

Subject : Management Concepts and Applications (C)

M.B.A. I / II

Day : Monday

Date : 10/11/2014



Time : 10.00 AM TO 01.00 PM

Max Marks : 100 Total Pages : 1

N.B.

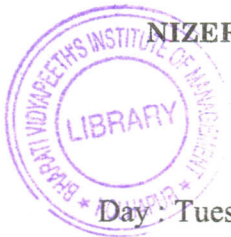
- 1) Attempt **ANY FOUR** questions from **Section - I** and **ANY TWO** questions from **Section -II**.
- 2) Figures to the right indicate **FULL** marks.
- 3) Both the sections should be written in the **SAME** answer books.

SECTION - I

- Q. 1** Briefly state contribution of Fredrick Taylor to management. Do the principles hold relevance to modern management practices? Justify. (15)
- Q. 2** What are the important steps of decision making process? Also discuss impediments to decision making and ways out to reduce the effect of such impediments. (15)
- Q. 3** Is 'Planning' an integral function of management? What are the steps to effective planning process? (15)
- Q. 4** What are the styles of leadership behaviour as per the University of Michigan Studies? (15)
- Q.5** Write short notes on **ANY TWO** of the following: (15)
- a) Management by Objectives.
 - b) Systems Approach of Management
 - c) Contribution of Michael Porter to management

SECTION - II

- Q.6** Beverage companies producing soft drinks may exploit the ground water resources leading to drying up of wells and other natural water resources in the areas of location of their production plants. This issue is of key concern as local communities may resort to protests due to drying up of water resources and possible contamination of soil due to waste as a byproduct of the production process. Should such companies initiate activities and programmes to win society confidence? If so, suggest suitable Corporate Social Responsibility programs to such companies so as to even out the problems caused to local communities. (20)
- Q. 7** As a consultant to an organization which is into appliance manufacturing for consumer durables industry, you have observed that various departments don't have processes and systems in order. The raw materials department lacks effective inventory setups, leading to large inventory levels. The department that forge and prepare the various components, waste raw material. The assembly department has damaged tools and equipments required for completion of production jobs. Overall the rejection rate of the final appliances has been rising. All this has been due to speed up of production of the appliances as demanded. Suggest suitable Control technique and a Control system. (20)
- Q. 8** A multinational organization which operates in strategic geographic areas globally, has employees from Asia and Europe in its Corporate Office. Discuss various cross cultural issues in managing employees from various countries across these continents. (20)



NIZER (2012 Course)/DOODHGANGA (2012 Course)/VEDGANGA (2012 Course) /
ANTURGAD (2013 Course)- I (C.B.C.S.) : WINTER - 2014

Subject : Financial & Management Accounting (C)

M.B. A. I / II

Day : Tuesday

Date : 11/11/2014



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 attempt **ANY TWO** questions from Section - II.
- 2) Answers to both the sections should be written in the **SAME** answer book.
- 3) Use of non programmable **CALCULATOR** is allowed.
- 4) Figures to the right indicate **FULL** marks.

SECTION - I

- Q.1 "The role of Management Accountant has been widened in today's globalized era". Discuss the statement with examples. [15]
- Q.2 Write a note on following Accounting Concepts: [15]
a) Matching of Cost and Revenue Concept
b) Going concern concept
- Q.3 How the costs are classified functionwise and elementwise? [15]
- Q.4 Explain importance of "Standard Costing" as a technique of cost control. [15]
- Q.5 Write short notes on **ANY THREE** of the following: [15]
a) Cash Budget
b) Break Even Analysis
c) Ledger
d) Cost Sheet

SECTION - II

- Q.6 Prepare a Cash Budget for the Quarter April, May and June with the following information: [20]

	Sales	Material	Labour	Overheads
March	4,00,000	1,00,000	1,50,000	80,000
April	4,50,000	1,50,000	2,00,000	1,20,000
May	5,00,000	2,00,000	2,50,000	2,00,000
June	6,00,000	3,00,000	3,50,000	2,20,000

- a) The opening balance of cash Rs. 1,00,000.
- b) 20% sales are on cash basis and the rest credit sales realises in the next month.
- c) The credit period for material cost is 1 month.
- d) Labour and overheads are paid in the same month.
- e) Dividend of Rs. 50,000 is receivable in the month of June.

P.T.O.

