



Subject : Management Concepts & Applications (C)

Day : Monday

Date : 07/11/2016



Time : 10.00 AM TO 01.00 PM

Max Marks : 60 Total Pages : 1

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 and distinguish between Management, Administration and Organization. Explain the nature and scope of Management.
- Q.2** Compare and contrast between contributions of F.W. Taylor and Henry Fayol towards the field of Management.
- Q.3** “Decision making is skill, process and an art”. Justify and explain various stages of managerial decision making process by citing examples.
- Q.4** What is Delegation of Authority? What are the key elements of Delegation? Explain the scope of Delegation in Centralization and Decentralization process.
- Q.5** Write short notes on any **TWO**:
- a) Planning process
 - b) Control techniques
 - c) Management functions
 - d) Organization types

SECTION – II

- Q.6** What alternate plan of action will you suggest for any company of your choice for expanding its Business? Explain with suitable examples.
- Q.7** What direct and indirect impact will be on various sectors with the current changes taking place in India (i.e. GST, Digital India, Six Pay Commission etc.)
- Q.8** Telecom business is going to face new competition with new entrant in the field. Prepare SWOT Analysis for the sector.

* * *



Subject : Financial & Management Accounting (C)

Day : Wednesday

Date : 09/11/2016



Time : 10.00 AM TO 01.00 PM

Max Marks : 60 Total Pages : 2

N. B.:

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

SECTION - I

- Q. 1 What do you mean by Financial Accounting? Explain the following accounting conventions:
- a) Consistency
 - b) Full Disclosure
- Q. 2 Describe the role and scope of International Financial Reporting Standards (IFRS) in Emerging Economy.
- Q. 3 Explain the concept of “Cost Accounting” and describe in detail the classification of costs.
- Q. 4 What is Marginal Costing? Explain the concept of Cost-Volume-Profit Analysis?
- Q. 5 Write short notes on **ANY TWO** of the following:
- a) Balance Sheet
 - b) Cash Budget
 - c) Role of Accountant in an organization

SECTION - II

- Q. 6 From the following information prepare Trading and Profit and Loss Account for the year ending 31st March, 2016 and Balance Sheet as on that date:

Trial Balance as on 31/03/2016		
Particulars	Debit (Rs.)	Credit (Rs.)
Thakur's Capital	-	35,000
Purchases and Sales	75,000	1,25,000
Returns	2,700	1,300
Debtors and Creditors	46,000	30,000
Bank Overdraft	-	10,000
Stock 1/04/2015	30,000	-
Drawings	11,000	-
Miscellaneous Expenses	6,75	-
Wages	3,500	-
Salaries	5,600	-
Travelling expenses	6,60	-
Advertisement	4,20	-
Rent, rates and Insurance	2,800	-
Bad Debts	4,00	-
Discount	3,00	-
Interest and Commission	2,15	-
Vehicle	6,000	-
Plant and Machinery	10,000	-
Furniture	5,000	-
Cash in hand	1,030	-
Total	2,01,300	2,01,300

P. T. O.

Adjustment :

- i) Stock on 31st March. 2016 Rs. 45,000/-
- ii) Outstanding Rent Rs. 250/- and Wages Rs. 200/-
- iii) Unpaid Salaries Rs. 350/- and prepaid Insurance Rs. 150/-
- iv) Written off Rs. 400/- as further had debts and provide for doubtful debts at 5 % Sundry Debtors.
- v) Depreciate Vehicle by 2.5 %, Machinery by 7.5 % and furniture by 10 %

Q. 7 From the Information provided below:

Calculate labour variance:

- a) Labour Cost Variance
- b) Labour Rate Variance
- c) Labour Efficiency Variance

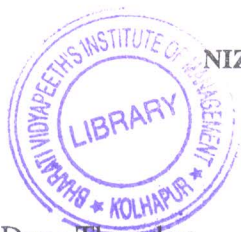
	Actual		Standard	
	Time (Hrs.)	Rate (Rs)	Time (Hrs.)	Rate (Rs)
Skilled	110	10	100	11
Semiskilled	55	12	50	10
Unskilled	30	06	25	05

Q. 8 For the production of 10,000 units the following are the budgeted expenses:

Particulars	Amount (per unit Rs.)
Direct Materials	60
Direct Labour	30
Variable Overheads	25
Fixed Overheads (Rs. 1,50,000)	15
Variable Expenses (Direct)	05
Selling Expenses (10 % Fixed)	15
Administrative Expenses (Rs. 50,000 Fixed)	05
Distribution Expenses (20 % fixed)	05
Total cost of sales per unit	160

Prepare a flexible budget for the production of 12,000 units and 14,000 units.

* * * * *



Subject : Managerial Economics (C)

Day : Thursday
Date : 10/11/2016



Time : 10.00 AM TO 01.00 PM
Max Marks : 60 Total Pages : 1

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.

SECTION – I

- Q.1 “Economics for business is essentially study of Micro-Economics”. Appraise. (10)
- Q.2 Why shape of ‘Demand Curve’ is sloping downwards from left to right. (10)
- Q.3 With the help of diagram explain “Cross Elasticity of demand”. (10)
- Q.4 “Modern corporate firms are interested in value” maximization rather than “Profit” maximization. (10)
- Q.5 Write short notes on (ANY TWO) (10)
- a) A.C. and M.C. curves
 - b) Elasticity of supply
 - c) Monetary Policy

SECTION - II

- Q.6 Define “Oligopoly”. In this context explain Kinky Demand Curve. (15)
- Q.7 State and explain “Law of Returns to Scale”. (15)
- Q.8 Write a detailed note on “Breakeven Analysis” with suitable diagram. (15)

* * *



Subject : Organisational Behavior (C)

M.B. A. I/H

Day : Friday

Date : 11/11/2016



32366

Time : 10.00 AM TO 01.00 PM

Max Marks : 60 Total Pages : 1

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.

