

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

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

Day : Wednesday

Date : 18/11/2015



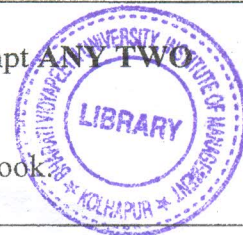
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Time : 10.00 AM TO 01.00 PM

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** 'Management is the art of getting things done through others'. Critically analyze this statement. (15)
- Q.2** Explain the process of Decision Making with the help of a suitable example. (15)
- Q.3** Who is a Leader? What are the qualities required to become a successful leader? Explain them in brief. (15)
- Q.4** Why controlling is required? Enumerate various controlling techniques available to managers. (15)
- Q.5** Write short notes on **ANY THREE** of the following: (15)
- a) Delegation of Authority
  - b) Decentralization
  - c) McKinsey 7s framework
  - d) Corporate Social Responsibility

**SECTION- II**

- Q.6** 'Leadership style is fixed and unchangeable for an individual leader'. Do you subscribe this idea? Support your opinion with the help of suitable examples. (20)
- Q.7** You are the HR Manager of an Engineering Firm. You have to organize a picnic for a group of 25 employees on a weekend. Apply the steps of planning to make the event a success. (20)
- Q.8** You are working with an MNC operating in India. Apply the 14 principles proposed by Henry Fayol in organizing the foundation day of your organization. Make your own assumption. (20)

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

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

Day : Saturday

Date : 21/11/2015

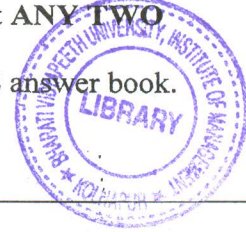


Time : 10.00 AM TO 01.00 PM

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** Distinguish between Financial Accounting and Management Accounting. [15]
- Q.2** Explain the principles of Double Entry Book Keeping with example. [15]
- Q.3** Write the features of: [15]  
a) Fixed Cost  
b) Variable Cost  
c) Factory Cost
- Q.4** Explain the objectives and advantages of Budgetary Control. [15]
- Q.5** Write short notes on **ANY THREE** of the following: [15]  
a) Margin of Safety  
b) IFRS  
c) Journal  
d) Entity Concept

**SECTION - II**

- Q.6** The following data is available of Akshay Ltd. [20]

Year	Sales (Rs.)	Profit (Rs.)
2010	5,00,000	12,000
2011	6,00,000	15,000

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

- a) P/V Ratio
- b) Break even point
- c) Margin of Safety
- d) Profit when sales are Rs. 7,00,000.
- e) Sales required to earn a profit of Rs. 25,000.

**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	5,00,000	
Opening Stock	1,00,000	
Purchases	3,00,000	
Salary	2,00,000	
Sales		10,00,000
Factory Expenses	2,00,000	
Wages	2,50,000	
Administrative Expenses	1,00,000	
Selling and Distribution Expenses	75,000	
Machinery	3,00,000	
Debtors	1,50,000	
Creditors		60,000
Outstanding Expenses		15,000
Commission		25,000
Capital		7,50,000
Bills Receivable	25,000	
Loan from Bank		3,50,000
<b>Total</b>	<b>22,00,000</b>	<b>22,00,000</b>

**Adjustments:**

- The closing stock was valued at Rs. 1,50,000. Market Price Rs. 1,75,000.
- Depreciate Machinery by 10%.
- Provide R.D.D. on Debtors @5%.

Q.8

Sagar Ltd. uses Standard Costing for Cost Control. The following particulars [20]  
are available for material X, Y and Z:

Material	Standard		Actual	
	Quantity (Kg)	Price (Rs.)	Quantity (Kg)	Price (Rs.)
X	120	500	130	510
Y	400	200	390	205
Z	500	100	495	100

You are required to calculate for Material X, Y and Z.

- Material Cost Variance
- Material Price Variance
- Material Usage Variance

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

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

Day : Monday

Date : 23/11/2015



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** In what sense Managerial Economics is Applied Economics? (15)
- Q.2** Discuss nature of study of Managerial Economics. (15)
- Q.3** Define demand curve. Why its slope is falling? (15)
- Q.4** With diagram explain various types of cost curves. (15)
- Q.4** With diagram explain various types of cost curves. (15)
- a) Giffen Good
  - b) Elasticity of supply
  - c) Value maximization principle

**SECTION - II**

- Q.6** “Monopolist may even incur losses”-Do you agree? Justify. (20)
- Q.7** With diagram explain ‘Breakeven Analysis’. (20)
- Q.8** Explain the concept of Kinky Demand Curve under Oligopoly. (20)

**Subject : Organisational Behaviour (C)**

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

Day : Tuesday

Date : 24/11/2015



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 Elucidate the concept of organizational behaviour and trace its evolution. [15]
- Q.2 Explain the concepts of 'need', 'drive', 'goal' in motivation cycle. Discuss the criticism of Maslow's theory of Hierarchy of Needs. [15]
- Q.3 Enlist and describe different types of teams in an organization. [15]
- Q.4 Define learning. Explain using examples learning by classical conditioning and operant conditioning. [15]
- Q.5 Discuss the different organizational stressors. Also discuss at least five different strategies for managing them. [15]
- Q.6 Write short notes on **ANY THREE** of the following: [15]
- a) Workplace emotions
  - b) Job attitudes
  - c) Bases of power
  - d) Win-win Negotiation

