

M.B.A. SEM-I / M.B.A.(HR) SEM-I (2016 COURSE) CBCS :

SUMMER - 2018

SUBJECT : MANAGEMENT CONCEPTS & APPLICATIONS

Day : **Tuesday**
Date : **24/04/2018**

S-2018-1803

Time : **10.00 AM TO 01.00 PM**
Max. Marks : 60

N.B.

- 1) Attempt any **THREE** questions from Section – I. Each question carries 10 marks.
- 2) Attempt any **TWO** questions from Section – II. Each question carries 15 marks.
- 3) Answers to both the sections should be written in **SEPARATE** answer book.

SECTION – I

- Q.1** Define Management. How does Management Function improve the efficiency in organization?
- Q.2** F.W. Taylor's work in the field of Management is complementary to Henry Fayol. Critically comment.
- Q.3** Planning is the master key to Industrial prosperity. Explain the planning process with suitable examples.
- Q.4** Control is the essence of Management. Explain the important steps in control process.
- Q.5** Write short notes on any **TWO**:
- a) Span of control
 - b) Control techniques
 - c) Centralization v/s decentralization
 - d) Organization types

SECTION – II

- Q.6** Assume hypothetical start up company of your choice. Prepare a plan of action for various functional departments.
- Q.7** Take the review of national and global environment and assess the impact of the changes on any one sector of your choice.
- Q.8** Prepare a SWOT analysis for any one of the following sector:
- a) Banking
 - b) Telecom
 - c) Automobile

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**M.B.A. SEM-I / M.B.A.(HR) SEM-I (2016 COURSE) CBCS :
SUMMER - 2018**

SUBJECT: FINANCIAL & MANAGEMENT ACCOUNTING

Day : **Friday**
Date : **27/04/2018**

S-2018-1804

Time : **10.00 AM TO 01.00 PM**
Max. Marks : 60

N.B.:

- 1) Attempt **ANY THREE** questions from **SECTION – I** and **ANY TWO** from **SECTION – II**.
- 2) Figures to right indicate **FULL** marks.
- 3) Answer to both the sections should be written in **SEPARATE** answer book.
- 4) Use of non- programmable **CALCULATOR** is allowed.

SECTION – I

- Q.1** Define Financial Accounting. Elaborate the objectives and scope of Financial Accounting in detail. **(10)**
- Q.2** Define Cost. Explain in detail about the classification of cost along with suitable illustration. **(10)**
- Q.3** What do you mean by Variance? Explain the various material and labour variances in detail. **(10)**
- Q.4** Write short notes on **Any TWO** of the following: **(10)**
- a) Need for Accounting Standards
 - b) Break Even Point
 - c) Cash Budget
 - d) Role of Accountant in an organization.

SECTION - II

- Q.5** Journalize the following transactions in the books of M/S. Prakash. **(15)**

2016	
Jan 1.	Prakash started business with cash Rs. 7,00,000/- and furniture Rs. 1,00,000/-
Jan 3.	Deposited Rs. 2,00,000/- into HDFC Bank
Jan 7.	Purchased goods from Sandhya worth Rs.35,000/-
Jan 9.	Sold goods to Ramesh worth Rs. 65,000/-
Jan 17.	Sandhya paid Rs.32,000/- in full settlement of her account.
Jan 25.	Received commission of Rs. 10,000/- by cheque.
Jan 31.	Paid salaries Rs.5,000/-.

Q.6

Calculate :

(15)

- i) Material Price Variance
- ii) Material Cost Variance
- iii) Material Usage Variance

Material	Standard		Actual	
	Rate/ kg (Rs.)	Quantity (kg)	Rate/ kg (Rs.)	Quantity (kg)
A	30	700	32	720
B	40	800	41	780
C	50	900	48	860

Q.7

Prepare Trading and P&L A/C and Balance sheet of M/s. Sujata as on 31. 03. 2017 from Trial Balance given below:

(15)

Trial Balance as on 31. 03. 2017

Particulars	Dr. Rs.	Cr. Rs.
Sales	-	15,00,000
Sales Return	1,00,000	
Purchases	5,00,000	
Opening stock	2,00,000	
Land and Building	5,00,000	
Capital	-	10,00,000
Purchase Return	-	50,000
Creditors	-	1,00,000
Freight	30,000	
Salaries	1,50,000	
Commission	10,000	
Printing and Stationary	20,000	
Audit fees	30,000	
Bank charges	40,000	
Wages	50,000	
Furniture	2,00,000	
Computer	75,000	
Machinery	5,00,000	
Debtors	2,45,000	
Total:	26,50,000	26,50,000

Adjustments:

- a) Closing stock was valued at Rs. 40,000/- on 31. 03. 2017
- b) Provide R.D.D. @ 10% on Debtors.
- c) Outstanding salaries were Rs. 50,000/-.
- d) Depreciate Machinery @ 10% and furniture @ 5%.

