

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

SUMMER - 2019

SUBJECT: MANAGEMENT CONCEPTS & APPLICATIONS

Day: Tuesday

Time: 10.00 AM TO 01.00 PM

Date: 07/05/2019

S-2019-2180

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 SAME answer books
- 4) Draw a labeled diagram WHEREVER necessary

SECTION - I

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

Explain the different functions of management.

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

Describe different types are of polices for a business organization.

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

What do you understand by centralization and decentralization in an organization?

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

Discuss the importance of control in business organizations. Enlist the techniques of controlling.

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

- a) Classification of organizations
- b) Types of plans
- c) Delegation of authority
- d) Explain in brief use of IT in controlling

SECTION - II

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

Describe in detail the process of decision making. Elaborate your answer with suitable examples.

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

Explain the evolution of management in the light of significant management contributions?

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

Explain in detail the various roles of Managers in Telecommunication organization in competitive market of India. Justify your answer with example.

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

SUMMER - 2019

SUBJECT: FINANCIAL & MANAGEMENT ACCOUNTING

Day: Wednesday

Time: 10.00 AM TO 01.00 PM

Date: 08/05/2019

S-2019-2181

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 **SAME** answer books.
- 4) Use of non programmable calculator is ALLOWED.

SECTION - I

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

Explain the Accounting Cycle in detail with examples.

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

Explain the importance of 'International Accounting Standards'.

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

'Financial Accounting and Management Accounting differ from each other in many aspects.' Discuss the statement with examples.

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

"Budgetary Control is popular technique of Cost Control". Discuss the statement with examples.

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

- a) Convention of Materiality
- b) Objectives of Management Accounting
- c) Flexible Budget
- d) Margin of Safety

SECTION - II

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

From the following Trail Balance of Mr. Bharat, prepare Trading A/c, P&L A/c and Balance Sheet as on 31st March, 2017.

Trail Balance as on 31st March, 2017

Particulars	Debit Rs.	Credit Rs.
Building	6,80,000	
Machinery	2,00,000	
Furniture	1,00,000	
Cash at bank	1,00,000	
Cash in hand	20,000	
Loan from bank		3,00,000
Capital		5,35,000
Sundry Debtors	5,00,000	

(P.T.O.)

Sundry Creditors		4,20,000
Opening Stock	1,50,000	
Purchases	24,70,000	
Sales		32,20,000
Sales Return	1,20,000	
Purchase Return		1,00,000
Rent	60,000	
Electricity Charges	25,000	
Telephone Charges	15,000	
Commission	35,000	
Insurance Premium	10,000	
Dividend		5,000
Bad debts	20,000	
Bills Receivables	75,000	
Total	45,80,000	45,80,000

Adjustments:

- Closing Stock, Book Value: Rs. 2,00,000 and Market Value Rs. 2,20,000.
- Outstanding Rent Rs. 5,000
- Depreciate Machinery by 5%.
- Provide 5% Reserve for Doubtful Debts on Debtors.

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

Dheeraj Ltd. has applied budgetary control as a technique of cost control. The following information is available of 600 Units. You are required to prepare a Flexible Budget for 800 Units and 900 Units showing Total Cost and Cost per unit.

Particulars	Cost per Unit (Rs.)
Direct Material	600
Direct Labour	400
Direct Expenses	200
Variable Overheads	80
Selling Expenses (20 % Fixed)	150
Distribution Expenses (30% Fixed)	90
Administration Overheads (100% Fixed)	100

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

Prasanna Ltd. has applied the technique of standard costing. The following information is available.

You are required to calculate the following variances for Material P and Q:

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

Material	Standard Quantity	Standard Price	Actual Quantity	Actual Price
P	180 units	Rs. 180/ unit	190 units	Rs. 175/ unit
Q	120 units	Rs. 200/ unit	130 units	Rs. 205/ unit
Total	300 units		320 units	

Day: Thursday
Date: 09/05/2019

S-2019-2182

Time: 10.00 AM TO 01.00 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 **SAME** answer books.
- 4) Draw a labeled diagram WHEREVER necessary.

