

Roll No.....

Name of the Course : Master of Physical Education (M.P.Ed.)
Paper No. : MPE-0904(vi)
Name of the Paper : Subject Specialization: Sports Management
Semester : III (December 2025)
Duration : 03 Hours
Maximum Marks : 75

INSTRUCTIONS FOR CANDIDATES

*(Write your roll no immediately on the receipt of the question paper)
Note: Attempt any five questions. All questions carry equal marks.*

- Q1. Write the concept of marketing in sports industries. Explain sources of funding in sports organisation. (15)
- Q2. Write the principles of budgeting. Explain in brief types of budgets. Discuss steps of budget preparation. (15)
- Q3. How purchase of supplies and equipment is done in an organisation? Explain. (15)
- Q4. Write the process of condemnation of supplies and equipment. (15)
- Q5. Explain the pricing strategies of product. Write in brief advertising and promotional strategies of sports product. (15)
- Q6. Discuss briefly Import and Export Procedures. (15)
- Q7. Write in brief Warrantee of sports products and services. Illustrate examples in the context of sports. (15)
- Q8. Briefly discuss the following:- (7.5x2)
- Organisation registration process.
 - Steps of accounting in Sports organization