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**M.B.A. SEM-I / M.B.A.(HR) SEM-I (2016 COURSE) CBCS :
SUMMER - 2018**

SUBJECT : MANAGERIAL ECONOMICS

Day :	Saturday	S-2018-1805	Time 10.00 AM TO 01.00 PM
Date :	28/04/2018		Max. Marks : 60

N.B.

- 1) Attempt any **THREE** 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 **SEPARATE** answer book.
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SECTION – I

- Q.1** Managerial Economics is more of micro in nature, however macro aspects cannot be over-looked. - Discuss. **(10)**
- Q.2** ‘All Giffen goods are inferior goods, however all inferior goods are not Giffen goods’. - Explain. **(10)**
- Q.3** “Modern corporate firms are not interested completely into profit maximization!” Do you agree ? Justify. **(10)**
- Q.4** Explain factors affecting price elasticity of demand. Define price elasticity of supply. **(10)**
- Q.5** Write short notes on **(ANY TWO)** **(10)**
- a) Monetary policy
 - b) Fiscal policy
 - c) Types of inflation

SECTION - II

- Q.6** “Long run average cost curve is a combination of short run average cost curves”. Explain with suitable diagram. **(15)**
- Q.7** Compare price and output equilibrium under monopoly and perfect competition. **(15)**
- Q.8** Product differentiation is a special feature of monopolistic market. - Discuss. **(15)**
Draw the diagram for long run equilibrium in monopolistic market.

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M.B.A. SEM-I / M.B.A.(HR) SEM-I (2016 COURSE) CBCS :
SUMMER - 2018

SUBJECT: ORGANIZATIONAL BEHAVIOR

Day : Monday	S-2018-1806	Time: 10.00 AM TO 01.00 PM
Date : 30/04/2018		Max. Marks: 60

N. B.:

- 1) Attempt any **THREE** questions from Section-I. Each question carries **10** Marks.
 - 2) Attempt any **TWO** questions from Section-II. Each question carries **15** Marks.
 - 3) Answers to both the sections should be written in the **SEPARATE** answer Book.
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SECTION - I

- Q.1** Discuss in detail the evolution of Organizational Behavior.
- Q.2** Define Personality? Example in detail the Big Five Model of Personality.
- Q.3** Explain Equity Theory of Motivation. What are the major managerial implications of this theory?
- Q.4** "Group Decision Making involves consideration of several variables". Identify and explain each of the variables.
- Q.5** Write short notes: (**ANY TWO**) of the following:
- a) Collegial Model of OB
 - b) Team Dynamics
 - c) Job Satisfaction

SECTION - II

- Q.6** Some of your marketing executives are experiencing Burnout symptoms. Their productivity has dwindled. As a HR manager what are the strategies that you would adopt to overcome Burnout experience?
- Q.7** Take any two contemporary leaders of your choice. Giving reasons identify the leadership style that you perceive that they are adopting.
- Q.8** Identify any new form of organization structure used by organizations today. What are the challenges posed by these new forms for the HR with respect to human behavior?

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M.B.A. SEM-I / M.B.A.(HR) SEM-I (2016 COURSE) CBCS :

SUMMER - 2018

SUBJECT : STATISTICAL TECHNIQUES

Day : **Wednesday**
Date : **02/05/2018**

S-2018-1807

Time : **10.00 AM TO 01.00 PM**
Max. Marks : 60

N.B.

- 1) Attempt any **THREE** questions from Section – I and any **TWO** questions from Section - II.
- 2) Figures to the right indicate **FULL** marks.
- 3) Statistical tables and graph papers will be provided if necessary.
- 4) Answers to both the sections should be written in **SEPARATE** answer book.
- 5) Use of non-programmable calculator is allowed.

SECTION – I

- Q.1** The data on the age of the voters at an election booth gave the following **(10)** results:

18	65	80	70	47	30	29	63	19	38
24	67	81	79	43	41	25	64	20	41
39	22	82	62	34	37	46	68	21	43
27	38	67	53	30	33	57	27	22	33
40	45	53	56	27	28	69	28	35	37

- i) Form a suitable frequency distribution taking classes 18-25, 25-33 and so on...
- ii) Find median and mode.

- Q.2** The amount (Rupees in 100s) spent by a housewife at a shopping mall for the last ten visits were as follows : 70, 65, 68, 70, 75, 73, 80, 70, 83, and 86. Find **a)** Arithmetic mean. **b)** Standard deviation. **(10)**

- Q.3** Three package delivery services advertise that they will deliver the package anywhere in the country within 24 hours or less. Company A, Company B and Company C carry 45, 35 and 20 percent of the total number of packages delivered. If 0.65 percent of the packages delivered by company A, 0.35 percent delivered by company B and 2.1 percent delivered by company C were delivered late, what are the probabilities that a package delivered on time was carried by Company A? **(10)**

- Q.4 a)** Find coefficient of rank correlation for the following and interpret it. **(05)**

X	57	62	84	72	47	24	31	39	44
Y	50	58	79	73	45	24	30	31	40

- b)** For two attributes A and B with usual notation, Given $N = 2500$, $(A) = 420$ **(05)**
 $(AB) = 85$ and $(B) = 670$, find the missing values.

