

GAUHATI COMMERCE COLLEGE (AUTONOMOUS)

HOME ASSIGNMENTS

(For the Session- 2026)

GCC Centre of Management Studies (GCMS)

MBA- 1ST SEMESTER

(Questions carry 6 marks)

Course: Principles of Management & Organizational Behaviour (1014)

Q: Make a comparative personality assessment of five professionals based on the Big-Five Personality Model.

Course: Financial Accounting & Reporting (1024)

Q: Elaborately highlight the regulatory frameworks for preparation of reliable financial statements with special reference to GAAP, IFRS & Ind-AS.

Course: Business Economics (1034)

Q: What is law of demand? What happens to the demand function when “ceteris paribus assumption” is dropped from the Law of Demand? Explain the different determinants of a multivariable demand function.

Course: Quantitative Techniques for Managers (1044)

Q: A manufacturer produces three products A, B, C and sells in two markets. Annual sales of these products in the two markets are given below:

	Products		
Market	A	B	C
I	10000	2000	8000
II	6000	20000	4000

(i) If the unit sales price of A, B and C are Rs. 25, Rs. 12 and Rs. 15 respectively, find the total revenue in each market.

(ii) If the cost of A, B and C are Rs. 18, Rs. 10 and Rs. 8 respectively, find the gross profit.

Course: Production & Operations Management (1054)

Q: What differences do you notice between Japanese and Western style of production? Should India adopt the Japanese style or Western style of production? Explain with reasons.

Course: Information Technology for Managers (1064)

Q: Explain the significance of Information Systems in enhancing the operational capabilities of a business organization. Bring out an example of your choice in support of your explanation.

Course: Managerial Communication (1072)

About Info Edge

Info Edge — home to leading brands like Naukri.com, 99acres.com, Jeevansathi.com, and Shiksha.com — builds world-class platforms that transform lives through innovation. We blend cutting-edge technology, AI, and machine learning to deliver superior value and delightful experiences to our customers. Our teams thrive on solving problems, pushing boundaries, and empowering users. At the heart of our success are our people — our greatest advantage — and we're committed to attracting and nurturing the best talent.

Title: Sr. Executive – Corporate Sales

Preferred Specialization: MBA/PGDM (Marketing)

CTC: 6 lpa (4.5 + 1.5); travel reimbursement is paid over & above basis company policy Job

Location: Guwahati

Role Overview

Drive end-to-end B2B solution selling for Naukri.com and its suite of talent solutions, powered by SMAC (Social, Mobile, Analytics & Cloud). Engage directly with HR and recruitment leaders of top-tier organizations, understanding their unique hiring needs and crafting tailored solutions—not just off-the-shelf pitches.

Key Responsibilities

- Develop new business through prospecting and consultative selling.
- Customize solutions using our diverse product portfolio.
- Build impactful proposals, negotiate, and close high-value deals.
- Cross-sell and up-sell to deepen relationships with existing clients.
- Collaborate with cross-functional teams to ensure delivery excellence.

- Consistently achieve KRAs and business growth targets.

Desired Skills

- Excellent communication & presentation skills
- Ability to influence and negotiate for win-win
- Learning aptitude & position attitude
- Passion for sales
- Ability to work under pressure

Q: In response to the advertisement published in the company portal, apply for the said post with a cover letter and attach your resume.



Last date of submission: 5th October, 2026; the mood of submission of Assignments shall be communicated separately by the respective Departments.