- Q.7 The following Trial Balance is available of Mr. Satish. You are required to [20]
prepare Trading A/C, Profit and Loss A/c and Balance Sheet as on 31.3.2013

Trial Balance as on 31.3.2013

Particulars	Dr. Amount (Rs.)	Cr. Amount (Rs.)
Land and Building	10,00,000	
Opening Stock	2,00,000	
Purchases	6,00,000	
Salary	4,00,000	
Sales		20,00,000
Factory Expenses	4,00,000	
Wages	5,00,000	
Administrative Expenses	2,00,000	
Selling and Distribution Expenses	1,50,000	
Machinery	6,00,000	
Debtors	3,00,000	
Creditors		1,20,000
Outstanding Expenses		30,000
Commission		50,000
Capital		15,00,000
Bills Receivable	50,000	
Loan from Bank		7,00,000
Total	44,00,000	44,00,000

Adjustments:

- The closing stock was valued at Rs. 3,00,000. Market Price Rs. 3,50,000.
- Depreciate Machinery by 10%.
- Prepaid Administrative Expenses Rs. 20,000.

- Q.8 The following data is available of Akash Ltd.

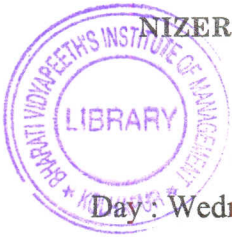
[20]

Year	Sales (Rs.)	Profit (Rs.)
2012	1,20,000	9,000
2013	1,40,000	13,000

Assuming that the cost structure and selling price remain unchanged in the two years, find out:

- P/V Ratio
- Break even point
- Margin of Safety
- Profit when sales are Rs. 1,50,000.
- Sales required to earn a profit of Rs. 20,000.

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NIZER (2012 Course)/DOODHGANGA (2012 Course)/VEDGANGA (2012 Course) /
ANTURGAD (2013 Course)- I (C.B.C.S.) : WINTER - 2014

Subject : Economics for Business (C)

M.B. A. I / II

Day : Wednesday

Date : 12/11/2014



Time : 10.00 AM TO 01.00 PM

Max Marks : 100 Total Pages : 1

N.B.:

- 1) Attempt **ANY FOUR** questions from section-I carrying 15 mark each.
- 2) Attempt **ANY TWO** questions from section-II carrying 20 marks each.
- 3) Answer to both the section should be written in **SAME** answer book.

SECTION-I

- Q.1 State and explain various steps involved in managerial decision making process.
- Q.2 State and explain firms Value Maximization principle.
- Q.3 Clearly distinguish between "Slope and Elasticity".
- Q.4 State and explain "Law of Returns".
- Q.5 Write short notes on (ANY TWO)
- a) Nature of managerial economics
 - b) Transfer pricing
 - c) Oligopoly

SECTION-II

- Q.6 Compare 'Price and output' equilibrium under perfect competition and monopoly.
- Q.7 With suitable diagram explain "Breakeven analysis".
- Q.8 Explain meaning of 'demand forecasting'. What is its significance?

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Subject : Organisational Behaviour (C)

Day : Thursday

Date : 13/11/2014



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) Both the sections should be written in the **SAME** answer book.
- 3) Figures to the **RIGHT** indicate full marks.

SECTION-I

- Q.1** Identify trends in the models of organizational behaviour as they have developed over a period of time and point out why the trends are moving in the directions that they are. (15)
- Q.2** What do you understand by attitudes? What are its components? How is an attitude formed? Explain with suitable examples. (15)
- Q.3** "Most people believe that biological factors are important in determining the personality of a person." Comment on this statement by taking various biological factors relevant for personality and their impact. (15)
- Q.4** Substantiate the claim that Group Task influence the group's performance and satisfaction. (15)
- Q.5** Define organizational culture and also explain the main characteristics and components of culture. (15)
- Q.6** Write short notes on any **THREE** of the following: (15)
- a) Two factor theory of motivation
 - b) Learning curve
 - c) Indicators of power
 - d) Morale.

SECTION-II

- Q.7** Assume that you are an HR Manager of a BPO Company. What can organization do to reduce employee stress? (20)
- Q.8** "Experiential learning helps employees to investigate and act on significant organizational issues." Explain the statement quoting examples of experiential learning and its success. (20)
- Q.9** Research in Organizational Behaviour and other disciplines increasingly recognizes that for organizational performance, employee motivation plays a key role. Use all three components of expectancy theory of motivation to explain how employees can be motivated for better performance. (20)



NIZER (2012 Course)/DOODHGANGA (2012 Course)/VEDGANGA (2012 Course) /
ANTURGAD (2013 Course)- I (C.B.C.S.) : WINTER - 2014

Subject : Statistical & Mathematical Techniques (C)

M.B. A. I / II

Day : Friday

Date : 14/11/2014



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 attempt ANY TWO questions from Section - II.
- 2) Answers to both the sections should be written in the SAME answer book.
- 3) Use of non programmable CALCULATOR is allowed.
- 4) Figures to the right indicate FULL marks.

