

(Pages : 2)

Reg. No. :

Name :

**Sixth Semester Five Year M.B.A. (Integrated) Degree Examination,
November 2023**

DDCM 601 : MANAGEMENT INFORMATION SYSTEMS

Time : 3 Hours

Max. Marks : 60

PART – A

Answer any **five** of the following.

1. Explain the positive impact of information systems on organizations.
2. Explain decision support systems.
3. Explain relational data base management system.
4. What is KWS?
5. What are latest approaches to software quality assurance in organizations?
6. Explain different levels of decisions.
7. What is manufacturing information systems?
8. What are challenges in system implementation?

(5 × 3 = 15 Marks)

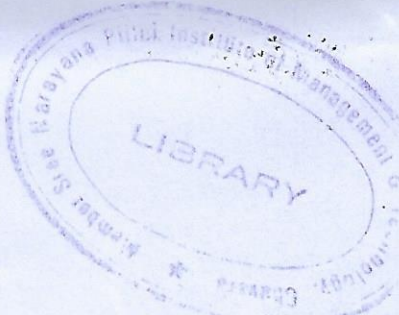
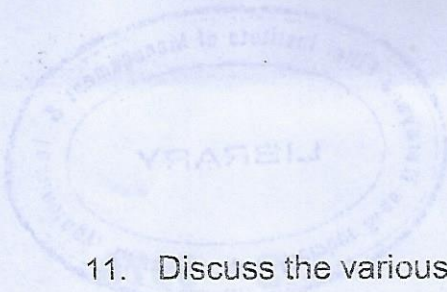
PART B

Answer any **five** of the following.

9. Elaborate on how information systems are changing management processes.
10. Explain different types of information systems.

P.T.O.



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11. Discuss the various elements of EDSS.
 12. Elaborate on data flow diagram.
 13. Explain the prototype approach to system implementation.
 14. Explain the various elements of system design.
 15. Elaborate on Human resource information system.
 16. Discuss the challenges information systems poses to organizations.

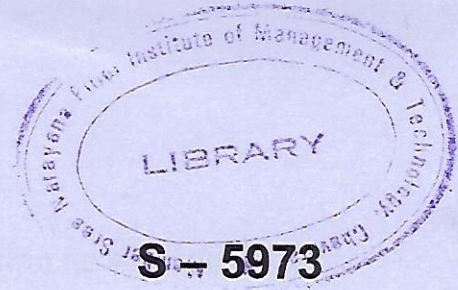
(5 × 5 = 25 Marks)

PART C

Answer any **two** of the following.

17. Explain how contemporary approaches to information systems have transformed organizational dynamics.
18. Discuss the various steps in system design life cycle.
19. Discuss how financial information system can deliver cost advantages to organizations.

(2 × 10 = 20 Marks)



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DDCM 604 : HUMAN SKILLS

Time : 3 Hours

Max. Marks : 60

SECTION – A

Answer any **five** of the following.

1. Explain how group discussions are conducted.
2. Explain different types of interviews.
3. What are the elements of a project proposal?
4. What are social media etiquettes?
5. What are the strategies to improve personal memory?
6. Explain the process of communication.
7. What are the various leadership traits?
8. What are the different study skills?

(5 × 3 = 15 Marks)

SECTION – B

Answer any **five** questions.

9. Elaborate on how effective listening skill is important for managerial success.
10. Explain different types of presentation aids.
11. Differentiate between a brochure and a news letter.

P.T.O.



12. Elaborate on email etiquettes.
13. Explain how creativity can be a differentiator in organizational settings.
14. Explain the different negotiation approaches.
15. Elaborate on the steps in decision making process.
16. Discuss the steps in event management.

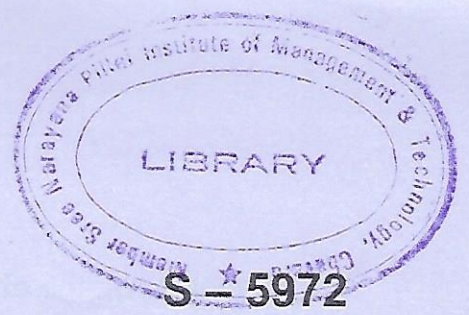
(5 × 5 = 25 Marks)

SECTION – C

Answer any **two** questions.

17. Explain the various elements of non verbal communication.
18. Discuss any two motivation theories from the organization point of view.
19. Write a letter to ABC Limited inviting them for conducting a campus placement in your campus.

(2 × 10 = 20 Marks)



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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 commercial invoice.
2. What is the relevance of status holder certificate in international trade?
3. Describe the roles of a forwarding agent.
4. Discuss packing credit in export finance.
5. Differentiate between Merchant exporters and Project exporters.
6. What are the contents of a Bill of Lading?
7. Elaborate on the duty entitlement passbook.
8. Explain the relevance of GSP certificate of origin.

(5 × 3 = 15 Marks)

PART – B

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

9. What are the major features of Foreign Exchange Management Act?
10. Differentiate between the commercial terms FOB and CIF.

P.T.O.



11. Elaborate on the objectives of EXIM bank.
12. Explain the different types of imports.
13. What are restricted, canalized and prohibited goods?
14. Explain the different types of counter trade.
15. Discuss the relevance of forward exchange cover in international trade.
16. Outline the payment terms in International trade.

(5 × 5 = 25 Marks)

PART – C

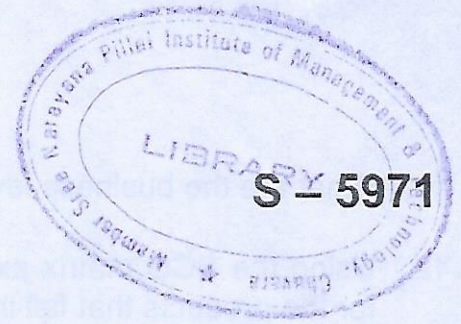
Answer **any two** questions. Each question carries **10** marks.

17. Detail the documentary requirements for import of goods.
18. Explain the different types export finance options available to the traders.
19. Government across the globe focuses on strengthening exports. Elucidate on the statement.

(2 × 10 = 20 Marks)



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DDCM 602 — STRATEGIC MANAGEMENT

Time : 3 Hours

Max. Marks : 60

PART – A

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

1. Explain about formulation of a mission statement a firm.
2. What are the objectives of the business?
3. What is meant by project life cycle?
4. What is the importance of strategic management?
5. How an organization structure is defined?
6. What is passive strategy?
7. Differentiate between merger and acquisition.
8. State the control techniques of strategic implementation.

(5 × 3 = 15 Marks)

PART – B

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

9. Take a hypothetical firm or a firm of your choice. Conduct a SWOT analysis. Explain how the SWOT analysis conducted above is helpful in devising strategies for the firm.
10. Explain the BE business screen.

P.T.O.



11. What are the business level strategies?
12. Using the BCG matrix explain the strategies that could be adopted by the firms for the products that fall in each of the quadrant.
13. Distinguish the line and staff function.
14. How the firms overcome the resistance to change?
15. Explain with examples the horizontal and vertical diversification.
16. How the formulated strategy is implemented?

(5 × 5 = 25 Marks)

PART – C

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

17. Describe the strategic analysis of any two functional areas of management.
18. What are the external growth strategies of the firm? Explain.
19. Describe the features and applications and ERP.

(2 × 10 = 20 Marks)

