



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

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

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

Day : Thursday

Date : 07/11/2013



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** What is meant by the term 'Management Role'? Explain each one of them, [15]  
with suitable examples.
- Q.2** Describe the "Systems Approach" to Management, with appropriate examples [15]  
and diagrams.
- Q.3** Give a brief account of importance of "Planning". Discuss various types of [15]  
plan's length.
- Q.4** Define 'Decision Making'. Illustrate the decision making process in detail. [15]
- Q.5** Write short notes on **ANY TWO** of the following: [15]
- a) Michael Porter's contribution
  - b) McKinsey 7S Framework
  - c) Visionary Leadership
  - d) Transformational Leadership

### SECTION - II

- Q.6** Do you think leadership style is fixed and unchangeable for a leader or flexible [20]  
and adaptable? Discuss.
- Q.7** Should there be strict government regulations that make it mandatory for [20]  
companies to compulsorily spend on CSR programmes? Justify your answer  
with examples.
- Q.8** What is a satisficing decision? How does it differ from a maximizing decision? [20]



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

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

Day : Saturday

Date : 09/11/2013

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



Time : 10.00 AM TO 01.00 PM

Max Marks : 100 Total Pages : 2

**N.B.:**

- 1) Answer any **FOUR** questions from Section -I. Each question carries **15** marks.
- 2) Answer any **TWO** questions from Section -II. Each question carries **20** marks.
- 3) Answers to both the sections must be written in **ONE** and the **SAME** answer book.

**SECTION -I**

- Q.1** Explain the following accounting concepts and conventions with examples
- a) Convention of Consistency
  - b) Accounting Period concept
- Q.2** Explain the role of Management Accountant in the managerial functions.
- Q.3** Write a note on marginal costing as a technique of cost Control.
- Q.4** Write a note on Cost Sheet and show its format.
- Q.5** Write short notes on ( Any **THREE**):
- a) Margin of safety
  - b) Zero Base Budgeting
  - c) Labour Cost Variance
  - d) IFRS

**SECTION-II**

- Q.6** Pass the following Journal entries in the Books of Madhura  
**June 2012**

1. Invested cash Rs. 1,00,000 into the business.
2. Sold goods worth Rs. 12,00,000 at 5% trade discount to Radhika.
3. Borrowed Rs. 2,00,000 from Amey.
4. Paid for stationery Rs. 15,000.
5. Withdrawn cash for personal use Rs. 5,000.
6. Purchased goods worth Rs. 8,00,000 from Ram & Co.
8. Received commission Rs. 18,000.
9. Returned goods to Ram & Co. worth Rs. 20,000.
10. Paid cash Rs. 78,000 to Sudhir in full settlement of Rs. 80,000.

**P. T. O.**

**Q.7** For production of 20,000 units the following are the budgeted expenses:

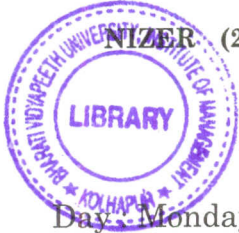
	Per Unit(Rs)
Direct materials	500
Direct labour	300
Variable overheads	250
Fixed overheads ( Rs.20,00,000)	100
Variable expenses (direct)	80
Selling expenses ( 10% fixed)	200
Administrative Expenses ( Rs. 5,00,000 rigid for levels of production)	25
Distribution expenses ( 20% fixed)	150

Prepare a Flexible Budget for production of 22,000, 25,000 units showing distinctly marginal cost and total cost.

**Q.8** Calculate for material for P, Q, R  
 Material Cost Variance  
 Material Price Variance  
 Material Usage Variance

Material	Standard		Actual	
	Qty.( kg)	Rate ( Rs.)	Qty (kg)	Rate (Rs)
P	500	40	520	40
Q	800	150	780	145
R	1,000	400	1,100	390

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NIZOR (2012 Course)/DOODHGANGA (2012 Course)/VEDGANGA (2012 Course) /  
ANTURGAD (2013 Course)- I (C.B.C.S.) : OCT. / NOV. - 2013

