

IMBA TY Sem.-5 Examination

Financial Mgmt.-I

Time : 2.30 Hours]

December-2025

[Max.Marks : 70

- Q.1 Answer any TWO from the following: [14]
1. What is meant by financial management? Which are core functions of financial management.
 2. A person wants Rs. 10,00,000 after 5 years for higher education of his child. How much should he invest from his monthly salary at the end of each month at 12% rate of interest to get the required amount?
 3. Explain the concept of internal growth rate and sustainable growth rate with its computation.
- Q.2 From the following information of N Ltd. for the coming year, you are required to estimate the working capital needed to finance a level of activity of 60,000 units of production. [14]

Raw materials	Cost per unit (Rs.)
Direct labour	30
Overheads	18
	<u>12</u>
Total cost	60
Profit	<u>15</u>
Selling price	<u>75</u>

Additional information:

- Average raw material in stock : One month
- Average finished goods in stock : 1.5 months
- Credit allowed by suppliers : 1 month
- Credit allowed to customers : 2 months
- Time lag in payment of wages : $\frac{1}{4}$ month
- Time lag in payment of overheads: 1 month

Cash balance expected to be maintained is Rs. 50,000.

You may assume that production is carried on evenly throughout the year and wages and overhead expenses accrue similarly.

- Q.3 A company has Rs. 4 per year carrying cost on each unit of inventory, an annual usage of 5,00,000 units and an ordering cost of Rs. 100 per order. Calculate the economic quantity. What shall be the total annual cost of EOQ? If a quantity discount of Rs. 0.25 per unit is offered to the company when it purchases in lots of 10,000 units, should the discount be accepted? [14]

OR

- Q.3 The present credit terms of Indus Industries are 3/15, net 30. Its sales are Rs.470 million, its average collection period is 45 days, its variable costs to sales ratio, V, is 0.85, and its cost of capital is 12 percent. The proportion of sales on which customers currently

take discount, is 0.4. Indus is considering relaxing its credit terms to 5/15, net 30. Such a relaxation is expected to increase sales by Rs.20 million, increase the proportion of discount sales to 0.6, and reduce the ACP to 40 days. Indus's tax rate is 30 percent. What will be the effect of liberalizing the cash discount on residual income? [14]

Q.4 Explain various theories of capital structure. [14]

OR

Q.4 Answer the following: [14]

- (a) MB Ltd. has issued 10,000 debentures of Rs. 100 each with 5 years maturity that carries an annual coupon of 15%. The debentures are issued at par. The firm pays tax @ 35%. Find the cost of debentures if they are to be redeemed at the end of 5th year at 10% premium.
- (b) If $R_m = 15\%$, $R_f = 8\%$ and β of equity shares of ABC Ltd. is 1.5, calculate cost of equity capital.

Q.5 F Ltd. has total capitalization of Rs. 100 lakhs consisting entirely of equity shares of Rs. 100 each. It wishes to raise another Rs. 50 lakhs for expansion through one of its two possible financing plans:

- (a) All equity shares of Rs. 100 each (b) All debentures carrying 9% interest.

Expected level of EBIT after expansion would be Rs. 18 lakhs and tax rate is 30%.

Advise the company about the financing plan. [14]

OR

Q.5 What do you mean by leverages? How are they to be calculated? What is the managerial application of leverages? [14]

IMBA TY Sem.-5 Examination
Marketing Mgmt. Theory & Practice - I

Time : 2.30 Hours]

December-2025

[Max.Marks : 70

- Q1. Attempt any Two: [14]
A] Describe concept of marketing management. Differentiate between marketing and selling.
B] What is Marketing Mix?
C] Explain the concept BCG matrix.
- Q2. What are the types of consumer buying decisions. [14]
- OR
- Q2. What are major categories of business consumer. [14]
- Q3. Explain the concept of product mix with example. What do you mean by Product Life cycle? [14]
- OR
- Q3 Define products and services. Explain how they differ from each other. [14]
- Q4. Explain any Two: [14]
1] Pricing Strategies
2] Product Line concept
3] Distribution Channels
4] 7P's of Service Mix
- Q5. Write short notes on with examples: [Any Two] [14]
1] Advertising
2] Personal Selling
3] Promotion Mix
4] AIDA concept

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Candidate's Seat No: _____

IMBA TY Sem.-5 Examination

HRM-I

Time : 2.30 Hours]

December-2025

[Max.Marks : 70

Q1 What is Human Resource Management? Explain its meaning and importance. 14

Q2 What is recruitment? Explain its types and sources. 14

OR

Q2 What is selection? Describe the steps in the selection process.

Q3 What is training? Explain any five methods of training. 14

OR

Q3 What is development? How is development different from training?

Q4 What is employee remuneration? Explain the factors that affect remuneration. 14

OR

Q4 What are employee benefits? Explain any five important employee benefits.

Q5 What are ethical issues in HRM? Explain with simple examples. 14

OR

Q5 What are the challenges faced by HRM today? Explain any Six.

IMBA TY Sem.-5 Examination
Public Health & Hospital Mgmt.-I

Time : 2.30 Hours]

December-2025

[Max.Marks : 70

Q1 Explain the meaning of public health and write the scope of public health. [14]
Also discuss the Five Elements that make Public Health Success Possible.

Q2 What are the objectives of Bio-medical waste management? Write the [14]
source and the classification of the biomedical waste.

Or

How is the Bio-medical waste managed in the Hospitals? Explain the [14]
process in detail.

Q3 Explain in detail the various Sources and Generation of Biomedical waste. [14]

Or

Q3 Describe the Biomedical waste management rules. (BMWM). What are the [14]
Effects of Biomedical Waste?

Q4 Explain:

a) Classification of channels of distribution of drugs [07]

b) Drug Store and Business Management [07]

Or

Q4 Explain the Drug Store in terms of Commerce and Drug stores in terms of [14]
Business Management -Accountancy

Q5 What Role Does HIPAA Play in Medical Records Management? Also [14]
explain the Best Practices and Challenges in Medical Records
Management.

Or

a. How to Create a Successful Patient Information Management [07]
System? Explain. [07]

b. Write and explain the 12 main components of a medical record and
their importance.