

Total No. of Questions : 5]

PD-2712

[6430]-48

M.B.A.

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

(2019 Revised) (Semester - III)

Time : 2 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *All questions carry equal marks.*

Q1) Define the following (any 5) :

[5 × 2 = 10]

- a) Memorandum of Association.
- b) Society Registration Act.
- c) Non-Profit leadership.
- d) Mission statement of organisation.
- e) Volunteer management.
- f) Donor Marketing.
- g) Conflict of Interest.
- h) Sustainable Business model.
- i) Public Relations.
- j) Non Profit organisation.

Q2) Answer any two :

[2 × 5 = 10]

- a) What is the primary mission of a non-profit organisation & how does differ from profit organisation?
- b) What are the primary factors that influence the growth of sustainability of non-profit organisation?
- c) Explain the role of executives in non-profit organisation and how their leadership and management skills contribute to the effectiveness.

P.T.O.

- Q3) a) Discuss the essential skills and abilities required for a leader in a non-profit organisation. [10]

OR

- b) Explain the significance of sales promotion & public relations for non-profit organisation.

- Q4) a) Illustrate the importance of decision making leadership & strategic planning abilities that contribute to an organisation long term success.

[10]

OR

- b) What is the role of non-profit organisations board of director's & why is it crucial for the organizational success?

- Q5) a) Define Governance and Explain the role of board of Governance in an Indian non-profit organisation. [10]

OR

- b) Examine the critical aspects of managing financial resources in an Non-Profit organisation.

Total No. of Questions : 5]

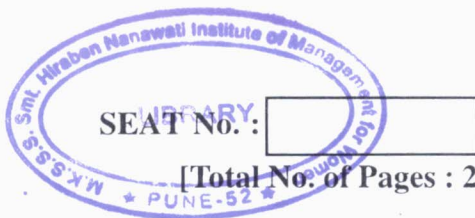
PC3044

[6380]-3008

S.Y.M.B.A.

**311 GE-UL-18: MANAGEMENT OF NON-PROFIT
ORGANISATION**

(Revised 2019 Pattern) (Semester - III)



Time : 2 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) All questions are compulsory.
- 2) Figures to the right indicates full marks.
- 3) Draw neat and labelled diagrams wherever necessary.

Q1) Multiple choice questions: (Any 5 out of 8) [10]

- a) Which of the following is not a good volunteer management practice.
 - i) Making valunteeer skills with appropriate assignment
 - ii) Recongnizing the contribution of volunteers
 - iii) Measuring the impact of Staff annually
 - iv) Provide volunteer training & professional development
- b) Non profit organisation prepare
 - i) Trading account
 - ii) Trading & P & L a/c
 - iii) Income & Expenditure Account
 - iv) All the Above
- c) Source of Income for the non profit organisation is
 - i) Subscription from members
 - ii) Donations
 - iii) Entrance fees
 - iv) All the Above
- d) Legal Status of Non profit organisation is not seen in:-
 - i) Profit
 - ii) Corporation
 - iii) Society
 - iv) Private company
- e) A board that is elected in a Classified System is known as
 - i) Diversified Board
 - ii) Straggered Board
 - iii) Rotating Board
 - iv) Declassified Board
- f) Non Profit organisation need to match volunteer skills with assignments
 - i) True
 - ii) False
 - iii) Can't say

P.T.O.



- g) Which is not the parameter to be assessed & controlled by mission statement?
- i) Risk
 - ii) Cost
 - iii) Time
 - iv) Performance
- h) According to the which of the following is considered as non -Profit organisation.
- i) Corporate
 - ii) Charitable organisation
 - iii) Audit firm
 - iv) Insurance Companies

Q2) Answer the following. (Any 2 out of 3) [5 each]

- a) What are the key elements of board behaviour that contribute to the effectiveness of non -profit organisation?
- b) What are the vital difference between profit and non profit organisation? Discuss the unique characteristics of Non Profit organisation.
- c) What roles do the non - profit organisation play in the public policy training process. Explain with relevant examples.

