

BM6EPDC500

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St Aloysius (Deemed to be University)

Mangaluru

Semester I – Diploma Examination – P.G.D.B.M/ D.B.M

December - 2024

**ORGANIZATION BEHAVIOUR**

Time: 3 hrs.

Max Marks: 100

**PART - A**

Answer any ONE question:

(1x20=20)

1. Explain in detail the functions of management.
2. Explain in detail the various determinants of personality.

**PART - B**

Answer any FIVE questions:

(5x10=50)

3. Write a detailed note on organizational structure.
4. Explain the different types of job related attitudes.
5. Define the term group. State different types of groups.
6. What is controlling. Explain the importance of various types of control.
7. What do you understand by departmentation? Explain its importance.
8. Explain the various steps in planning.
9. Explain factors influencing perception
10. Explain the styles of leadership.

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**PART - C**

Answer any TWO questions:

(2x15=30)

11. a) Define the term organizational behavior. Explain its importance.  
b) Narrate the important element and goals of OB.
12. What do you mean by managerial skills? What are the major types of managerial skills?
13. What is decision making? Explain in detail.

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BM6EPDC501

Reg. No.

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Semester I – Diploma Examination – P.G.D.B.M/ D.B.M  
December - 2024

**MATERIALS MANAGEMENT AND STORES CONTROL**

Time: 3 hrs.

Max Marks: 100

**PART - A**

Answer any ONE question:

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1. a) With a diagram explain ABC analysis.  
b) What policies do you suggest for category A items?
2. Describe the various stages in a purchasing cycle, with the format of a purchase order.

**PART - B**

Answer any FIVE questions:

(5x10=50)

3. Explain the functions of materials management.
4. List the duties of a stores inspector.
5. What are i) inventory carrying costs?  
ii) Procurement costs?
6. With a format explain a material indent.
7. With a format explain a material requisition.
8. Explain the following:  
i) Reordering level      ii) Reordering quantity      iii) Lead time
9. Explain the principles of scientific purchasing.
10. Analyse the elements of total quality control.

**PART - C**

Answer any TWO questions:

(2x15=30)

11. a) Distinguish between a vendor and a supplier.  
b) Analyse the functions of a store keeper.
12. a) Explain the procedure for annual stock taking.  
b) Analyse the objectives of annual stock taking.
13. With a sketch explain the concept of economic order quantity and explain all the type of costs involved.

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BM6EPDC502

Reg. No:

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Semester I – Diploma Examination – P.G.D.B.M./ D.B.M.  
December - 2024

**ACCOUNTING AND FINANCE FOR MANAGERS**

Time: 3 Hours

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Max. Marks: 100

Answer any ONE question:

(1x20=20)

1. Analyse and discuss the role, scope and objectives of financial management and accounting.
2. a) What is capital budgeting  
b) Analyse the importance of capital budgeting decisions.

**PART – B**

Answer any FIVE questions:

(5x10=50)

3. Analyse the meaning and difference between variable working capital and fixed working capital.
4. What are accounting conventions? Explain.
5. What are the steps involved in financial planning.
6. What are the causes of under capitalization? Explain.
7. Explain the various types of investment decisions.
8. With an example explain the working capital cycle.
9. Analyse the functions of finance managers.
10. What factors influence working capital? Discuss.

**PART – C**

Answer any TWO questions:

(2x15=30)

11. What are the various sources of working capital? Explain
12. Analyse the importance and benefits of financial management for a business.
13. Analyse the rules of financial planning.

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**St Aloysius (Deemed to be University)  
Mangaluru**

**Semester I – Diploma Examination – P.G.D.B.M/D.B.M  
December - 2024**

**HUMAN RESOURCE MANAGEMENT AND INDUSTRIAL RELATIONS**

Time: 3 hrs.

Max Marks: 100

**PART - A**

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Answer any ONE question:

(1x20=20)

1. Explain in detail, various functions performed by HR department of an organization.
2. What are the forms of workers participation in management? Analyse its importance and merits.

**PART - B**

Answer any FIVE questions:

(5x10=50)

3. Explain the skills required to be an effective HR Professional.
4. What are the objectives of employee training?
5. What is meant by job specification and job description?
6. Explain the features of a grievance procedure.
7. What are the contents of a induction process. Explain.
8. What are the features of a grievance handling procedure?
9. What do you mean by Industrial relations? Discuss the role of various participants in industrial relations.
10. Write notes on:
  - a) Types of strikes
  - b) Executive development

**PART - C**

Answer any TWO questions:

(2x15=30)

11. What is collective bargaining? Analyse the objectives of collective bargaining.
12. Analyse the challenges and problems of trade unions in India.
13. Elucidate the necessity of promotion and transfer in an organization.

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BM6EPDC504

Reg. No.

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**Semester I – Diploma Examination – P.G.D.B.M/ D.B.M**

**December - 2024**

**ENTREPRENEURSHIP AND SMALL BUSINESS MANAGEMENT**

Time: 3 hrs.

Max Marks: 100

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**PART - A**

Answer any ONE question:

(1x20=20)

1. What factors should be taken into consideration before setting up a business? Explain.
2. Who is an entrepreneur? Analyse the traits and qualities of an entrepreneur.

**PART - B**

Answer any FIVE questions:

(5x10=50)

3. Give any ten causes of industrial sickness.
4. What is Franchising? Analyse the plus points of Franchising.
5. With a sketch explain the break even analysis.
6. How do you identify a sick industry?
7. What are the factors that motivate a person to set up a business?
8. What is an industrial estate? Analyse the objectives of industrial estates?
9. Explain the risks faced by entrepreneurs.
10. Explain different types of entrepreneurs.

**PART - C**

Answer any TWO questions:

(2x15=30)

11. Explain the problems faced by small enterprises in India.
12. Analyse the importance of small businesses in India.
13. Explain the three types of franchising. Analyse the demerits of franchising.

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