 'life' and works' of the poet Navakanta Barua.

(*c*) Do you think that Chandrakanta Murasingh succeeds in upholding the causes of the Kokborok language that has faced a long history of marginalisation ? Discuss with reference to the text.

(*d*) Give a detailed summary of the story titled 'slaves' by Saurabh Kumar Chaliha in your own words.

(*e*) (*i*) Do you think that the term 'prison' used by Easterine Iralu is symbolic of her own challenge of telling her own story? 2

(*ii*) Discuss how life of a Naga writer is crippled by the socio-political forces of her land. 8

[22 HKPD4SO-22D]

M.A 4th Semester (Old) Exam. 2022

EDUCATION

(*Educational Management*)

[MED (S4)- 13]

Full Marks : 80

Time : 3 hours

The figures in the right-hand margin indicate marks.

1. Answer any *five* from the following questions (each within 50 words) : $2 \times 5 = 10$

(*a*) Give the meaning of the term 'Educational Management'.

(*b*) Mention the elements of direction.

(*c*) State the major objective of institutional planning.

(*d*) State the basic difference between classroom management and classroom discipline.

(*e*) List any four major sources of quality in education.

(*f*) Mention two important contributions of an effective supervisor.

2. Answer any *three* from the following questions (each within 100 words) : $4 \times 3 = 12$

(*a*) State the importance of educational management.

(*b*) Explain four major aspects of planning.

(*c*) List out the long-term and short-term objectives for an educational organization.

(*d*) Write a short note on Academic Learning Time (ALT).

3. Answer any *three* from the following questions (each within 250 words) : $6 \times 3 = 18$

(*a*) Discuss in detail the man-power requirement approach.

(*b*) Explain the principles of classroom management.

(*c*) Discuss the nature and scope of Total Quality Management.

(*d*) What is Educational Supervision ? List out the major tasks of a supervisor.

4. Answer any *four* from the following questions (each within 400 words) : $10 \times 4 = 40$

(*a*) Discuss the scope of educational management.

(*b*) Discuss the need and importance of Institutional planning.

(*c*) Elaborate the factors influencing classroom management.

(*d*) Give a detail description of different dimensions of TQM in education.

(*e*) How communication is important in an educational organization ? Describe briefly the role of communication in supervisory process.

No. of Printed Pages—2 **111 (EPE)**

[22 HKPD4SO-22D]

M.A 4th Semester (Old) Exam. 2022

EDUCATION

(*Environmental and Population Education*)

[MED (S4)- 14]

Full Marks : 80

Time : 3 hours

The figures in the right-hand margin indicate marks.

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) What is Demonstration method in environmental education ?

(*b*) What do you mean by deforestration ?

(*c*) Explain what is uneven pupil-teacher ratio.

(*d*) Write a brief note on chemical hazards.

(*e*) Explain the concept of population explosion.

(*f*) Write the advantages of small family.

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Explain different steps of project method as method of teaching in environmental education.

(*b*) What are the essentials of school environment for attitudinal change ?

(*c*) Explain what is stagnation of students along with its causes.

(*d*) Define concept of quality of life. How it is related to population and its growth ?

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Discuss the role of mass media in expanding environmental awareness.

(*b*) Explain the need of environmental education in Assam.

(*c*) Explain the concept of population dynamics. Why it is necessary to study population dynamics ?

(*d*) Discuss the role of NGO's in population control.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Describe the nature and scope of environmental education.

(*b*) Explain the different types of man-made disasters.

(*c*) Explain population growth. What are the causes of growing population.

(*d*) 'Quality of life shows a direct relation with the economic development of family and nation.' Explain the statement.

(*e*) Discuss the objectives of population education in High School Curriculum.

[22 HKPD4SO-22D]

M.A 4th Semester (Old) Exam. 2022

EDUCATION

(*Economics of Education / Comparative Education*)

[MED S4- 15 (Opt)]

Full Marks : 80

Time : 3 hours

The figures in the right-hand margin indicate marks.

(Economics of Education)

[MED (S4)- 15 (Opt)]

1. Answer any *five* of the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) How do you explain 'Education as economic investment'?

(*b*) What are the dimensions of human capital ?

(*c*) What is called learning while earning ?

(*d*) Why efficiency in regulation is necessary ?

(*e*) Write two criticism of screening theory.

(*f*) Write the variables selected to explain Gender Gap.

2. Answer any *three* questions of the following (each in around 100 words) : $4 \times 3 = 12$

(*a*) State the importance of economics of education

(*b*) Analyse the steps of Manpower planning.

(*c*) What are the techniques involved in cost-benefit analysis ?

(*d*) What is called transparency in education system and why is it necessary ?

3. Answer any *three* of the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Describe the efficiency of education in school and university level.

(*b*) Explain the indicators of education.

(*c*) What are the conditions of Arrow's theory of social choice ? Point out the justification of the theory.

(*d*) Justify the relationship between women education and economic development.

4. Answer any *four* of the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Trace the recent trends and development in Economics of education.

(*b*) What is man power forecasting ? Discuss the techniques of manpower forecasting.