Q3) a) Explore the significance of volunteerism and identify potential conflicts of interest that may arise in various situation with in non-profit organisation. [10]

OR

- b) What are the key skills and abilities required for effective leadership in the non profit organisation, How do a non profit's vision, mission, values shape its strategy and influence the leadership approach.

Q4) a) How can the effectiveness of board of directors in non-profit organisation be assessed, identify the tools or strategies that can be employed to improve their performance & governance. [10]

OR

- b) What are the factors responsible for this success of Non-profit organisation.

Q5) a) How can a sustainable business model be developed by using social media platform to promote both environmental and economic sustainability. [10]

OR

- b) What are the different roles played by the non profit organisation in shaping & influencing public policy?



Total No. of Questions : 5]

SEAT No. :

PB-2081

[Total No. of Pages : 2]

[6201]-308

M.B.A.

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

(Revised 2019 Pattern) (Semester - III)

Time : 2 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Every Question carries 10 marks.*

Q1) Define the following (any 5) :

[5 × 2 = 10]

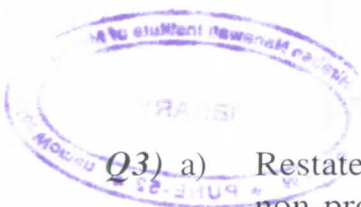
- a) Memorandum of Association.
- b) Non-Profit Organisation Leadership.
- c) Society Registration Act.
- d) Organisation Mission Statement.
- e) Volunteer Management.
- f) Donor Marketing.
- g) Conflict of Interest.
- h) Trust and Society.
- i) Sustainable Business Model.
- j) Governance.

Q2) Answer any two from the following :

[2 × 5 = 10]

- a) Explain the tools used to facilitate assessments of board performance.
- b) Differentiate between profit and non-profit organisation.
- c) What are the primary factors that influence the growth of sustainability of Non-profit organisation.

P.T.O.

 Q3) a) Restate the factors affecting development & challenges of managing a non-profit organisation. [10]

OR

b) Explain the significance of sales promotion & public relations for non-profit organisation.

Q4) a) Explain the various legal procedures & documentations required for formations & registration of non-profit organisation. [10]

OR

b) What is the role of non-profit organisation board of directors & why it is crucial for the organisational success.

Q5) a) Define Governance & Explain the role of board of Governance in an Indian non-profit organisation. [10]

OR

b) Describe sales promotions and public relations for the Non-Profit organisation.

Total No. of Questions : 5]

SEAT No. :

P-8718

[Total No. of Pages : 2

[6118]-3022

M.B.A.

(311) : GE-UL-18 : MANAGEMENT OF NON PROFIT ORGANISATION

(2019 Pattern) (Semester - III) (Revised)

Time : 2 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

Q1) Solve Any Five (Two marks each) (Any 5) : [10]

- a) List down any Four Non-Profit Organisation.
- b) Illustrate skills of the leaders of Non-Profit Organisation.
- c) Define Trust and Society.
- d) Define Conflict.
- e) Define the term volunteerism.
- f) State the meaning of Governance.
- g) Clarify the concept of Memorandum of Association.
- h) What do you mean by Ethical issues?

Q2) Answer the following (5 marks each) (Any 2) : [10]

- a) Explain the tools used to facilitate assessments of board performance.
- b) Differentiate between Profit and Non-Profit Organisation.
- c) Discuss the various responsibilities of the board members.

Q3) a) Restate the factors affecting development & challenges of managing a non-profit organisation.

OR

- b) Enlist the list of Documents required for registration of Non-Profit Organisation.**

[1 × 10 = 10]

P.T.O.

Q4) a) Explain the various legal procedures & documentations required for formation & registration of Non-Profit Organisation.

OR

b) Explain volunteers & their role in Non-Profit Organisation.

[1 × 10 = 10]

Q5) a) Describe sales promotion and public relations for Non-Profit Organisation.

OR

b) Enumerate the role of executive in building effective and sustainable organisation.

[1 × 10 = 10]

□□□