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Total No. of Questions : 5]

SEAT No. :

PB-2135

[Total No. of Pages : 2]

[6201]-3008

M.B.A.

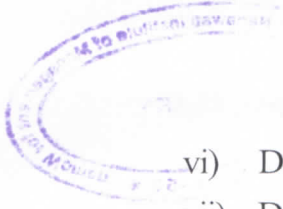
311 - GE - UL - 18 : MANAGEMENT OF NON-PROFIT ORGANIZATIONS**(2019 Pattern) (Semester - III)***Time : 2 Hours]**[Max. Marks : 50**Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Each question carries 10 marks.*

Q1) Answer the following (any 5 out of 8) :**[10]**

- i) Under the _____ both internal and external corporate Governance mechanisms are intended to induce managerial actions that maximize profit and shareholder value.
 - a) Shareholder theory
 - b) Agency theory
 - c) Stakeholder theory
 - d) Corporate Governance theory
- ii) In regard to rent expenses paid in advance of a non-profit organization which of the following classification is correct?
 - a) Expense
 - b) Liability
 - c) Equity
 - d) Assests
- iii) Under which section of the Indian Companies Act, the central Government may issue a license to a limited or private limited company for NPO.
 - a) Section 6
 - b) Section 7
 - c) Section 8
 - d) Section 9
- iv) A non-profit can collect a significant amount of personal information about its donors, including credit card and bank account numbers. Protecting this information is vital to the ethical maintenance of donor database is called as _____.
 - a) Donor Privacy
 - b) Donor Publicity
 - c) Company Publicity
 - d) Company Privacy
- v) Akshay Patra is a NPO that operates _____.
 - a) Child Education
 - b) Child Health
 - c) School Lunch
 - d) School Education

P.T.O.

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- vi) Define Non-Profit organisation.
 - vii) Define Staffing.
 - viii) Define Public Relations.

Q2) Answer the following (Any 2 out of 3) :

[10]

- a) Memorandum of Association.
- b) Explain the leadership skills of Non-Profit organizations.
- c) Write short note on NPO, Vision, Mission and Goals?

Q3) a) Define the non-profit organization and describe its dimensions?

[10]

OR

- b) Explain characteristics of Not-for-profit organization.

Q4) a) What is correlations between the for-profit and Non-profit organizations work culture. Explain it with conceptual understanding as to vision, mission, values and Goals of these organizations.

[10]

OR

- b) Explain the four main performance evaluation parameters for Non-profit organizations.

Q5) a) Evaluate the critical financial considerations of the Non-profit organization.

[10]

OR

- b) Evaluate the performance of Non-profit organizations?

▽▽▽▽

Total No. of Questions : 5]

P-7952

SEAT No. :

[Total No. of Pages : 3

[6118]-48

M.B.A.

31) **GE-UL-18 : MANAGEMENT OF NON-PROFIT ORGANIZATIONS**
(2019 Pattern) (Semester - III)

Time : 2 Hours]

[Max. Marks : 50

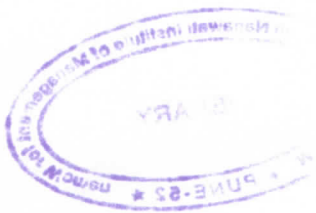
Instructions to the candidates :

- 1) *All questions are compulsory.*
- 2) *Each question carries 10 marks.*
- 3) *Figures to the right indicate full marks.*

Q1) Multiple Choice Questions (Any 5 out of 8) (2 Marks each) (10 Marks)

- a) The surplus generated in the form of excess of income over expenditure is _____ amongst the members.
 - i) Non Allocated
 - ii) Distributed
 - iii) Equally distributed
 - iv) Strategically distributed
- b) Whenever economy is on rise, non-profit organisations start getting _____ from it.
 - i) Members
 - ii) Regulations
 - iii) Calls
 - iv) Benefits
- c) _____ help people work together but do not impose their will or opinions.
 - i) Committees
 - ii) Task
 - iii) Facilitators
 - iv) Donors
- d) The _____ is a statement of broad changes the NPO wants to make in the society.
 - i) NPO's Mission
 - ii) NPO's Goal
 - iii) NPO's Vision
 - iv) NPO's Purpose

P.T.O.



- e) Which one of the following is not covered under NPO?
- i) Trust
 - ii) Society
 - iii) Private company
 - iv) Section 25 company
- f) If NPO finds difficult to distribute 85% of income to needy, they can apply for special tax exemption by using form.
- i) 9A
 - ii) 2B
 - iii) 5A
 - iv) 6D
- g) For a society to be formed there is a minimum requirement of _____ managing committee members whereas there is no upper limit.
- i) 3
 - ii) 5
 - iii) 7
 - iv) 9
- h) Board is responsible to hire CEO for the organization and delegate authority, responsibility and _____ to him.
- i) Money
 - ii) Accountability
 - iii) Office work
 - iv) Decision making authority

Q2) Answer the following (any Two out of THREE) : (5 marks Each) **[10]**

- a) Distinguish between For-Profit and Non-profit organizations?
- b) Explain features of Memorandum of association and article of association with relevant examples?
- c) Summarize roles and responsibilities of board members in non-profit organizations?

Q3) a) Identify the various internal and external fund-raising avenues? **[10]**

OR

- b) Demonstrate the various sustainable community development activities for NPO's?

Q4) a) Illustrate various PR tools for NPO's. Also outline with real life examples how are they used for promoting the NPO? **[10]**

OR

b) Categorize the different types of Non-Profit Organizations, their significance and differences?

