

(Pages : 2)

P – 5587

Reg. No. :

Name :

Sixth Semester Five Year M.B.A. (Integrated) Degree Examination,
September 2022

DDCM 601 : MANAGEMENT INFORMATION SYSTEMS

Time : 3 Hours

Max. Marks : 60

PART – A

Answer **any five** of the following. **Each** question carries **3** marks.

1. Define RAD.
2. What is Data mining?
3. Define Prototype. State its features.
4. Define EIS. Explain its characteristics.
5. Write a short note on System Analysis.
6. Define GIS.
7. What is Office Automation System (OAS)?
8. Define black box.

(5 × 3 = 15 Marks)

PART – B

Answer **any five** questions. **Each** question carries **5** marks.

9. Distinguish between MIS & DSS.
10. Describe the phases of System Development Life Cycle (SDLC)

P.T.O.



11. How DBMS is superior to conventional file processing system? List out the salient features of DBMS.
12. Differentiate between open and closed system.
13. What are the steps involved in system implementation and evaluation?
14. Write a short notes on:
 - (a) KM,
 - (b) CASE and RAD tools.
15. Explain system design.
16. Explain different types of information systems required at different levels of management hierarchy.

(5 × 5 = 25 Marks)

PART – C

Answer **any two** questions. Each question carries **10** marks.

17. Develop a MIS for a manufacturing organization indicating the different types of information subsystems.
18. What are different decision making models of individual and organization level?
19. What is MIS? Define the characteristics of MIS. What are the basic Functions of MIS? Give some Disadvantage of MIS.

(2 × 10 = 20 Marks)

Reg. No. :

Name :

**Sixth Semester 'Five Year M.B.A. (Integrated)' Degree Examination,
September 2022**

DDCM 603 : EXPORT – IMPORT PROCEDURES

Time : 3 Hours

Max. Marks : 60

PART – A

Answer **any five** questions. **Each** question carries **3** marks.

1. Elaborate on the Certificate of Export Inspection.
2. What is an export house?
3. What are the basic functions of a clearing agent?
4. Explain how export finance works.
5. Elaborate on the different categories of Exporters.
6. Discuss the roles of ECGC.
7. Write a short note of UCPDC (Uniform Customs & Practice for Documentary Credits).
8. Explain the relevance of GR form in export.

(5 × 3 = 15 Marks)

PART – B

Answer **any five** questions. **Each** question carries **5** marks.

9. Differentiate between FERA and FEMA
10. What does Incoterm mean in shipping? Explain any two.
11. What does export packing list include?

P.T.O.



12. Explain the different categories of import.
13. Discuss the foreign exchange budgeting.
14. Explain the concept of duty draw back scheme.
15. What is counter trade? Explain its benefit.
16. What are the legal provisions of postal exports?

(5 × 5 = 25 Marks)

PART – C

Answer **any two** questions. **Each** question carries **10** marks.

17. Detail the documentary requirements for Export of goods.
18. Explain different types of Letter of Credits and their benefits.
19. Outline the government incentive schemes for Exporters.

(2 × 10 = 20 Marks)

(Pages : 2)

P – 5588

Reg. No. :

Name :

**Sixth Semester Five Year M.B.A (Integrated) Degree Examination,
September 2022**

DDCM 602 : STRATEGIC MANAGEMENT

Time : 3 Hours

Max. Marks : 60

PART – A

Answer **any five** questions. **Each** question carries **3** marks.

1. Define business-system.
2. What is a goal?
3. Explain the term BCG approach.
4. What is corporate strategy?
5. Describe Merger.
6. What is Joint venture?
7. Define SBU.
8. What is ERP?

(5 × 3 = 15 Marks)

PART – B

Answer **any five** questions. **Each** question carries **5** marks.

9. Write a short note on Strategic analysis of functional areas of management.
10. Explain the term SWOT Analysis. What is its importance in business?

P.T.O.



11. What are the steps involved in formulating business strategy?
12. Explain strategic decision making process.
13. What do you mean by Implementation of Strategy?
14. What is Diversification? What are its types?
15. What is management of change? Discuss.
16. How the Corporate Development is possible in business?

(5 × 5 = 25 Marks)

PART – C

Answer **any two** questions. **Each** question carries **10** marks.

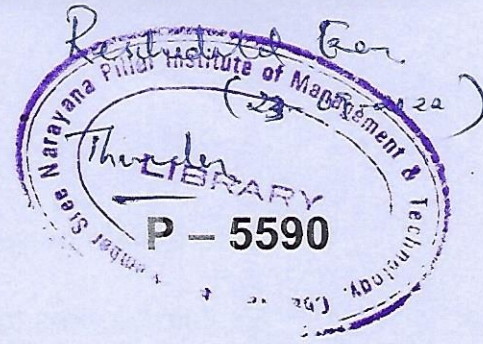
17. Explain the concept of Portfolio Analysis.
18. Write a short note on the types of Organizational Structure.
19. What are the general strategic alternatives?

(2 × 10 = 20 Marks)



S62mya

6-10-2022



(Pages : 2)

Reg. No. :

Name :

**Sixth Semester 'Five Year M.B.Å. (Integrated)' Degree Examination,
September 2022**

DDCM 604 : HUMAN SKILLS

Time : 3 Hours

Max. Marks : 60

PART – A

Answer **any five** questions. **Each** question carries **3** marks.

1. Write a short note on observation skills.
2. Explain the importance of proxemics in organizational communication.
3. What are the features of written communication?
4. Explain the dos and don'ts of telephone conversations.
5. Explain the purpose of memory testing.
6. Describe two factor theory of motivation.
7. What are the various decision making skills?
8. Explain the contents of a project proposal.

(5 × 3 = 15 Marks)

PART – B

Answer **any five** questions. **Each** question carries **5** marks.

9. Explain the process of communication planning.
10. Outline the features of a newsletter.
11. Elaborate on the various methods to improve study skills.

P.T.O.



12. Differentiate between transactional and transformational leadership.
13. Explain barriers to communication.
14. What are the features of effective negotiation?
15. Analytical and creative skills are essential to succeed as a decision maker. Elucidate on the statement.
16. Elaborate on any two theories of motivation.

(5 × 5 = 25 Marks)

PART – C

Answer **any two** questions. **Each** question carries **10** marks.

17. Draft an e-mail to the president of Chamber of Commerce, seeking his help in setting up a Business Incubation Centre at your institution.
18. Differentiate between verbal and non verbal communication. Elaborate on the uses of both the forms of communication in business organizations.
19. Prepare a brochure for the National Conference to be conducted by your department.

(2 × 10 = 20 Marks)