(*c*) What are the methods used to measure the returns or benefits of education in detail ?

(*d*) Define the term consumer movement. What are the basic changes that has taken place in the educational scenario.

(*e*) Write the meaning of Return on Investment in Education. Explain the social-returns to investment in education.

(Comparative Education)

[MED (S4)- 15 (Opt)]

1. Answer any *five* of the following questions (each within 50 words) : $2 \times 5 = 10$

(*a*) Write a brief note on the purpose of comparative education.

(*b*) Mention the three patterns of elementary education followed in USA.

(*c*) Write about the conditions of school building made for the preschool children in Russia.

(*d*) What are the objectives of primary education in the UK ?

(*e*) Write the advantages of public schools in India.

(*f*) What are the sectors of higher education in Japan ?

2. Answer any *three* questions of the following (each in around 100 words) : $4 \times 3 = 12$

(*a*) Describe the characteristics of comparative education.

(*b*) Explain any four factors that affect the system of education in a country.

(*c*) Give a historical background of higher education in the USA.

(*d*) Describe the system of teacher education in Russia.

3. Answer any *three* questions of the following (each in around 250 words) : $6 \times 3 = 18$

(*a*) Give a detailed description of the factors of comparative education given by Cramer and Browne.

(*b*) Elaborate the concept of 'Tripartite system in UK.

(*c*) Discuss the views of Kothari Commission on Curriculum.

(*d*) Illustrate the organization and administration of the school system in Japan.

4. Answer any *four* of the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Define comparative education. Gvie an account of the history and development of comparative education.

(*b*) Describe the primary education system of Russia.

(*c*) Elaborate the salient features of the system of education in the UK.

(*d*) Compare the secondary education system in India and Japan.

(*e*) Discuss the role of the MOE in mapping the curriculum in Japan. Indicate the criticisms of 'Rainbow Plan'.

No. of Printed Pages—2 **114 (SONE)**

[22 HKPD4SO-22D]

M.A 4th Semester (Old) Exam. 2022

SOCIOLOGY

(Sociology of North-East India)

[MSO (S4)- 14]

Full Marks : 80

Time : 3 hours

The figures in the right-hand margin indicate marks.

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) What is meant by North East Frontier Tract ?

(*b*) Define Neo-Vaishnavism.

(*c*) What is drinnial land holding ?

(*d*) Mention the two dimensions of identity formation.

(*e*) What are the major industries in North East region ?

(*f*) Mention the three major linguistic groups found in the North East region.

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Briefly explain how endogamy works in the context of North East India.

(*b*) Write a brief note on the geopolitical significance of North East India.

(*c*) Briefly discuss the role of state in post-colonial North East.

(*d*) Write a brief note on homeland politics.

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Discuss the homogenous and heterogenous features of the state in North East India.

(*b*) Write a note on the land distribution pattern of pre-colonial Assam.

(*c*) Write an elaborate note on the concept of Homeland politics.

(*d*) Write an essay on the changing development paradigm in North East India.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Write an essay on North East as a conceptual category.

(*b*) Discuss the process of state formation in the North East of India.

(*c*) Write a critical essay on the 'look east policy' of Government of India.

(*d*) Explain the characteristics of homeland in the context of North East India.

(*e*) Write a critical essay on the recent trends in the development of North East India.

[22 HKPD4SO-22D]

M.A 4th Semester (Old) Exam. 2022

SOCIOLOGY

(Social Demography)

[MSO (S4)- 15]

Full Marks : 80

Time : 3 hours

The figures in the right-hand margin indicate marks.

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) State two objectives of demography.

(*b*) Define the term migration.

(*c*) State two criticisms of the demographic transition theory.

(*d*) Mention the three principles related to census.

(*e*) Define population policy.

(*f*) Define the term 'contraception.

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Explain the major surveys used for population study.

(*b*) Mention briefly the factors responsible for female foeticide and infanticide.

(*c*) Briefly explain how Christianity describes the relevance of population.

(*d*) Explain the different factors influencing population growth in India.

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Elaborate on different types of migration leading to mobility of people.

(*b*) Explain in details the 'Theory of Optimum population'.

(*c*) Write a brief note on New Population Policy of India.

(*d*) Elaborate on the measures adopted under family welfare programme in India.

4. Answer any *four* from the following questions (each in around 400 wrods) : $10 \times 4 = 40$

(*a*) Analyse the significance of demographic study in India.

(*b*) Elaborate on the relation between disease and mortality in India using examples.

(*c*) Critically analyse the relevance of Malthusian theory in today's world with relevant examples.

(*d*) Write an essay on the demographic structure of Northeast India.

(*e*) Elucidate on the impact of age and sex structure on population of any geographical space.

[22 HKPD4SO-22D]

M.A 4th Semester (Old) Exam. 2022

SOCIOLOGY

(*Industrial Sociology/Sociology of Health & Illness*)

[MSO (S4)- 16 (Opt)/MSO (S4)- 17 (Opt)]

Full Marks : 80

Time : 3 hours

The figures in the right-hand margin indicate marks.

