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**NOIDA INSTITUTE OF ENGINEERING AND TECHNOLOGY, GREATER NOIDA**  
(An Autonomous Institute Affiliated to AKTU, Lucknow)

**MBA**

**SEM: II - THEORY EXAMINATION (2023 - 2024 )**

**Subject: Business Research Methods**

**Time: 3 Hours**

**Max. Marks: 100**

**General Instructions:**

**IMP:** Verify that you have received the question paper with the correct course, code, branch etc.

1. This Question paper comprises of **three Sections -A, B, & C**. It consists of Multiple Choice Questions (MCQ's) & Subjective type questions.
2. Maximum marks for each question are indicated on right -hand side of each question.
3. Illustrate your answers with neat sketches wherever necessary.
4. Assume suitable data if necessary.
5. Preferably, write the answers in sequential order.
6. No sheet should be left blank. Any written material after a blank sheet will not be evaluated/checked.

SECTION A

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1. Attempt all parts:-

- 1-a. In order to pursue the research, which of the following is priorly required? (CO1) 1
- (a) Developing a research design
  - (b) Formulating a research question
  - (c) Deciding about the data analysis procedure
  - (d) Formulating a research hypothesis
- 1-b. Evaluation Research is concerned with. (CO1) 1
- (a) How well are we doing?
  - (b) Why are we doing?
  - (c) What are we doing?
  - (d) None of the above
- 1-c. This research design describes the present state of affairs as it exists without having any control over variable. (CO2) 1
- (a) Analytical research
  - (b) Descriptive research
  - (c) Applied research
  - (d) None of these
- 1-d. This research is related to some abstract ideas or theory. (CO2) 1
- (a) Contextual research
  - (b) Conceptual research
  - (c) Ideal research
  - (d) Empirical research
- 1-e. A naming scale, where variables are simply named or labelled, without any quantitative value or order, is called. (CO3) 1
- (a) Ratio scale

- (b) Nominal scale  
(c) Interval scale  
(d) Ordinal scale
- 1-f. Variable that can take all possible values in, are called. (CO3) 1  
(a) Intervening variable  
(b) Extraneous variable  
(c) Continuous variable  
(d) Discrete variable
- 1-g. Division of the entire population into different groups and then selection of sample on the basis of proportion of each group in the entire population is called. (CO4) 1  
(a) Stratified sampling  
(b) Sequential sampling  
(c) Cluster sampling  
(d) Quota sampling
- 1-h. In this sampling technique all the units of the universe have an equal chance of being included in the sample. (CO4) 1  
(a) Non-probability sampling  
(b) Probability sampling  
(c) Judgment sampling  
(d) Interval sampling
- 1-i. An alphabetical list of words and expressions with the page of the book upon which they are to be found, is. (CO5) 1  
(a) Bibliography  
(b) Footnotes  
(c) Index  
(d) References
- 1-j. This is the process of reviewing the raw data gathered in order to find and correct errors. (CO5) 1  
(a) Editing  
(b) Coding  
(c) Classification  
(d) Arrangement

2. Attempt all parts:-

- 2.a. Describe the historical research. (CO1) 2  
2.b. Describe the case study method. (CO2) 2  
2.c. Explain the closed-ended questionnaire. (CO3 ) 2  
2.d. Explain the principles of sample survey. (CO4) 2  
2.e. Describe the Frequency Table. (CO5) 2

**SECTION B**

**30**

3. Answer any five of the following:-

- 3-a. Discuss the scope and significance of a good research. (CO1) 6  
3-b. Discuss the importance of Literature review. (CO1) 6

3-c.	Describe with reason the use of descriptive research in the initial stages of research. (CO2)	6
3-d.	Describe with reason the type of research study you would use to determine the characteristics of market. (CO2)	6
3.e.	Describe the limitations of data collection through questionnaires. (CO3)	6
3.f.	Explain the principle of validity. Illustrate with example. (CO4)	6
3.g.	Define the cluster analysis. Enumerate the usages of the cluster analysis technique. (CO5)	6

**SECTION C**

**50**

4. Answer any one of the following:-

4-a.	"Research is much concerned with proper fact finding, analysis and evaluation." Give reasons in support of your answer. (CO1)	10
4-b.	Draft a research proposal for conducting a study to identify eligible voters for a particular political party. (CO1)	10

5. Answer any one of the following:-

5-a.	Describe in detail the meaning , importance and steps of research design. (CO2)	10
5-b.	Discuss the points to be taken into consideration while selecting a research design for the study of identifying the close contact of patients during the Covid-19 pandemic. (CO2)	10

6. Answer any one of the following:-

6-a.	Explain the method of data collection through questionnaires.(CO3)	10
6-b.	Elaborate on the measurement technique adopted for measuring the attitude towards rendering essential services. Illustrate any essential service. (CO3)	10

7. Answer any one of the following:-

7-a.	Explain the different types of Sampling using examples. (CO4)	10
7-b.	Discuss the cases where you will adopt the probability sampling technique. Illustrate at least one case in detail. (CO4)	10

8. Answer any one of the following:-

8-a.	Processing of data involves editing, coding, classifying, and tabulating. Explain each of these steps by taking and appropriate research example. (CO5)	10
8-b.	Describe the characteristics and logical format for writing a research project /proposal.(CO5)	10