



**Subject : Management Concepts and Applications (C)**

**M.B. A. I / II**

Day : Monday

Date : 11/04/2016



Time : 10.00 AM TO 01.00 PM

Max Marks : 100 Total Pages : 1

**N. B. :**

- 1) Attempt **ANY FOUR** questions from Section – I and attempt **ANY TWO** questions from Section – II
- 2) Figures to the right indicate **FULL** marks.
- 3) Both the sections should be written in the **SAME** answer book.

**SECTION - I**

- Q.1** Define management. Discuss the evolution of management thoughts at (15) length.
- Q.2** What are the functions of a manager? Do all of them are equally important at (15) all levels of management? Elaborate.
- Q.3** What is Planning? Describe in detail various steps involved in Planning. (15)
- Q.4** What is Leadership? Discuss various styles of leadership with appropriate (15) example.
- Q.5** Write short notes on **ANY THREE** of the following: (15)
- a) Authority
  - b) Key Result Areas
  - c) Hierarchy of Objectives
  - d) Delegation

**SECTION- II**

- Q.6** Should there be strict regulations regarding the social responsibility of an (20) organization? Justify your answer.
- Q.7** As an MBA aspirant, how a recently graduated student can get benefited by (20) the concept of Decision Making? Make your own assumptions.
- Q.8** Explain the process of controlling with the help of a suitable example. (20)

\* \* \* \* \*



**Subject : Management Concepts and Applications (C)**

**M.B. A. I / II**

Day : Monday

Date : 11/04/2016



Time : 10.00 AM TO 01.00 PM

Max Marks : 100 Total Pages : 1

**N. B. :**

- 1) Attempt **ANY FOUR** questions from Section – I and attempt **ANY TWO** questions from Section – II
- 2) Figures to the right indicate **FULL** marks.
- 3) Both the sections should be written in the **SAME** answer book.

**SECTION - I**

- Q.1** Define management. Discuss the evolution of management thoughts at (15) length.
- Q.2** What are the functions of a manager? Do all of them are equally important at (15) all levels of management? Elaborate.
- Q.3** What is Planning? Describe in detail various steps involved in Planning. (15)
- Q.4** What is Leadership? Discuss various styles of leadership with appropriate (15) example.
- Q.5** Write short notes on **ANY THREE** of the following: (15)
- a) Authority
  - b) Key Result Areas
  - c) Hierarchy of Objectives
  - d) Delegation

**SECTION- II**

- Q.6** Should there be strict regulations regarding the social responsibility of an (20) organization? Justify your answer.
- Q.7** As an MBA aspirant, how a recently graduated student can get benefited by (20) the concept of Decision Making? Make your own assumptions.
- Q.8** Explain the process of controlling with the help of a suitable example. (20)

\* \* \* \* \*



NIZER (2012 Course)/DOODHGANGA (2012 Course)/VEDGANGA (2012 Course) /  
ANTURGAD (2013 Course)- I (C.B.C.S.) : SUMMER - 2016

**Subject : Financial & Management Accounting (C)**

**M.B. A. I/II**

Day : Wednesday

Date : 13/04/2016



Time : 10.00 AM TO 01.00 PM

Max Marks : 100 Total Pages : 2

N.B.:

- 1) Attempt any **FOUR** questions from Section – I and any **TWO** questions from Section – II.
- 2) Figures to the right indicate **FULL** marks.
- 3) Answers both the sections should be written in the **SAME** answer book.
- 4) Use of non-programmable calculator is allowed.

**SECTION - I**

- Q.1 Define Management Accounting. Explain Objectives and Scope of Management Accounting. (15)
- Q.2 Explain the following Accounting Concepts with examples: (15)
- a) Matching of Cost and Revenue Concept
  - b) Business Entity Concept
- Q.3 What do you mean by Cost Sheet? Give the format of cost sheet. (15)
- Q.4 Explain in detail Standard Costing as a technique of Cost Control. (15)
- Q.5 Write short note on any **TWO** of the following: (15)
- a) Journal
  - b) Convention of Conservatism
  - c) Margin of Safety

**SECTION - II**

- Q.6 Prepare Trading and Profit and Loss Account for the year ended 31<sup>st</sup> March 2015 (20)

Particulars	Debit (Rs.)	Credit (Rs.)
Opening Stock	89,500	
Purchase and Sales	2,56,600	3,56,400
Manufacturing Wages	41,000	
Returns	2,800	5,400
Salaries	11,000	
Rent and Taxes	5,600	
Discount	5,900	5,000
Capital and Drawings	10,500	1,09,000
Debtors and Creditors	62,000	59,600
Commission	2,800	5,600
Plant and Machinery	26,000	
Traveling Expenses	1,900	
Office repairs and renewals	3,400	
Insurance	400	
Bad debts	8,600	
Furniture and Fittings	9,000	
Loan from Desai	-	20,000
Bills Receivable	2,000	
Cash and Bank Balance	15,000	
Investments	9,000	
Bills Payable	-	2,000
<b>Total</b>	<b>5,63,000</b>	<b>5,63,000</b>

P.T.O.