**SECTION – II**

- Q.7 To improve job satisfaction of the employee, it is suggested by McGregor that managers must concentrate on both hygiene and motivators. Illustrate the application of both these factors in motivating the employees working in an auto-component manufacturing unit. [20]
- Q.8 Amar and Amit are company workers on a project. Both are very good in designing. However their boss, Sarvesh gives Amar the designing job and Amit the work of managing client interaction. Amit does not like and refuses, to cooperate with Amar in sharing information of client with him. How can this conflict be managed? [20]
- Q.9 Describe in detail the determinants of your own personality, giving specific examples. [20]

Subject : Statistical & Mathematical Techniques (C)

M.B. A. I / II

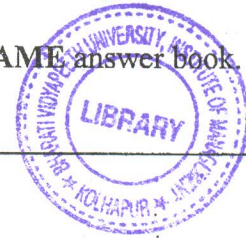
Day : Thursday  
Date : 26/11/2015



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) Draw frequency curve for the following distribution: (07)

Age (yrs)	17-19	19-21	21-23	23-25	25-27	27-29	29-31
No. of students	7	13	24	30	22	15	6

- b) Represent the following data by means of a Histogram. (08)

Weekly wages ('00'Rs.)	10-15	15-20	20-25	25-30	30-40	40-60	60-80
No. of workers	7	19	27	15	12	12	8

- Q.2 Find out the Mean, Median and the Mode in the following series : (15)

Size (below)	5	10	15	20	25	30	35
Frequency	1	3	13	17	27	36	38

- Q.3 Calculate the coefficient of correlation for the ages of husbands and wives : (15)

Age of Husband (yrs)	23	27	28	29	30	31	33	35	36	39
Age of Wife (yrs)	18	22	23	24	25	26	28	29	30	32

- Q.4 A fair die is thrown twice, determine the probabilities of getting the face point sums (15)

- a) At the most 8
- b) At least 10
- c) Exactly 8 or 10



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

- i) Classification of data
- ii) Baye's theorem
- iii) Application of Normal distribution
- iv) Types of decision making

### SECTION-II

Q.6 From the data given below find : (20)

- i) The two regression coefficients
- ii) The two regression equations
- iii) The coefficients of correlation between the marks in Economics and statistics.
- iv) The most likely marks in statistics when marks in economics are 30.

Marks in Economics	25	28	35	32	31	36	29	28	34	32
Marks in Statistics	43	46	49	41	36	32	31	30	33	39

Q.7 Assuming the probability of a male birth as  $\frac{1}{2}$ , find the chances that a family of 3 children will have (20)

- i) At least one girl
- ii) Two boys and one girl

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 profile?

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**Subject : Communication Skills ( C )**

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

Day : Friday

Date : 27/11/2015



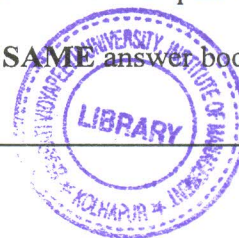
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Time : 10.00 AM TO 01.00 PM

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** List the six stages in a two-way communication process and briefly describe each stage. [15]
- Q.2** Explain the importance of ‘listening’ in oral communication. [15]
- Q.3** What purpose does ‘internal communication with organizations’ serve? Enlist and explain the various types of internal communication. [15]
- Q.4** “Public relations is a very delicate area requiring effective use of method, media and management”. Comment. [15]
- Q.5** Write short notes on **ANY TWO** of the following: [15]
- a) Para – Language and Body Language
  - b) Group Discussion Skills
  - c) Newsletters
  - d) Impact of Information Technology on Communication

**SECTION – II**

- Q.6** You work with the managing director of a medium-sized sports equipment manufacturing company. Your employer will shortly be going overseas on a business trip. He asks you to make all the preparations for a board meeting to be held two days after his return. The main items for discussion will be next year’s budget, salary increase for regional managers and sponsorship. [20]
- a) Write the memo you would send to the board members, giving them necessary details and asking them to submit to you any additional items which they wish to be included on the agenda and
  - b) Prepare the agenda for the meeting.
- Q.7** Your company will be opening its new branch in a nearby town next month and is arranging an opening ceremony to mark the occasion. Prepare an invitation which can be printed to send to a number of special clients. Suggest effective use of the internet and telecommunications for the same. [20]
- Q.8** You work for Samson Equipments Pvt. Ltd., a large manufacturing company. In a recent board meeting it was decided to review the company’s staff benefits. At present they include only a company medical scheme and a subsidized canteen. The HR director asks you to research the additional benefits which could be introduced. You should also recommend three benefits which you consider would be most welcomed by all members of staff. Compile your report based on the notes you have made pertaining to possible additional benefits. [20]