

Common for SDE MBA Sem-I (2019 Course)
MASTER OF BUSINESS ADMINISTRATION (C.B.C.S.)(2016 COURSE) M.B.A.
Gen/H.R.)
Sem - I: WINTER- 2019
SUBJECT: MANAGERIAL ECONOMICS (UE)

Friday 15-11-2019
10:00 AM-01:00 PM

W-16558/W-21469/W-15383-2019
Max. Marks: 60

N.B.

- 1) Attempt any **THREE** questions from Section – I and attempt any **TWO** questions from Section – II.
- 2) Figures to the right indicate **FULL** marks.
- 3) Answers to both the sections should be written in **SAME** answer book.
- 4) Draw neat labelled diagram **WHEREVER** necessary.

SECTION – I

- Q.1** Give the nature and scope of Managerial Economics. (10)
- Q.2** What is Demand forecasting? Explain it's significance. (10)
- Q.3** Explain 'Production Function' and 'Concept of Productivity'. (10)
- Q.4** Describe the various Cost Concepts. (10)
- Q.5** Write short notes on any **TWO** of the following: (10)
- a) Theory of Supply
 - b) Cross elasticity of Demand
 - c) Price skimming

SECTION - II

- Q.6** Explain Price and Output determination under Monopoly. (15)
- Q.7** What is National Income? Explain the various methods of measurement of National Income. (15)
- Q.8** State and explain the Law of Variable Proportions (15)

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N.B.:

- 1) Answer ANY THREE questions from Section I. Each question carries 10 Marks
- 2) Answer ANY TWO questions from Section II. Each question carries 15 Marks.
- 3) Answers to Both the sections should be written in SAME answer book.
- 4) Draw a labeled diagram WHEREVER necessary.

SECTION - I

Q.1) Answer the following: (10 Marks X 1 = 10 Marks)

“Managing workforce diversity is a challenge” do you agree? Discuss.

Q.2) Answer the following: Attempt ANY ONE (10 Marks X 1 = 10 Marks)

- a) What you understand by personality? Explain the factors in detail that makes personality
- b) What can the management do to satisfy the various levels of workers as shown in Maslow's Model?

Q.3) Answer the following: (10 Marks X 1 = 10 Marks)

How do group norms & status influence an individual's behavior

Q.4) Answer the following: Attempt ANY ONE (10 Marks X 1 = 10 Marks)

- a) What do you mean by leadership? Explain the different styles of leadership?
- b) How does national culture affect what happens when an organization culture is transported to another country?

Q.5) Write short notes on the following: Attempt ANY TWO (5 Marks X 2 = 10 Marks)

- a) New forms of organization
- b) Factors of Perception
- c) Types of teams

SECTION - II

Q.6) Answer the following: (15 Marks X 1 = 15 Marks)

“Expectancy theory is one of the most complex intricate and logical theories of motivation”
Examine the truth in this statement.

Q.7) Answer the following: (15 Marks X 1 = 15 Marks)

What is the managerial grid? Contrast its approach to leadership with the approaches of the Ohio State and Michigan Groups.

Q.8) Answer the following: (15 Marks X 1 = 15 Marks)

You have been working as an HRM manager in an IT company, What should the organization focus on and pay attention to towards organization culture?

Day: Monday

Date: 18-11-2019

W.15386/1656/21472/21483-2019

Time: 10:00 AM TO 1:00 PM

Max. Marks: 60

N.B.:

- 1) Answer ANY THREE questions from Section I. Each question carries 10 Marks.
- 2) Answer ANY TWO questions from Section II. Each question carries 15 Marks.
- 3) Answers to Both the sections to be written in SEPARATE answer books.
- 4) Draw a labeled diagram WHEREVER necessary.

SECTION - I

Q.1) Answer the following : (10 Marks X 1=10 Marks)

Find mean and mode from the following data :

Sales in Rs. Lac	5-10	10-15	15-20	20-25	25-30	30-35	35-40	40-45
No. of companies	12	24	56	42	32	19	08	02

Q.2) Answer the following: (10 Marks X 1=10 Marks)

Find Karl Pearson's Coefficient of Correlation from the following data. Interpret the result.

Expenditures on Advt, in Rs. Lac	2	4	6	8	10	12	14	16	20	25
Sales Achieved in Rs. crores	2	3	5	12	14	19	20	18	19	18

Q.3) Answer the following: (10 Marks X 1=10 Marks)

From the following data, find regression equation of X on Y. Hence estimate the value of X when Y=90.

X	10	12	14	16	18	20	22	24	26	28
Y	21	25	29	33	37	41	45	49	53	57

Q.4) Answer the following : (10 Marks X 1=10 Marks)

Explain decision making under risk and uncertainty.