SECTION - I

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

- a) 'Managerial Economics uses the theories of economics and the methodologies of the decision sciences for managerial decision making.' Elaborate.
- b) Explain the various types of survey methods of demand forecasting. How are survey methods superior to statistical methods?

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

What is productivity? Explain production function.

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

Explain the shapes of short run cost curves. Analyze the relationship between AC and MC curves.

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

- a) Explain price leadership in an oligopoly market.
- b) Explain the various methods of measurement of national income.

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

- a) Role of Managerial Economist
- b) Uses of elasticity of demand
- c) Production and Cost
- d) Explicit Cost vs Implicit cost
- e) Features of Perfect Competition
- f) Fiscal Policy

SECTION - II

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

- a) Discuss the theories of firm in managerial economics.
- b) State and Explain the 'law of demand' and 'its determinants'. Why does the demand curve slope downwards from left to right?

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

- a) Explain the law of supply. How can supply elasticity be put to use in managerial decision making?
- b) With suitable diagram explain the law of returns to scale.

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

- a) In the following list are a number of well-known companies and the products that they sell. Which of the four types of markets (perfect competition, monopoly, monopolistic competition, and oligopoly) best characterizes the markets in which they compete? Explain why.
 - i) McDonald's –burger
 - ii) Dell-personal computers
 - iii) Heinz-ketchup
 - iv) Starbucks- gourmet coffee
- b) In a free market economy, business cycle is self-adjusting. Explain the process of recession when prosperity reaches its peak and the forces of uptrend when depression reaches its bottom.

SUBJECT: ORGANIZATIONAL BEHAVIOR

Day: Thursday

Date: 02/05/2019

S-2019-2183

Time: 10.00 AM TO 01.00 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 SAME answer books
- 4) Draw a labeled diagram WHEREVER necessary

SECTION - I

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

What are the various challenges and opportunities for Organizational Behavior managers?

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

- a) Define Perception. Explain the process of perception
- b) Give example of positive and negative motivation in real life scenario

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

What are the advantages & disadvantages of cohesive groups?

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

- a) Explain the Blake Mouton Theory with reference to current scenario.
- b) Explain the various strategies to manage stress.

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

- a) Workforce diversity
- b) Big five dimensions of Personality
- c) Group Decision-making Techniques

SECTION - II

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

Being an HR Manager, suggest some motivation plans for the sales team of your organization.

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

“Most effective leaders show great concern for both the task and people” Comment on the statement providing a theoretical framework.

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.

**M.B.A. (GEN.) SEM-I / M.B.A.(HR) SEM-I (2016 Course) CBCS :
SUMMER - 2019**

SUBJECT: STATISTICAL TECHNIQUES

Day: Friday
Date: 03/05/2019

S-2019-2184

Time: 10.00 AM TO 01.00 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 **SAME** 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 median from the following data:

Wages in Rs.	240	245	250	255	260	265	270	275
No. of workers	12	25	56	85	54	25	18	05

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.

Price in Rs. Per Kg	10	12	14	16	18	20	22	24
Demand in Kg	100	110	108	96	88	85	80	78

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

From the following regression equations, find

- i) both regression coefficients
 - ii) mean values of x and y
- $$4x - 5y + 30 = 0$$
- $$20x - 9y - 107 = 0$$

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

Define Attribute. Explain two attributes and three attributes with examples.

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

- a) Application of correlation in Business and Management
- b) Significance of regression analysis
- c) Measures of Dispersion
- d) Types of Decision

SECTION - II

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

Draw histogram, frequency polygon and ogive curves for the following frequency distribution:

Weight in lb	80-89	90-99	100-109	110-119	120-129	130-139	140-149
Frequency	8	16	20	26	50	13	5

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

The daily wages of 1,000 workmen are normally distributed around a mean of Rs. 70 and with a standard deviation of Rs. 5. Estimate the number of workers whose daily wages will be:

- i) between Rs. 70 and 72
- ii) between Rs. 69 and 72
- iii) more than Rs. 75

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

What is statistics? Discuss its importance in management domain by citing examples.