(Industrial Sociology)

[MSO (S4)-16 (Opt)]

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) Mention two social changes due to Industrialization.

(*b*) Define the term labour.

(*c*) Explain the concept of pre-industrial society.

(*d*) Differentiate between Blue Collar and White Collar worker.

(*e*) Define Organizational Sociology.

(*f*) What is meant by trade union ?

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Write the basic features of bureaucratic organizations.

(*b*) Write a short note on the Trade Unions Act of 1926.

(*c*) Explain Michels' 'Iron law of Oligarchy'.

(*d*) Write a note on the processes of resolution of Industrial conflict.

3. Answer any *three* from the following (each in around 250 words) : $6 \times 3 = 18$

(*a*) Explain the characteristics of an Industrial society.

(*b*) Discuss the advantages and disadvantages of informal organization.

(*c*) Discuss the role of Trade Unions in conflict resolution.

(*d*) Explain the problems of industrialization in India.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Discuss the various events leading to the development of Industrial Sociology in India.

(*b*) Differentiate between Mechanical and Organic solidarity as defined by Emile Durkheim.

(*c*) Discuss Marx's and Dahrendorf's theories on Industrial class conflict.

(*d*) Describe the various ways in which the British exploited the Indian economy.

(Sociology of Health & Illness)

[MSO (S4)-17 (Opt)]

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) Name any two alternative medical systems.

(*b*) What is meant by Epidemiology ?

(*c*) State the meaning of Right to Health.

(*d*) What is meant by Community Health ?

(*e*) State the meaning of Total Institutions.

(*f*) What is meant by Medical Sociology ?

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Write a brief note on Medical Pluralism.

(*b*) State the difference between Epidemic and Endemic.

(*c*) State the factors that influence Community Health.

(*d*) Write a short note on women and family planning.

(*e*) Describe the social dimension of health.

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Write a note on the functional dimensions of Hospital Organization.

(*b*) Discuss the various epidemiological methods used by epidemiologists.

(*c*) Explain the relationship between Health Rights and Health.

(*d*) Write an essay on the medical beliefs and practices.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Write an essay on the dimensions of Health.

(*b*) Discuss the elements of physician-patient relationships.

(*c*) Explain the various health problems faced in India.

(*d*) Discuss the theoretical perspectives on gender.

(*e*) Elaborate on the different systems of medicine prevailing in India.

[22 HKPD4SO-22D]

M.A 4th Semester (Old) Exam. 2022

POLITICAL SCIENCE

(Indian Society in Transition)

[MPS (S4)- 13]

Full Marks : 80

Time : 3 hours

The figures in the right-hand margin indicate marks.

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) State the definition of social change.

(*b*) Define the term colonial mode of production.

(*c*) State two characteristics of dominant caste.

(*d*) State the definition of the term 'power'.

(*e*) What is the difference between 'denotified tribe' and 'ex-criminal tribe' categorisation ?

(*f*) Name four demographic indicators in India.

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Explain the concept of little and great traditions in relation to social change.

(*b*) Discuss the reformation in land system in India that took place in post independence India.

(*c*) State four characteristics of tribal groups in India.

(*d*) Explain briefly the condition of women in Indian family structure.

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Explain the impact of sanskritisation and westernisation in the Indian caste system.

(*b*) State how the issue of land alienation is impacting the tribes of India.

(*c*) Engage critically with the recommendations of the Mandal Commission Report (1979) and discuss.

(*d*) Explain how urbanisation how led to a demographic change in the Indian scenario using examples.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Write an essay in evaluation of the Cognitive Historical approach to study the Indian society.

(*b*) State is acting as a hindrance or supporting the process of rural development. Justify your stand with examples.

(*c*) 'Social Mobility within the caste system is a boon or bane in society'.— explain the statement citing examples.

(*d*) Write an essay critically looking into the rise of middle class in India.

(*e*) Discuss elaborately how human trafficking plays pivotal role in inducing crime against women.

No. of Printed Pages—2 **119 (SOM)**

[22 HKPD4SO-22D]

M.A 4th Semester (Old) Exam. 2022

POLITICAL SCIENCE

(Social Movement)

[MPS (S4)- 14]

Full Marks : 80

Time : 3 hours

The figures in the right-hand margin indicate marks.

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) Wrire the meaning of social movement.

(*b*) State the meaning of anomic suicide.

(*c*) Who introduced Vernacular Press Act in India ? Mention one provision of the Act.

(*d*) Who coined the term social relationship and why ?

(*e*) Mention any two features of the Peasant Movement in Oudh (1919-22).

(*f*) Write briefly about the Meira Paibi Movement.

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Write the basic elements of social movement.

(*b*) Explain the various issues faced by the peasants in underdeveloped areas.

(*c*) Write a short note on Labour and Trade Union Movement in India.

(*d*) Explain any four provisions of the Assam Accord.

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Write a note on Naxalbari Movement.

(*b*) Describe the functions of the state in the socialist country according to the Marxist Ideology.

(*c*) Write a note on the transformation of family in the 21st century.