Q5) a) Elaborate the concept of volunteers and their role in Non-Profit organizations. Also propose the methods for Incentives done for sales promotion and Public Relations for Non-profit Organization by volunteers? **[10]**

OR

b) Discuss the documents for legal procedures, formalities and documentation required for registration of a non-profit organization?



Aug 23

Total No. of Questions : 5]

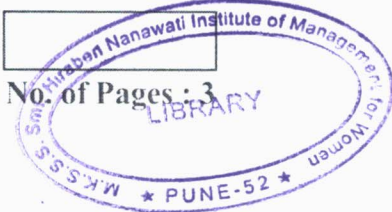
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[6025]-48

M.B.A.-II

SEAT No. :

[Total No. of Pages : 3]



311 GE-UL-18 : MANAGEMENT OF NON - PROFIT ORGANIZATIONS

(2019 Pattern) (Semester - III)

Time : 2 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Each question carries 10 marks.*

Q1) Answer the following (any 5 out of 8) :

[10]

- a) Under the _____ both internal and external corporate governance mechanisms are intended to induce managerial actions that maximize profit and shareholder value.
 - i) Shareholder theory
 - ii) Agency theory
 - iii) Stakeholder theory
 - iv) Corporate governance theory
- b) Income and Expenditure Account reveals _____
 - i) Surplus or Deficiency
 - ii) Net Profit
 - iii) Cash in Hand
 - iv) Capital Account
- c) The amount of 'Subscription received from members' by a Non - Profit organization is shown in which of the following?
 - i) Debit side of Income and Expenditure Account
 - ii) Credit side of Income and Expenditure Account
 - iii) Assets side of Balance sheet
 - iv) Liability side of Balance sheet
- d) Non - for-profit organizations prepare _____
 - i) Trading account
 - ii) Trading & Profit and Loss Account
 - iii) Income and Expenditure Account
 - iv) All of the above

P.T.O.

- e) Source of income for a not - for - profit organization is _____
- i) Subscription from Member
 - ii) Donation
 - iii) Entrance Fees
 - iv) All of the above
- f) The Receipt and Payment account of a non - profit organization is a _____
- i) Nominal Account ii) Real Account
 - iii) Income Statement Account iv) Financial Statements
- g) In regard to Rent expenses paid in advance of a non - profit organization which of the following classification is correct?
- i) Expense ii) Liability
 - iii) Equity iv) Assets
- h) Income & Expenditure Account is based on _____
- i) Cash Accounting
 - ii) Accrual Accounting
 - iii) Government Accounting
 - iv) Management Accounting

Q2) Answer the following (Any 2 out of 3)

[10]

- a) Classify the Elements of board behavior for effectiveness of non-profits organization.
- b) Give various factors related to volunteer management in any non-profits organization.
- c) Write Short note on-NPO, Vision, Mission and Goals?

Q3) a) Examine the role of any public policies which helps NPO in decision making? **[10]**

OR

b) How does developing leader help non-profit organization in their growth? **[10]**

Q4) a) What is correlation between the For-Profit and Non-Profit organizations work culture. Explain it with conceptual understanding as to Vision, Mission, Values and Goals of these organizations. **[10]**

OR

b) Explain with suitable example the Roles of board members in Non-Profit organization, responsibilities of Non-Profit Organizations. How does it differ with an Individual of a Non-profit Organization and General Organization. Explain? **[10]**

Q5) a) Evaluate the critical financial considerations of the Non-Profit organization. **[10]**

OR

b) Evaluate the performance of Non-Profit organizations? **[10]**



18 Mar 23

Total No. of Questions : 5]

PA-3644

[5946]-308

M.B.A.-II

**311 GE-UL-18 : Management of Non-Profit Organization
(2019 Pattern) (Semester-III)**

Time : 2 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) All questions are compulsory.
- 2) Each question carries 10 Marks.

Q1) Answer the following (any 5 out of 8)

[10]

- a) Non-profit sector accounts for a considerable percentage of national _____ in many countries.
 - i) NNP
 - ii) GDP
 - iii) NDP
 - iv) GNP
- b) Credit side balance in Income & Expenditure Account reveals _____
 - i) Excess of cash receipts over payments
 - ii) Excess of cash payments over receipts
 - iii) Excess of expenditure over income.
 - iv) Excess of income over expenditure
- c) The funds raised by such organizations through various sources are credited to _____ or/and _____
 - i) Capital Fund & Reserve fund
 - ii) Capital fund & General fund
 - iii) Reserve fund or General fund
 - iv) Mutual fund & General fund
- d) Which of the following is not a good Volunteer management practices?
 - i) Making volunteer skills with appropriate assignment
 - ii) Recognizing the contribution of volunteers
 - iii) Measuring the impact of staff annually
 - iv) Providing volunteer training and professional development

P.T.O.

- e) Define the NGO?
- f) Define trust?
- g) Define society?
- h) What is Donor Marketing?

Q2) Write short note (any 2 out of 3) [10]

- a) Role of volunteers in Non profit organizations.
- b) Characteristics of Non-profit organizations.
- c) Memorandum of Association.

Q3) a) Define the non-profit organization and describe its dimensions? [10]

OR

- b) What are the roles & responsibilities of board members in Non-profit organizations?

Q4) a) What are the factors affecting development of Non-profit organizations and explain the challenges of managing Non-profit organizations? [10]

OR

- b) What are the factors responsible for success of Non-profit organizations?

Q5) a) Elaborate any sustainable business model based on the social need. [10]

OR

- b) Explain in detail roles of Non-profit organization in the public policy framing process.