Q.5) Write short notes on the following: Attempt ANY TWO (5 Marks X 2 = 10 Marks)

- a) Normal Distribution
- b) Baye's Theorem
- c) Types of frequency distribution
- d) Coefficient of determination

SECTION - II

Q.6) Answer the following : (15 Marks X 1=15 Marks)

Draw less than and more than ogives from the data given below. Find median wages graphically.

Weekly wages (Rs)	0-20	20-40	40-60	60-80	80-100
No. of employees	10	20	40	20	10

Q.7) Answer the following : (15 Marks X 1=15 Marks)

Ten unbiased coins are tossed simultaneously. Find the probability of obtaining,

- i) Exactly 6 heads
- ii) At least 8 heads
- iii) Not more than three heads

Q.8) Answer the following : (15 Marks X 1=15 Marks)

What do you mean by decision making? Discuss process of decision making by citing examples.

common for SDE (2019 Course) M.B.A. (Gen)/H.R./Executive)
MASTER OF BUSINESS ADMINISTRATION (C.B.C.S.) (2016 COURSE) M.B.A. Gen/
M.B.A. (HR) Sem - I: WINTER- 2019
SUBJECT: LEGAL ASPECTS OF BUSINESS (UE)

Wednesday 20-11-2019
10:00 AM-01:00 PM

W-21489/21473

W-15387-2019
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 **SAME** answer book.

SECTION-I

- Q.1** Define and distinguish between Conditions and Warranties. (10)
- Q.2** Consideration may be past, present and future. Explain in detail with appropriate examples. (10)
- Q.3** List out the contents of memorandum of Association. How is it differ from Articles of Association? (10)
- Q.4** Who is Consumer? Explain in detail unfair trade practices under Consumer Protection Act 1986. (10)
- Q.5** Write short notes on any **TWO** of the following: (10)
- a) Arbitral tribunal
 - b) Unpaid Seller
 - c) Trade Marks
 - d) Quasi Contracts

SECTION-II

- Q.6** Enumerate the important provisions of Information Technology Act, 2000. (15)
- Q.7** What are different modes of discharge of Contract under Contract Act 1872? (15)
- Q.8** Explain in detail about classification of Companies. (15)

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Tuesday 19-11-2019
10:00 AM-01:00 PM

21474/21490/15388/

W-16563-2019
Max. Marks: 60

N.B.:

- 1) Answer ANY THREE questions from Section I. Each question carries 10 Marks.
- 2) Answer ANY TWO questions from Section II. Each question carries 15 Marks.
- 3) Answers to Both the sections should be written in SAME answer book.
- 4) Draw a labeled diagram WHEREVER necessary.

SECTION - I

Q.1) Answer the following: Attempt ANY ONE (10 Marks X 1 = 10 Marks)

- a) 'Effective communication is the key to succeed in personal and professional life.' Justify this statement with a suitable illustration.
- b) Explain the listening process giving all the steps in detail.

Q.2) Answer the following: (10 Marks X 1 = 10 Marks)

What is the purpose of a Memo? Write a memo informing the Office Manager about the purchase of office chairs

Q.3) Answer the following: (10 Marks X 1 = 10 Marks)

Why is effective team communication crucial for successful completion of a team task?

Q.4) Answer the following: Attempt ANY ONE (10 Marks X 1 = 10 Marks)

- a) State the importance of effective notes taking.
- b) Draft a letter of Resignation requesting the Authorities to be relieved from your duties with immediate effect. Make the necessary assumptions.

Q.5) Write short notes on the following: Attempt ANY TWO (5 Marks X 2 = 10 Marks)

- a) Elements of the communication process
- b) Importance of feedback in communication
- c) Informal Letters
- d) Role of social media in communication
- e) Format of Business Report

SECTION - II

Q.6) Answer the following: Attempt ANY ONE (15 Marks X 1 = 15 Marks)

- a) Write a detailed note on the various barriers to communication.
- b) Non Verbal communication usually enhances and supports verbal communication. Actions speak louder than words, and thus, nonverbal cues provide a deeper insight into the sender's message. Illustrate giving suitable examples from your own experiences.

Q.7) Answer the following: Attempt ANY ONE (15 Marks X 1 = 15 Marks)

- a) Prepare the minutes of meeting giving your assumptions about a monthly meeting held by the board of directors.
- b) In today's digital world, netiquettes are as important as etiquettes. Comment citing suitable examples.

Q.8) Answer the following: Attempt ANY ONE (15 Marks X 1 = 15 Marks)

- a) In your experience, what problems prevent you from listening efficiently in the classroom? What will you do to overcome them?
- b) As a HR Manager, draft a letter offering employment to Mr. Ajay Singh for the post of Marketing Executive with response to his interview in your company.