(*d*) Explain the Anomie theory of Durkheim.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Discuss the Assam Movement

(*b*) Discuss the basic tenets of the Marxist Approach of the social movement. What are its drawbacks ?

(*c*) Write a note on transformation in Indian society.

(*d*) Explain Durkheim's debate on altruistic suicide.

(*e*) Discuss the nature and importance of social movement.

[22 HKPD4SO-22D]

M.A 4th Semester (Old) Exam. 2022

POLITICAL SCIENCE

(Public Personnel Administration / Comparative Public Administration)

[MPS S4- 15/MPS S4- 16]

Full Marks : 80

Time : 3 hours

The figures in the right-hand margin indicate marks.

(Public Personnel Administration)

[MPS (S4)- 15]

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) Mention any two advantages of direct recruitment.

(*b*) Write any two objectives of training.

(*c*) Mention any two benefits of career advancement to an organization.

(*d*) Mention the two main categories of civil services in India under the rule of East India Company.

(*e*) Mention any two points highlighting the benefits of having All India Services.

(*f*) Mention any two objectives of personnel management.

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Write briefly about any four goals of development administration.

(*b*) Write about the probation system.

(*c*) Point out the first six steps followed in the process of recruitment and selection.

(*d*) Write about the significance of effective career advancement.

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Write about the composition of the Union Public Service Commission. Explain the functions of the Union Public Service Commission.

(*b*) Write about the importance of integrity, transparency and accountability in the field of public administration.

(*c*) Write six criticisms levelled against the training system in India.

(*d*) Mention four advantages of rank. Classification and two disadvantages of rank classification.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Discuss the present status of personnel administration.

(*b*) Explain the principle of an anonymity of civil servants. Examine the issue of neutality and civil servants.

(*c*) Mention any eight benefits of position classification. Mention any two limitations of position classification.

(*d*) Write about 'written examinations, 'oral examination', performance demonstration' and 'evaluator of education and experience' as methods of determining merit.

(*e*) Discuss the problems of the recruitment system in India.

(Comparative Public Administrations)

[MPS (S4)- 16]

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) What is nomothetic approach ?

(*b*) What is recruitment ?

(*c*) What are the main objectives of trade unions ?

(*d*) What is a budget ?

(*e*) Mention different kinds of accountability mechanism.

(*f*) Mention two fundamental promises for administrative reforms as given by Caiden ?

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) What are the four types of comparative administrative studies ?

(*b*) Write a short note on right to strike.

(*c*) What is zero-base budgeting ?

(*d*) What is citizen charter in the UK ?

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Write a note on the defects of the recruitment system.

(*b*) Describe the set up of the Joint Consultative Machinery Scheme.

(*c*) What are the four major sources of revenue to the Government of UK ? Discuss.

(*d*) Discuss the powers of the US president.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Discuss the scope of comparative Public Administration.

(*b*) Discuss the composition and functions of UPSC.

(*c*) Discuss the organisation of the Whitley Council.

(*d*) Discuss the process of legislative central over administration in India.

(*e*) Discuss the organisation and management as a technique for administrative improvement.

[22 HKPD4SO-22D]

M.A 4th Semester (Old) Exam. 2022

POLITICAL SCIENCE

(*Women and Politics / Issues in Peace and Conflict*)

[MPS (S4)- 17/MPS (S4)-18]

Full Marks : 80

Time : 3 hours

The figures in the right-hand margin indicate marks.

(Women and Politics)

[MPS (S4)- 17]

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) State the meaning of feminism.

(*b*) Write briefly about any two objectives of the National Policy for the Empowerment of women, 2001.

(*c*) Write briefly about the meaning of stridhan.

(*d*) Write briefly about any two problems that have been experiencing by women in South Asia.

(*e*) Write the meaning of patrilineal family system.

(*f*) Mention any four provisions related to employment of women included in the convention on the Elimination of All Form of Discrimination against women.

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Explain the first wave of feminism.

(*b*) Write about Muslim Women's property right.

(*c*) Write briefly about any four factors responsible for gender discrimination.

(*d*) Write briefly about any four social problems faced by women in India in the 19th century.

3. Answer any *three* from the followng questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Explain any six aspects which constitute major elements in the whole process of economic empowerment of women.

(*b*) Prepare a note on various socio-religious reform movements occured in India during colonial period.

(*c*) Examine the issue of sexual harassment against women at workplace with special reference to India.

(*d*) Discuss the movement waged for achieving the right to vote in the United States of America.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Critically discuss global feminism.

(*b*) Examine political participation of women with special reference to Assam.

(*c*) Describe the initiatives adopted by the SAFP for women empowerment in India.

(*d*) Evaluate the position of women in ancient India.

(*e*) Discuss the power structure in family in matrilineal system.

(Issues in Peace and Conflict)

[MPS (S4)- 18]

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) Explain the meaning of latent conflict.

(*b*) Briefly explain the concept of Sulh-i-kul.

(*c*) Write the meaning of Satyagraha according to Mahatma Gandhi.

(*d*) Write about early warning as a tool for prevention of conflict.

(*e*) State the meaning of restorative justice.