- Q.5** Write short notes on **ANY TWO**: **(10)**

- a) Importance of statistics in business domain
- b) Methods of studying correlation
- c) Binomial distribution
- d) Decision trees

SECTION – II

- Q.6** The total emoluments of 100 executives from multinational companies were obtained as follows: **(15)**

Total emoluments (Rs. in lakhs)	02-06	06-10	10-14	14-18	18-22	22-26	26-30
Number of executives	10	15	30	18	12	9	6

- Find the average total annual emoluments.
- Compute the median total emoluments.
- Draw Ogive Curves, and locate the 75th percentile. Interpret it.

- Q.7** The following data relate to the marketing expenditure (in Rs. Lakhs) and corresponding sales of a product (in Rs. Crores). **(15)**

Marketing Expenditure	10	12	15	20	23
Product sales	14	17	23	21	25

- Using regression lines, estimate the marketing expenditure required to attain a sales target of Rs. 40 crores.
- Find correlation coefficient.

- Q.8** **a)** A salesman has 60 percent chance of making a sale to a customer. In a given hour, 3 customers appear in the showroom. Find the probability that he makes the sale. **(08)**
- b)** In a small city, 19 accidents took place in a span of 50 days. Assuming that the number of accidents per day follow the Poisson distribution, find the probability that there will be three or more accidents in a span of 50 days. **(07)**

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M.B.A. SEM-I / M.B.A.(HR) SEM-I (2016 COURSE) CBCS :
SUMMER - 2018
SUBJECT: BUSINESS COMMUNICATION

Day : **Thursday**
Date : **03/05/2018**

Time : **10.00 AM TO 01.00 PM**
Max Marks : 60

S-2018-1808

N.B.:

- 1) Attempt any **THREE** questions from section-I and any **TWO** questions from section-II.
- 2) Answer to both the sections should be written in the **SEPARATE** answer book.
- 3) Figures to the right indicate **FULL** marks.

SECTION-I

- Q.1** Discuss the importance of communication in business. State the essentials of effective communication. **(10)**
- Q.2** Explain in detail the various networks of flow of communication in organizations. **(10)**
- Q.3** Describe with examples the strategies to be adopted by managers to communicate different types of messages. **(10)**
- Q.4** What are the various barriers to listening? How can we make our listening more effective? **(10)**
- Q.5** Write short notes on **ANY TWO** of the following: **(10)**
- a) Format of a business report
 - b) Parts of a business letter
 - c) Netiquettes

SECTION-II

- Q.6** Your institute has recently organized a Seminar on 'Digital Marketing'. Prepare a detailed Report of the Seminar. Make necessary assumptions. **(15)**
- Q.7** You are asked to call a meeting of the Finance Department to finalize the budget for the new financial year. Prepare a notice of the said meeting with the agenda followed by minutes of the meeting. **(15)**
- Q.8** Has technology enabled communication to become more effective? Explain, giving examples of different forms of technology. **(15)**

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M.B.A. SEM-I / M.B.A.(HR) SEM-I (2016 COURSE) CBCS :
SUMMER - 2018
SUBJECT : LEGAL ASPECTS OF BUSINESS

Day : **Friday**
Date : **04/05/2018**

S-2018-1809

Time : **10.00 AM TO 01.00 PM**
Max. Marks : 60

N.B.

- 1) Attempt any **THREE** questions from Section – I. Each question carries 10 marks.
 - 2) Attempt any **TWO** questions from Section – II. Each question carries 15 marks.
 - 3) Answers to both the sections should be written in **SEPARATE** answer book.
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SECTION – I

- Q.1** Discuss the following under the Indian Contract Act, 1872: (10)
a) Offer and Acceptance
b) Consideration
- Q.2** Explain ‘Conditions’ and ‘Warranties’ and distinguish between them. (10)
- Q.3** What is Memorandum of Association and list out the contents? How is it different from Articles of Association? (10)
- Q.4** Define Arbitration. Enumerate the composition of Arbitral Tribunal as stated under the Arbitration and Conciliation Act, 1996. (10)
- Q.5** Write short notes on any **TWO** of the following: (10)
a) Unfair Trade Practices
b) Objectives and Need of Competition Act, 2002
c) Electronic Governance
d) Shares

SECTION – II

- Q.6** What are patentable and non-patentable inventions? Outline the procedure for registration of patents under the Patent Act, 1970. (15)
- Q.7** As a consumer, discuss your rights under the Consumer Protection Act, 1986. Also define ‘Consumer’. (15)
- Q.8** Mr. Rajesh entered into a contract with Mr. Rakesh for renovation of his bungalow located in Bangalore city. Mr. Rakesh was unable to execute his part of the contract which resulted into Breach of Contract. Suggest remedies to Breach of Contract to Mr. Rajesh. Justify your answer. (15)