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

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

Day : Monday

Date : 11/11/2013



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**

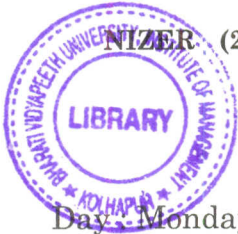
- Q.1** Discuss nature of study of Economics for Business. (15)
- Q.2** Define 'Firm'. What are functions of firm? (15)
- Q.3** Differentiate between various elasticities of Demand. (15)
- Q.4** Define the term 'Cost'. Differentiate between Explicit and Implicit Cost. (15)
- Q.5** "L.R.A.C. curve is combination of various S.A.C. curves". Explain. (15)
- Q.6** Write short notes on any **TWO**: (15)
- a) Elasticity of Supply
  - b) Slope and Elasticity
  - c) Demand Curve

**SECTION – II**

- Q.7** State and explain the "Law of Variable Proportion". (20)
- Q.8** With illustration elaborate concept of Price Discrimination. (20)
- Q.9** Show 'Price' and 'Output' equilibrium under Kinky Demand Curve model of Oligopoly. (20)

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(2012 Course)/DOODHGANGA (2012 Course)/VEDGANGA (2012 Course) /  
ANTURGAD (2013 Course)- I (C.B.C.S.) : OCT. / NOV. - 2013

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

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

Day : Monday

Date : 11/11/2013



15565

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** Discuss nature of study of Economics for Business. (15)
- Q.2** Define 'Firm'. What are functions of firm? (15)
- Q.3** Differentiate between various elasticities of Demand. (15)
- Q.4** Define the term 'Cost'. Differentiate between Explicit and Implicit Cost. (15)
- Q.5** "L.R.A.C. curve is combination of various S.A.C. curves". Explain. (15)
- Q.6** Write short notes on any **TWO**: (15)
- a) Elasticity of Supply
  - b) Slope and Elasticity
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**SECTION – II**

- Q.7** State and explain the "Law of Variable Proportion". (20)
- Q.8** With illustration elaborate concept of Price Discrimination. (20)
- Q.9** Show 'Price' and 'Output' equilibrium under Kinky Demand Curve model of Oligopoly. (20)



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

Subject : Organisational Behaviour (C)

M.B. A. I / II

Day : Tuesday

Date : 12/11/2013



Time : 10.00 AM TO 01.00 PM

Max Marks : 100 Total Pages : 1

N.B.:

- 1) Attempt any **FOUR** questions from Section-I.
- 2) Attempt any **TWO** questions from Section-II.
- 3) Both the sections should be written in the **SAME** answer book.
- 4) Figures to the **RIGHT** indicate full marks.

### SECTION-I

- Q.1** Define organizational behaviour and explain various OB models. (15)
- Q.2** Define motivation and explain any two theories of motivation. (15)
- Q.3** As a Manager how would you assess the personality of your subordinates? Explain the personality traits. (15)
- Q.4** How would you respond to someone who made the following statement: "Organizational cultures are not important as far as managers are concerned"? (15)
- Q.5** Write notes on any **THREE** of the following: (15)
- a) Perception
  - b) High performing teams
  - c) Burn out
  - d) Ethics and values.

### SECTION-II

- Q.6** The Hindi movie 'Chak De' is a classic case of converting groups into a cohesive and performing Team. Critically discuss the strategies adopted by the Coach in this transition. (20)
- Q.7** The IT sector is currently witnessing a sluggish business. What steps would you, as the Team head in an IT Firm, initiate to keep your Team members highly motivated? (20)
- Q.8** Do you think that the unfortunate events taking place at the Manesar plant of one of the leading Auto-Company in India were attributable to the cultural differences/environment? If yes, why, if not, why not. (20)



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

Subject : Statistical & Mathematical Techniques (C)

M.B. A. I / II

Day : Friday

Date : 15/11/2013



Time : 10.00 AM TO 01.00 PM

Max Marks : 100 Total Pages : 2

N. B. :

- 1) Answer **ANY FOUR** questions from Section -I. Each question carries **15** marks.
- 2) Answer **ANY TWO** questions from Section -II. Each question carries **20**marks.
- 3) Both the sections should be written in the **SAME** answer book.
- 4) Use of non programmable calculator is **ALLOWED**.