(*f*) Write any two differences between International Law and Municipal Law.

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Explain the term 'Human Development' and 'Sustainable Development'.

(*b*) Write a note on Peace Journalism.

(*c*) Briefly explain about settlement through Lok Adalats.

(*d*) Write a note on inquiry as a tool or mechanism of conflict resolution.

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Briefly discuss about the conflicts in North-East India.

(*b*) Explain the role of Media in peace building.

(*c*) Discuss the risks and problems involved in the working of NGOs.

(*d*) Write a note on arbitration and judicial settlement as a methods of dispute settlement.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Define conflict. Discuss the various sources of conflict. 3+7 = 10

(*b*) State the meaning of peace education. Write a note on education for peace in India. 3+7 = 10

(*c*) What is development ? Explain the relationships among development, conflict and peace. 3+7 = 10

(*d*) Describe the impact of militarization on women and children.

(*e*) Write about dialogue and fecilitation as important tools of conflict management. 5+5 = 10

[22 HKPD4SO-22D]

MBA 4th Semester (Old) Exam. 2022

(FINANCIAL SERVICES/LOGISTICS AND SUPPLY CHAIN MANAGEMENT/ LABOUR LEGISLATION)

[MBA 23 Finance/MBA 27 Marketing/MBA 31 HRM]

Full Marks : 80

Time : 3 hours

The figures in the right-hand margin indicate marks.

(Financial Services)

[MBA 23 (FIN)]

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) How are the financial services classified ?

(*b*) Discuss the concept of 'Employee Finance'.

(*c*) List the various merchant banking service providers.

(*d*) What do you mean by 'discounting' of Bills of Exchange ?

(*e*) State the need for credit Rating Services.

(*f*) What do you mean by 'Break-Even Lease Rental' ?

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Write a short note on 'special purpose vehicles'.

(*b*) Write a short note on Corporate Advisory Services.

(*c*) Explain the difference between Operating and Financial Lease.

(*d*) Write a short note on Credit Rating.

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Discuss the various features of Financial Services.

(*b*) Discuss the 'Issue Management' function performed by Merchant Bankers.

(*c*) Distinguish between Hire-Purchase and Installment credit systems.

(*d*) Distinguish between Bill-discounting and Factoring.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Discuss any two new financial product/services.

(*b*) Discuss the evolution of merchant banking in India.

(*c*) Discuss the various types of factoring services.

(*d*) (*i*) Mention the advantages and disadvantages of Hire-purchase. 5

(*ii*) Discuss the tax considerations in Hire purchase. 5

(*e*) Discuss the linkages between Financial Services and Economic Growth.

(Logistics and Supply Chain Management)

[MBA 27 (MKT)]

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) State two broad categories comprising typical deficiencies regarding information related to logistic Management.

(*b*) What is meant by intermodal transportation ?

(*c*) Define Logistics.

(*d*) What is competitive benchmarking ?

(*e*) State two survey methods for carrying out demand forecasting.

(*f*) What is meant by break bulk warehouse operation ?

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Explain briefly the basic principles of warehouse design.

(*b*) Briefly discuss the concept of containerization in case of logistics.

(*c*) What is the importance of the measures for gap analysis for customer service in case of logistics ?

(*d*) What are the core concepts of supply chain ?

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Briefly explain the key factors involved in ensuring an efficient and effective logistics system.

(*b*) Discuss the characteristics of railways as a mode of transportation of various types of goods.

(*c*) Explain the fundamental dimensions of service capability.

(*d*) Discuss the importance of supply chain management.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) 'Logistics managers are able to fulfill their responsibilities on the basis of knowledge they have attained from experience, skills, intuition and education.' Explain with the aid of suitable examples.

(*b*) Suppose you are a manager responsible for transportation of finished goods from the warehouses within the factory of a company dealing with fast moving consumer goods to wholesalers and retailers. Explain the mode(s) of transportation you plan to employ for the above purpose.

(*c*) 'Logistic customer activities offer place, time and form utility by ensuring that the product is at the correct place, at the correct time and in an undamaged condition.' Explain.

(*d*) How will you design a suitable supply chain for a pharmaceutical company having operations all over India ?

(*e*) Discuss the role of third-party logistics provider (3PL) and fourth-party logistics provider (4PL) in case of logistics.

(Labour Legislation)

[MBA 31 (HRM)]

1. Answer any *five* from the following (each in around 50 words) : $2 \times 5 = 10$

(*a*) Describe the significance of Industrial Relations.

(*b*) Define 'factory' according to the Factories Act, 1948.

(*c*) State the rights of employees with respect to Payment of Bonus Act, 1965.

(*d*) State the object of the Maternity Benefit Act, 1961.

(*e*) Define Provident Fund.

(*f*) What does Section 5 of the Child Labour (Prohibition and Regulation) Act, 1986, provide for ?

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Briefly describe the three components of the organizational structure of ILO.

(*b*) Explain the main objectives of the Assam Shops and Establishment Act, 1971.

(*c*) Explain the primary objective of Minimum Wage Legislation.

