

# MIS02

Roll No.

Total No. of Questions: 05

Total No of

Printed Pages: 02

Duration (Hrs): 01 Hours

Maximum Marks: 30

## Section : 1

Note: Section 1 and Section 2 to be solved on same Answer Bank.

1. Draw diagrams and give suitable examples wherever necessary

1. Price marketing is into sales of retail products. Earlier they use to give fix commission and bonus for every marketing person. The market was getting difficult and the marketing team was not very happy the way bonus and commission was been calculated. When top management realized this problem decided to work out the methodology where the calculations will be justified. As a first stage they decided to introduce the concept of Targets for each marketing person. Earlier they never dealt with target concept.

They hire you as consultant and need to advice them to implement the target calculation method. (10)

2. What do you understand by term Organization Structure? How MIS is related to organization structure? (5)

## Section - 2

\*\* Draw diagrams and give suitable examples wherever necessary \*\*

- Q1. What is a customer decision Support system? How can the Internet be used for this purpose? (5)
- Q2. If you are a manager in a company that operates in many countries. What criteria would you use to integrate secure information globally without redundancy. Identify the challenges posed by information systems and provide solutions.

OR (10)

As a manager or user of information systems, what would you need to know to participate in the design and use of system development process. Under what circumstances should outsourcing be used for building system.