**Adjustments:**

- a) The Closing Stock was Rs. 1,20,000.
- b) Depreciate Plant & machinery by 10%.
- c) The provision for doubtful debts is Rs. 500.
- d) Commission includes Rs. 600/- received but not yet earned.

**Q.7** The following information is available of Preetam Ltd., for products P & Q. (20)

	Product P	Product Q
Selling Price (Rs.)	500	800
Marginal Cost	350	680
Number of unit sold	10,000	20,000
Fixed cost (Rs.)	8,00,000	18,00,000

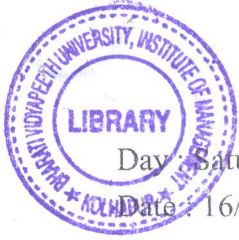
Calculate for product P & Q.

- a) P/v Ratio
- b) Profit
- c) Margin of safety
- d) Profit if 12,000 of P and 18,000 units of Q are sold.

**Q.8** From the following particulars are available for 9,000 units. Prepare Flexible Budget for Nutan Ltd. For 8,000 units and 10,000 units. (20)

Direct Particulars	Cost Per Unit (Rs.)
Material	100
Direct Wages	80
Direct Expenses	20
Variable Overheads	60
Selling overheads ( 60% fixed)	40
Distribution overheads (40% fixed)	20

\* \* \* \* \*



Day: Saturday

Date: 16/04/2016

**Subject : Economics for Business (C)**

**M.B. A. I / H**



29304

Time : 10.00 AM TO 01.00 PM

Max Marks : 100 Total Pages : 1

**N.B.:**

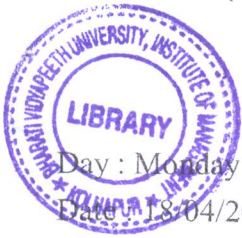
- 1) Attempt any **FOUR** questions from section – I. Each question carries **15** marks.
- 2) Attempt any **TWO** questions from section – I. Each question carries **20** marks.
- 3) Figures to the right indicate **FULL** marks.

**SECTION - I**

- Q.1** Explain with example how principles of economics are applied in decision making by firms manager. **(15)**
- Q.2** Discuss the scope of study of Managerial Economics. **(15)**
- Q.3** Explain that straight line demand curve has same slope but elasticity is different at different points. **(15)**
- Q.4** With diagram show elastic & inelastic supply curve. **(15)**
- Q.4** Write short notes on **(Any TWO)** **(15)**
- a) Cross elasticity of demand
  - b) Giffen Goods
  - c) Value Maximization principle

**SECTION - II**

- Q.6** Show price & Output equilibrium under Monopoly. **(20)**
- Q.7** State & explain law of variable proportion & its application. **(20)**
- Q.8** Explain the concept of Kinky Demand Curve under Oligopoly. **(20)**



**Subject : Organisational Behaviour (C)**

**M.B. A. I / II**

Day : Monday  
Date : 18/04/2016



Time : 10.00 AM TO 01.00 PM  
Max Marks : 100 Total Pages : 1

**N.B.:**

- 1) Attempt **ANY FOUR** questions from Section – I and attempt **ANY TWO** questions from Section – II.
- 2) Answers to both the sections should be written in the **SAME** answer book.
- 3) Figures to the right indicate **FULL** marks.

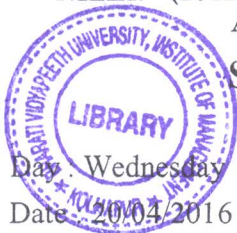
**SECTION – I**

- Q.1** Define Organizational Behaviour? Explain giving your own examples the autocratic model of organizational behaviour in detail. [15]
- Q.2** What is job satisfaction? Explain the relationship between job satisfaction and employee turnover. [15]
- Q.3** Explain the concept of learning. What are the schedules of reinforcement? Which among them is the most useful? [15]
- Q.4** Discuss 'Power'. What are power bases and power tactics? [15]
- Q.5** Explain the approaches that a manager can use in handling conflict in an organization. [15]
- Q.6** Write short notes on **ANY THREE** of the following: [15]
- a) Type 'A' personality
  - b) Causes of stress
  - c) Types of Values
  - d) Dominant Culture in an organization

**SECTION – II**

- Q.7** Suggest motivational techniques which can be implemented for the employees working in BPO (Assume necessary details). [20]
- Q.8** With the advent of mobile and computer technologies, it is found that even after completing work hours, employees are connected to work. This results in increased stress. Draft a note addressed to the employees of your organization as to how can they cope up with such a stress and what measures they can adopt for overcoming the work related stress? [20]
- Q.9** A bank is proposing for expansion in various developing areas in India. However, many middle level and low level managers are disinterested to take up the posting to such positions. What could be the reasons of such attitude; suggest strategies that can be implemented to overcome the given problem? [20]





Subject : Statistical & Mathematical Techniques (c)

M.B. A. I / II



Time : 10.00 AM TO 01.00 PM

Max Marks : 100 Total Pages : 2

N.B. :

- 1) Attempt **Any FOUR** questions from Section-I and **Any TWO** questions from **Section-II**
- 2) Answers to both the sections should be written in the **SAME** answer book.
- 3) Figures to the right indicate **FULL** Marks.