(*d*) Explain the conditions under which an employee forfeits his gratuity as per the Payment of Gratuity Acts, 1972.

3. Answer any *three* from the following questions (each in around 250 words): $6 \times 3 = 18$

(*a*) Highlight the benefits granted to insured workers under The Employees State Insurance Act, 1948.

(*b*) Describe the expression 'same work or work of a similar nature' with respect to the Equal Remuneration Act, 1976. Also, highlight the duty of employer to pay equal remuneration to men and women workers for some work or work of similar nature.

(*c*) Explain the process of registration of a Trade Union as contained in The Trade Union Act, 1926.

(*d*) Explain the impact of WTO regime and globalization on labour relations.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Explain the dispute settlement machinery as contained in The Industrial Disputes Act, 1947.

(*b*) Explain the provisions of Contract labour (Regulations and Abolition) Act, 1970.

(*c*) Explain the doctrine of national extension of 'time' and 'place' with reference to The Workmen's Compensation Act, 1923.

(*d*) Discuss the provisions of The Factories Act, 1948 with respect to welfare of workers.

(*e*) Explain the calculation of Bonus with reference to the payment of Bonus Act, 1965.

[22 HKPD4SO-22D]

MBA 4th Semester (Old) Exam. 2022

(STRATEGIC MANAGEMENT ACCOUNTING/SERVICES AND RETAIL MARKETING/PERFORMANCE MANAGEMENT)

[MBA 24 Finance/MBA 28 Marketing/MBA 32 HRM]

Full Marks : 80

Time : 3 hours

The figures in the right-hand margin indicate marks.

(Strategic Management Accounting)

[MBA 24 (FIN)]

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) Define Standard Hour.

(*b*) What is a Master Budget ?

(*c*) What is called overhead costs ?

(*d*) Define Transfer price.

(*e*) What is a responsibility centre ?

(*f*) Mention the concept of Activity-Based Costing (ABC) system.

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) State the objectives of Activity Based Management (ABM).

(*b*) What is sales-volume variance ?

(*c*) Mention four points to highlight the limitation of Zero-Based Budgeting (ZBB).

(*d*) Write a note on Budget Committee.

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Mention any six points of basic difference between Budgetary control and standard costing.

(*b*) Describe the usefulness of product life cycle costing system.

(*c*) Briefly mention the difference stages in Activity-Based Costing.

(*d*) Define responsibility accounting. Figure out the steps that are required to be taken to meet the objectives of responsibility accounting.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) What are market-based pricing methods ? Discuss the basis for fixing market-based transfer price.

(*b*) How is ABC system different from Traditional costing system ? Elaborate.

(*c*) A fast food centre has identified the following resources used in its operations : (*i*) Bread, (*ii*) Hourly help, (*iii*) Shop rent, (*iv*) Meat, (*v*) Chili sauce, (*vi*) Salary for the Manager, (*vii*) Advertising, (*viii*) Utilities, (*ix*) Rs. 10 off coupon for the second order, (*x*) Paper dish and Napkin.- You are required to classify the above activity into the following category :

(*a*) Unit level activity

(*b*) Batch level activity

(*c*) Product sustaining activity and

(*d*) Facility sustaining activity

(*d*) A manufacturing concern which has adopted standard costing furnishes the following informations :

Standard :

Materials for 70 kg of finished goods	100 kg
Price of Materials	Rs. 1 per kg

Actual :

Output	2,10,000 kg
Materials used	2,80,000 kg
Cost of Materials	Rs. 2,52,000

Calculate :

(*a*) Material usage variance

(*b*) Material price variance

(*c*) Material cost variance

(*e*) The expenses for budgeted production of 10,000 units in a factory are given below (all figures in Rs.) :

Particulars	Per Unit (Rs.)
Direct materials	70
Direct labour	25
Variable overhead	20
Fixed overhead (Rs. 1,00,000)	10
Variable expenses (Direct)	5
Selling expenses (10% Fixed)	13
Distribution expenses (20% Fixed)	7
Administrative expenses (Rs. 50,000)	5
Total cost per unit	155

Prepare flexible budget for production of :

(*i*) 8,000 units and

(*ii*) 6,000 units.

(*f*) Explain the methodology of life cycle costing technique.

(Service and Retail Marketing)

[MBA 28 (MKT)]

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) What are consumer services ?

(*b*) Define the SERVQUAL technique.

(*c*) State the concept of retail management.

(*d*) Define the term product life cycle.

(*e*) What is logistic ?

(*f*) What does service specifically mean ?

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Write a note on the scope of marketing services.

(*b*) What is mystery shopping ?

(*c*) Differentiate between transactional and relationship marketing.

(*d*) Discuss different types of franchise system.

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Discuss about the guidelines for Better Customer Service.

(*b*) Write short notes on :

(*i*) Planogram

(*ii*) Visual Merchandising

(*c*) Write short notes on :

(*i*) Bar codes

(*ii*) Retail Mix

(*d*) Write a brief note on market segmentation and positioning.

4. Answer any *four* from the following questions (each in aound 400 words) : $10 \times 4 = 40$

(*a*) Write a note on retail management and discuss its functions and benefits of retailer.