SECTION - I

Q.1 a) What are the various methods of collecting statistical data? Which of these is most reliable and why? [07]

b) In a recent study on causes of strikes in mills, an experimenter collected the following data [08]

Causes	Economic	Personal	Political	Rivalry	Others
Occurrences (in %)	58	16	10	6	10

Represent the data by bar chart.

Q.2 Calculate mean, median, mode for the following data: [15]

Earnings (Rs.)	66 - 67	67 - 68	68 - 69	69 - 70	70 - 71	71 - 72
No. of persons	15	24	40	20	14	11

Q.3 a) Calculate Standard Deviation from the following data: [07]

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

b) From the following data calculate the rank correlation coefficient after making adjustment for tied ranks: [08]

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

Q.4 a) Obtain the equations of the two lines of regression for the data given below: [07]

X	1	2	3	4	5	6	7	8	9
Y	9	8	10	12	11	13	14	16	15

b) Calculate the quartile deviation for the following frequency distribution: [08]

X	60	62	64	66	68	70	72
f	12	16	18	20	15	13	9

P.T.O.

Q.5 Write short notes on **ANY THREE** of the following: [15]

- a) Decision Tree
- b) Classification of Data
- c) Baye's Theorem
- d) Types of Correlation
- e) Probability Distribution

SECTION - II

Q.6 a) In a sample of 100 electric bulbs, what are the probabilities of 0, 1, 2, 3, 4 and 5 defectives if it is known from past experience that 2% of the bulbs are found to be defective? [10]

b) A box containing 500 bolts of which 20 are defective. Find the probability that a bolt chosen at random from the box is not defective. [10]

Q.7 a) Given that : [10]

$$\sum x = 120, \sum y = 432, \sum xy = 4492, \sum x^2 = 1392, \sum y^2 = 18252 \text{ and } n = 12.$$

Find out:

- i) The two regression lines.
- ii) The regression coefficients.

b) Calculate Karl Pearson's coefficient of correlation from the following data using 20 as the working mean for price. [10]

Price	14	16	17	18	19	20	21	22	23
Demand	84	78	70	75	66	67	62	58	60

Q.8 A departmental store purchases christmas trees which can be ordered only in lots of 100. Each tree costs Rs. 25 and sells at Rs. 40 each. Unsold trees, however, have no salvage value. The probability distribution obtain from analysis of past sales data is given below: [20]

Tree sold	100	200	300	400	500
Probability	0.20	0.35	0.25	0.15	0.05

- a) Set up payoff table.
- b) How much quantity should the departmental stores buy to maximize its profit?

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NIZER (2012 Course)/DOODHGANGA (2012 Course)/VEDGANGA (2012 Course) /
ANTURGAD (2013 Course)- I (C.B.C.S.) : WINTER - 2014

Subject : Communication Skills (C)

M.B. A. I / II

Day : Saturday

Date : 15/11/2014



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) Figures to the right indicate **FULL** marks.
- 3) Answers to both the sections should be written in the **SAME** answer book.

SECTION - I

- Q.1** "Effective communication skills have become the main stay at entry level as well as for career sustenance". Comment. (15)
- Q.2** Elucidate the methods you would employ in removing the barriers to communication. You may use assumptions against the back drop of information technology. (15)
- Q.3** What do you understand by 'verbal' and 'non-verbal' communication? Cite suitable examples for each. (15)
- Q.4** Enlist the salient features of a notice, news-letter, circular and memorandum. (15)
- Q.5** "Listening plays a vital role in all types of communication, sometimes superseding the importance of speaking". Explain and illustrate. (15)

SECTION - II

- Q.6** "Both, the agenda as well as the minutes of a meeting are 'kick-starters' in their own way". Justify, along with an explanation of characteristic features of each. (20)
- Q.7** Discuss the common errors made while using internet-based communication. Identify the areas of communication that have become fast-paced owing to increased use of technology. (20)
- Q.8** What is the objective behind conducting Group Discussions? Highlight the specific skills that are tested in the process. Identify the disadvantages of this process if any. (20)