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

SUMMER - 2019

SUBJECT: BUSINESS COMMUNICATION

Day: Saturday
Date: 04/05/2019

S-2019-2185

Time: 10.00 AM TO 01.00 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 **SAME** answer books.
- 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 strategies for improving organizational communication.

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)

Discuss how technology has enabled communication to be more effective with special reference to teleconferencing and email.

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

- a) Explain how participation in debates and quiz will enhance an individual's communication skills.
- b) Draft a letter of Invitation for interview. 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) Formal Vs Informal Communication
- c) Effective email writing
- d) Merits and demerits of oral communication

SECTION - II

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

- a) CASE STUDY

Mr. and Mrs. Basu went to Woodlanc's apparel section to buy a pullover. Mr. Basu did not read the price tag on the piece he had selected. While making the payment, he asked for the price at the counter. The answer was "Rs. 950" meanwhile, Mrs. Basu, who was still shopping, came back and joined her husband. She was glad that he had selected a nice black pullover for himself. She pointed out that there was a 25 percent discount on that item. The person at the billing counter nodded in agreement. Mr. Basu was thrilled to hear that" that

means the price of this pullover is just Rs.645 that's fantastic", said Mr". Basu. He decided to buy another pullover in green. In no time, he returned with the second pullover and asked the salesperson to pack both. When he received the cash memo for payment, he was astonished to find that he had to pay Rs. 1,900 and not Rs. 1,290 as he had expected. Mr. Base could hardly reconcile himself to the fact that the salesperson had first quoted the discounted price that is Rs. 950. But original price printed on the price tag was Rs. 1,225.

Questions :

- 1) Identity the three sources of Mr. Basu's information about the price of the pullover.
- 2) Discuss the main filter involved in this case.
- 3) What should Mr. Basu have done to avoid the misunderstanding?
- 4) Who is to blame for this communication gap? Why?

- b) "Time" is one of the most vital aspects of non verbal communication. Do you agree? Justify.

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

- a) Draft a reply to customer complaint regarding delayed delivery. Explain the reasons for delay. Make the necessary assumptions.
- b) State the importance of effective team communication in motivating a team for successful achievement of goals.

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

- a) You are the administrative officer of your organization. Your employer is considering purchase of some new printers. Write a report recommending the printers that you think will be suitable.
- 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

**M.B.A. (GEN.) SEM-I / M.B.A.(HR) SEM-I (2016 Course) CBCS :
SUMMER - 2019**

SUBJECT: LEGAL ASPECTS OF BUSINESS

Day: Saturday
Date: 11/05/2019

S-2019-2186

Time: 10.00 AM TO 01.00 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 **SAME** answer books.

SECTION - I

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

- a) "An agreement without consideration is void" Explain.
- b) Define Sale of Goods Act. What are the features of Sale of Goods Act, 1930?

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

'The Articles of Association are the rules, regulations and bye-laws for the internal management of the affairs of a company.' Explain.

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

Why Arbitration and Conciliation Act 1996 is considered as alternative dispute resolution system?

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

- a) What are the powers of competition commission of India?
- b) Explain the importance of Electronic signature?

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

- a) Offer
- b) 'Price' in contract of sale
- c) Holding company and subsidiary company
- d) Communication between conciliator and parties
- e) Goods and Services
- f) Copyrights

SECTION - II

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

- a) A agrees for a sum of Rs. 5,00,000 to construct a building for B, according to plans and specifications. When A has completed half the work he threatens to quit unless B agrees to pay him an additional Rs. 50,000. B so promises. A completes the work and asks for the additional sum. Decide.
- b) Distinguish between sale and agreement to sell.

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

- a) 5 Persons are the only member of a private company. All of them go in a boat on a pleasure trip into the open sea. The boat capsizes and all the 5 die being drowned. Does the private company cease to exist?
- b) Write in detail Conciliation Act 1996?

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

- a) What are objectives and need of Competition Act 2002?
- b) Write in detail about digital signature certificate.