### SECTION - I

Q. 1 a) What do you mean by frequency distribution? Explain its types. (07)

b) Draw Histogram and Ogive curves for the following frequency distribution: (08)

Marks less than	10	20	30	40	50	60	70	80	90
No. of Students	4	6	24	46	67	86	96	99	100

Q. 2 In a frequency distribution of 200 students given below. (15)

Marks	10-20	20-30	30-40	40-50	50-60	60-70	70-80
Frequency	10	28	-	60	-	20	16

Find the missing frequencies if the median value of the data is 45. Find the Arithmetic mean and mode of entire data.

Q. 3 a) Calculate the mean deviation from Median from the following data: (07)

Marks less than	80	70	60	50	40	30	20	10
No. of Students	100	90	80	60	32	20	13	5

b) The lines of regression of a bivariate population are (08)  
 $8x - 10y + 66 = 0$  and  $40x - 18y = 214$ .

The variance of  $x$  is 9 find

- i) The mean values of  $x$  and  $y$ .
- ii) Correlation coefficient between  $x$  and  $y$ .

Q. 4 a) Obtain the two regression lines for the following data: (07)

X	43	44	46	40	44	42	45	42	38	40	42	57
Y	29	31	19	18	19	27	27	29	41	30	26	10

b) A pair of dice is thrown. Find the probability of getting the sum (08)

- i) More than 9
- ii) Multiple of 3
- iii) Divisible by 3 or 4
- iv) Divisible by 2



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

(15)

- a) Forecasting methods
- b) Probability distribution
- c) Data collection sources
- d) Decision Theory
- e) Scatter Diagram

### SECTION - II

- Q. 6** a) A movie house is filled with 700 people of which 60 % are females, 70 % are seated in no smoking area including 300 females. A person selected at random. Find the probability that, (10)
- i) Person is a male.
  - ii) Person is a male or non-smoker.
- b) For a certain frequency table which has only been partly reproduced here, the mean was found to be 1.46. (10)

No. of accidents	0	1	2	3	4	5	Total
No. of days	46	?	?	25	10	5	200

Calculate missing frequencies.

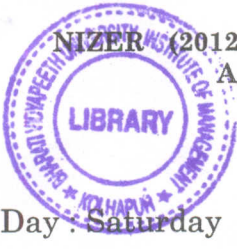
- Q. 7** a) Goals scored by two teams in football session were as follow: (10)

No. of Goals scored in a match	No. of matches played	
	Team A	Team B
0	15	22
1	10	10
2	7	5
3	5	4
4	3	2
5	2	1
<b>Total</b>	<b>42</b>	<b>44</b>

Calculate the coefficient of variation and state which team is more consistent.

- b) In a certain factory it was found that the variance of the number of absentees is 4 workers per shift. Find the probability that on a given shift. (10)
- i) Exactly two workers will be absent.
  - ii) At least two workers will be absent.
- Q. 8** The weekly wages of 1000 workers are normally distributed around a mean of Rs. 70 and standard deviation of Rs. 5. Estimate the number of workers whose weekly wages will be, (20)
- a) Between Rs. 70 and 72
  - b) Between Rs.69 and 72
  - c) More than Rs.75
  - d) Less than Rs. 63
  - e) Estimate the lowest weekly wages of 100 highest paid workers.





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

**Subject : Communication Skills ( C )**

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

Day : Saturday

Date : 16/11/2013



Time : 10.00 AM TO 01.00 PM

Max Marks : 100 Total Pages : 1

**N.B.**

- 1) Answer **ANY FOUR** questions from Section – I. Each question carries **15** marks.
- 2) Answer **ANY TWO** questions from Section – II. Each question carries **20** marks.
- 3) Answer to both sections to be written in the **SAME** answer book.

### SECTION - I

- Q.1** Discuss the communication process in detail.
- Q.2** Explain how business meeting is conducted?
- Q.3** Explain the purpose & types of business letters. Discuss the characteristics of effective business letters.
- Q.4** Explain the techniques & style of writing report.
- Q.5** Write short notes on any **TWO**
- a) Group discussion
  - b) Types of communication
  - c) Invitation for employee birthday

### SECTION - II

- Q.6** How knowledge of Body language helps the sales manager during business communication? Explain it with reference to the situation of convincing the customers.
- Q.7** You are the production manager of your company. Prepare monthly production report of last month along with the suggestions to improve the quality of production.
- Q.8** Draft a reply to customer complaint regarding delayed delivery, explain the reasons for delay.