(*b*) Explain the strategies in dealing with intangibility in consistency, inventory and in separability.

(*c*) Explain the importance of retail strategy and customer service.

(*d*) Discuss the 7 Ps of Service Marketing Mix.

(*e*) Explain the significance of the process of brand choice.

(Performance Management)

[MBA 32 (HRM)]

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) What is meant by monitoring ?

(*b*) Define performance planning.

(*c*) Define performance appraisal.

(*d*) Define career planning.

(*e*) What is meant by Informal Benchmarking ?

(*f*) What is meant by core competencies ?

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) List any four purposes of benchmarking.

(*b*) How can you relate organisational excellence and corporate performance management ?

(*c*) Discuss any four factors that affect Human performance system.

(*d*) Write a short note on six-sigma.

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Discuss the various components of effective performance management.

(*b*) Explain how performance management system is beneficial to an organisation.

(*c*) Write a note on the traditional methods of performance appraisal.

(*d*) Explain the role and significance of potential appraisal in an organisation.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Write short notes on : 5+5 = 10

(*i*) Job analysis

(*ii*) Role analysis

(*b*) Define the term 'process management'. Explain the steps in the workflow for a process manager. 2+8 = 10

(*c*) Write short notes on : 5+5 = 10

(*i*) MBO

(*ii*) 360 degree feedback

(*d*) Discuss the steps in the process of performance appraisal.

(*e*) Define competency gap. Explain the steps involved in the implementation of Balanced Score Card.

[22 HKPD4SO-22D]

MBA 4th Semester (Old) Exam. 2022

(INTERNATIONAL FINANCE/INTERNATIONAL MARKETING/
COMPENSATION MANAGEMENT)

[MBA 25 Finance/MBA 29 Marketing/MBA 33 HRM]

Full Marks : 80

Time : 3 hours

The figures in the right-hand margin indicate marks.

(International Finance)

[MBA 25 (Fin)]

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) What is meant by tax credit ?

(*b*) Define GDR.

(*c*) Define joint ventures.

(*d*) What is foreign portfolio investment ?

(*e*) Explain the meaning of diversification.

(*f*) What is transfer pricing.

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) State the assumptions of the Capital Asset Pricing Model (CAPM).

(*b*) Write a brief note on theories of foreign direct investment.

(*c*) Mention the significance of foreign exchange.

(*d*) Mention the advantages of floating exchange rate system.

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Discuss the different types of interest rate swaps

(*b*) Discuss briefly the different types of foreign bonds.

(*c*) Evaluate the Interest Rate Parity Theory of exchange rate.

(*d*) Explain why tax burden differ in various countries.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) What is meant by double taxation ? How does a country grant relief to companies from double taxation ?

(*b*) Discuss the different determinants of exchange rate.

(*c*) Write a brief note on Global Financial Instruments.

(*d*) Why does organisations go for mergers and acquisitions ? Discuss.

(*e*) Write short notes on : 5+5 = 10

(*i*) Balance of payments

(*ii*) Cross Rate and Cross Multiplication

(International Marketing)

[MBA 29 (MKT)]

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) Define 'International Marketing'.

(*b*) What is meant by Correspondent Bank ?

(*c*) What is meant by switch trade.

(*d*) What is price bundling ?

(*e*) Define grey market.

(*f*) Define personal selling.

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Analyse the various factors that have strengthened the cause of regionalism in international trade.

(*b*) Discuss the various reasons for cross border merger and acquisitions.

(*c*) Discuss the advantages of strategic alliances.

(*d*) Differentiate between product planning matrix and product portfolio matrix.

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Discuss the trends of RTA's.

(*b*) Discuss the Brand Drivers in International markets.

(*c*) Write a note on pricing strategies management.

(*d*) Explain the significance of Advertising Research.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Mr Y, CEO of a Japanese company wants to carry business in India . Identify the socio-economic factors to be taken into consideration to make their venture successful.

(*b*) Discuss the role of IMF towards its member countries in coping with specific economic problems.

(*c*) Distribution planning is a basic element to develop an effective marketing mix.' Explain.

(*d*) Explain how brand strategy for international market can be carried out in case of four wheelers produced by an Indian company.

(*e*) Describe the various documents required in export-import business.

(Compensation Management)

[MBA 33 (HRM)]

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) Define 'Intrinsic Rewards'.

(*b*) Explain the concept of external equity.

(*c*) State two reasons for using contingent pay.

(*d*) What are 'perquisites' ?

(*e*) Define 'pay structure'.

(*f*) State a few principles of a job evaluation programme.

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Discuss the components of International Remuneration.

(*b*) Explain the elements of total reward.

(*c*) Discuss the aim of job evaluation.

(*d*) Distinguish between Incentives and Rewards.

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Discuss the factors that affect the pay structure of an organisation.

(*b*) Write a short note on compensation management.

(*c*) Discuss the objectives of an international compensation program.

(*d*) Explain the process of job evaluation.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Discuss the advantages and disadvantages of Broadbanding. 5+5 = 10

(*b*) Explain the basic elements of executive compensation packages.