SECTION-I

- Q.1 a) Convert the following distribution into more than frequency distribution. (07)

Weekly wages (less than 00 Rs.)	20	40	60	80	100
Number of workers	41	92	156	194	201

- b) Draw Histogram for the following frequency distribution. (08)

Variable	10-20	20-30	30-40	40-50	50-60	60-70	70-80
Frequency	12	30	35	65	45	25	18

- Q.2 a) Find the Mean Deviation from the Mean for the following data. (07)

Class Interval	0-10	10-20	20-30	30-40	40-50	50-60	60-70
Frequency	8	12	10	8	3	2	7

- b) Calculate the mean and standard deviation from the following data. (08)

Value	90-99	80-89	70-79	60-69	50-59	40-49	30-39
Frequency	2	12	22	20	14	4	1

- Q.3 a) Compute Karl Pearson's coefficient of correlation between X and Y from the following observations. (07)

X	1	2	3	4
Y	1	4	9	16

- b) From the following data calculate the rank correlation coefficient after making adjustment for tied ranks. (08)

X	48	33	40	9	16	16	65	24	16	57
Y	13	13	24	6	15	4	20	9	6	19

P.T.O.

- Q.4 From the following data obtain the two regression equations. (15)

Sales	91	97	108	121	67	124	51	73	111	57
Purchase	71	75	69	97	70	91	39	61	80	47

- Q.5 Write short notes on **ANY THREE** of the following : (15)

- Decision tree
- Primary and Secondary sources
- Types of correlation
- Baye's theorem

## SECTION-II

- Q.6 a) A box contains 3 red and 7 white balls one ball is drawn and in its place a ball of the other colour is put in the box. Now one ball is drawn at random from the box. Find the probability that it is red. (10)

- b) A bag contains four balls. Two balls are drawn at random and are found to be white. What is the probability that all the ball are white. (10)

- Q.7 If 5% of the electric bulbs manufactured by a company are defective, use poisson distribution to find the probability that in a sample of 100 bulbs. (20)

- None is defective
- 5 bulbs will be defective (Given  $e^{-5} = 0.007$ )

- Q.8 Give the following pay off (profit) matrix use Hurwicz crieterion and find which action to be taken. Give the coefficient of optimism  $\alpha = 0.1$  (20)

States of Nature	Actions			
	A <sub>1</sub>	A <sub>2</sub>	A <sub>3</sub>	A <sub>4</sub>
S <sub>1</sub>	10	05	08	06
S <sub>2</sub>	03	09	15	02
S <sub>3</sub>	-3	04	06	10





**Subject : Communication Skills ( C )**

**M.B. A. I / H**



Time : 10.00 AM TO 01.00 PM

Max Marks : 100 Total Pages : 1

**N.B.:**

- 1) Attempt **ANY FOUR** questions from Section – I and **ANY TWO** questions from Section – II.
- 2) Answers to both the sections should be written in the **SAME** answer book.
- 3) Figures to the right indicate **FULL** marks.

**SECTION – I**

- Q.1** Explain the “process of communication” with a suitable diagram. Highlight the importance of feedback in the communication cycle. [15]
- Q.2** What does the expression, ‘non-verbal communication’ mean? Discuss the points to be remembered when communicating with someone orally. [15]
- Q.3** Explain the purpose of ‘memo’, ‘agenda’ and ‘minutes’ in company meetings. [15]
- Q.4** “Customer Relations Management is a very crucial area in the conduct of business”. Explain, how and why? [15]
- Q.5** Write short notes on **ANY TWO** of the following: [15]
- a) Listening Skills
  - b) Guidelines for Effective Commission
  - c) Guidelines in preparing a brochure
  - d) Negotiation Skills

**SECTION – II**

- Q.6** Draft a ‘Notice’ for the workers of your factory announcing a suggestion scheme for suggesting a marketing slogan for the company’s product. [20]
- Q.7** Students of your institute have some genuine difficulties and problems. They wish to bring them to the notice of the Director. Discuss the communication points involved in finding a non-agitational method of doing this. Draft your report. [20]
- Q.8** Draft an effective communication to companies, in your capacity as “Placement Cell student representative”, making suitable use of Information Technology, Telecommunication, Internet and the Social Media. [20]

\* \* \* \*