(*c*) Discuss in detail the various types of pay structure.

(*d*) Write short notes on: $5 \times 2 = 10$

(*i*) Voluntary employee benefits

(*ii*) Discretionary benefits

(*e*) What is competence related pay ? Discuss a few approaches used by corporates for relating pay to competency. 3+7 = 10

[22 HKPD4SO-22D]

MBA 4th Semester (Old) Exam. 2022

(INSURANCE MANAGEMENT/INDUSTRIAL AND RURAL MARKETING/ EMPOWERMENT & LEADERSHIP DEVELOPMENT)

[MBA 26 Finance/MBA 30 Marketing/MBA 34 HRM]

Full Marks : 80

Time : 3 hours

The figures in the right-hand margin indicate marks.

(Insurance Management)

[MBA 26 (Fin)]

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) Define pure and speculative risks.

(*b*) What is simple reversionary bonus ?

(*c*) State the basic elements of Life Insurance Pricing.

(*d*) What are medical risk factors that influence the rate of mortality ?

(*e*) Define the term 'Medical Underwriting'.

(*f*) State the meaning of adverse selection.

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Write a brief note on functions of Life Insurance.

(*b*) Discuss the concept of Pure Term Insurance.

(*c*) Discuss the 'principle of utmost good faith' and 'principle of indemnity' ?

(*d*) Write the major differences between conventional life insurance policies and ULIP.

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Explain briefly the different characteristics of Group Insurance.

(*b*) Enlist the advantages of numerical rating system.

(*c*) Define the terms 'Actuary' 'Insurer' and 'Insurance Agent' as per the Insurance At 1938/1999.

(*d*) Mention the salient features of Employees Deposit Link Insurance Scheme (EDLI).

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Discuss various methods of distributing bonus.

(*b*) Explain the functions and benefits of Life Insurance.

(*c*) Write short notes on (*i*) Lifestyle Underwriting, (*ii*) Financial Underwriting.

(*d*) Describe the powers and functions of IRDA according to the IRDA Act, 1999.

(*e*) Discuss the various means of managing risk through life insurance.

(Industrial and Rural Marketing)

[MBA 30 (MKT)]

1. Answer any *five* from the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) Define institutional markets.

(*b*) Explain the term channel partner.

(*c*) State the basic function of Targeted Public Distribution System (TDPS).

(*d*) What kind of products does rural marketing focus on ?

(*e*) Explain the ways in which infrastructure can be built for rural markets.

(*f*) What is zero level channel distribution ?

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Differentiate between marketing planning and strategic planning.

(*b*) State the characteristics of a devision making unit.

(*c*) State some of the characteristics which could help in understanding the performance of a technology.

(*d*) Explain how direct mail can be used for industrial advertising.

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Write a note on rural marketing with respect to its scope and nature of rural markets in India.

(*b*) Discuss the link between pricing strategies and product strategies.

(*c*) Explain portfolio analysis using BCG matrix.

(*d*) Explain the classification of industrial products and services.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Explain the characteristics of industrial prices and the factors influencing industrial pricing.

(*b*) Explain in details the critical steps involved in developing market strategies for industrial doods.

(*c*) Discuss the characteristics of rural consumers in India and the factors that affect their buying decisions.

(*d*) Describe the different distribution and logistics management strategies used for rural marketing.

(*e*) What are the rural urban disparities in Indias economic, social, educational, health and hygiene sectors.

(Empowerment & Leadership Development)

[MBA 34 (HRM)]

1. Answer any *five* of the following questions (each in around 50 words) : $2 \times 5 = 10$

(*a*) What is empowerment ?

(*b*) Define Mentoring.

(*c*) Explain the meaning of transactional leadership.

(*d*) What is 360 degree feedback ?

(*e*) Who is a visionary leader ?

(*f*) What is a learning organisation ?

2. Answer any *three* from the following questions (each in around 100 words) : $4 \times 3 = 12$

(*a*) Discuss a few actions which a leader needs to consider for empowerment to work effectively.

(*b*) Explain a few leadership skills for which a leader can be trained.

(*c*) Discuss the management implications of strategic organisational change.

(*d*) Discuss the major components of a leadership programme.

3. Answer any *three* from the following questions (each in around 250 words) : $6 \times 3 = 18$

(*a*) Discuss a few reasons due to which employees resist change and mention the strategies to overcome this resistance.

(*b*) Write a short note on charismatic leadership.

(*c*) Discuss the pre-conditions for creating a learning organisation.

(*d*) Discuss the various types of leadership development programmes.

4. Answer any *four* from the following questions (each in around 400 words) : $10 \times 4 = 40$

(*a*) Discuss the core set of leadership skills which helps in converting a good employee into a contributing leader.

(*b*) Discuss a few women leaders of India.

(*c*) Discuss the functions of consultants in implementing change.

(*d*) Write short note on :

(*i*) Traditional Approach of evaluation of leadership development efforts

(*ii*) Leadership succession

(*e*) Discuss the ways by which the process of empowerment motivates employees in organisations.