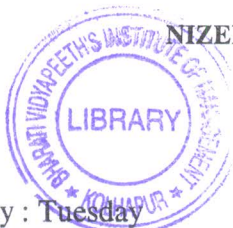
SECTION - I

- Q.1** What challenges do modern organizations face that make the study of Organizational Behavior relevant today?
- Q.2** Giving examples discuss any three Perceptual Errors.
- Q.3** Explain in detail the Two Factor Theory of Motivation.
- Q.4** What is the relation between Group norms and Group cohesiveness? What role do both cohesiveness and norms play in shaping group performance?
- Q.5** Write short notes: (**ANY TWO**) of the following:
- a) Organization as open system
 - b) Classical Conditioning
 - c) Stages in Team Development

SECTION - II

- Q.6** Two of your project managers are slated to go for a period of 17 months to Sweden to oversee European operations. Devise a Training Program for Cross-Cultural Management.
- Q.7** As a Production Manager of a company involved in manufacturing Earth Moving Equipment you plan to undertake a survey for ascertaining Job Satisfaction. What are the factors that you would consider for such a survey?
- Q.8** Identify any three leader of your choice and describe their leadership traits and behavioral styles

* * * *



Subject : Statistical Techniques (C)

M.B. A. I/II

Day : Tuesday

Date : 15/11/2016



Time : 10.00 AM TO 01.00 PM

Max Marks : 60 Total Pages : 2

N.B.:

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

SECTION – I

Q.1 Given below are the ages of residents in a locality.

[10]

19	20	20	26	40	45	38	25	13	14
27	41	42	17	34	31	32	27	33	37
25	26	32	25	33	34	35	46	29	34
31	34	35	24	28	30	41	32	29	28
30	31	30	34	31	35	36	29	26	32
36	35	36	37	32	23	22	29	33	37
33	27	24	36	23	42	29	37	29	23
44	41	45	39	21	21	42	22	28	22
15	16	17	28	22	29	35	31	27	40
23	32	40	37	40	25	58	32	45	56

- i) Prepare a frequency distribution taking suitable classes.
- ii) Draw ogive curves and locate median graphically.

Q.2 a) Two regression lines are given by $8X - 10Y + 66 = 0$ and $40X - 18Y = 214$. [05]
Find (i) the mean values of X and Y (ii) regression coefficients.

b) Calculate Yule's coefficient of association for the following data: [05]
(AB) = 1040, N = 1500, (B) = 1220, $(\alpha\beta) = 120$.

Q.3 a) The personnel department is interested in comparing the ratings of the job applicants when measured by a variety of standard tests. The scores of 9 applicants on interviews and standard psychological test are shown below: [05]

Applicant	A	B	C	D	E	F	G	H	I
Interview	55	29	90	44	34	62	17	83	79
Standard test	82	17	77	53	33	45	28	93	68

Calculate the Spearman's rank correlation and comment on its value.

b) Find mean and standard deviation for the following observations 11, 20, 9, 15, 22, 17, 30, 25, 27, 29 (05)

Q.4 a) A call centre with a large number of computer systems reports that, on an average, per week 6 systems develop some problems that need to be attended to by a services mechanic. Calculate the probability that for a given week. [05]

- i) Exactly 2 systems will develop problems
- ii) There will be no problems.

b) If mode = 154, find the missing frequency. [05]

X	120 - 130	130 - 140	140 - 150	150 - 160	160 - 170	170 - 180
F	2	8	12	--	9	7

P.T.O.

Q.5 Write short notes on ANY TWO of the following: [10]

- Decision making under risk
- Importance of diagrams and graphs
- Binomial Distribution
- Regression lines

SECTION - II

Q.6 Two automatic filling machines A and B are used to fill grains in 500g cartons. [15]
A random sample of cartons on each machine gave the following results:

Contents (gms)	485 – 490	490 – 495	495 – 500	500 – 505	505 – 510	510 – 515
Machine A	10	18	20	22	24	6
Machine B	10	15	24	20	18	13

Interpret the performance of the two machines on the basis of average filling and dispersion. Which machine is more consistent? Why?

Q.7 The following data give the experience of the machine operators and their performance ratings given by the number of good parts turned out per 100 pieces. [15]

Operator	1	2	3	4	5	6	7	8
Experience	10	12	18	4	3	16	5	12
Performance Rating	80	88	89	68	78	87	72	83

Using appropriate regression lines :

- Estimate the probable performance of an operator who has 7 years of experience.
- Estimate the probable experience of an operator who has performance score of 90.

Q.8 a) In a company manufacturing tablets, three machines A, B and C manufacture 25, 35 and 40 percent of the total production of tablets. Of their outputs 4, 5 and 10 percent are found to be defective from past records. If one tablet is selected at random and found to be defective, what is the probability that it was manufactured by: [08]

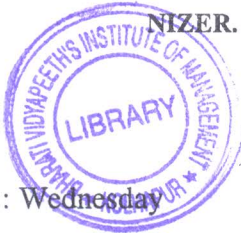
- Machine C
- Machine B?

b) Data on sales revenue and advertising expenditure are shown below (figure in 000s) [07]

Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
Sales	60	59	58	45	41	33	31	25	24	23	23	22
Adv. Expdt	6.0	6.0	6.1	2.8	4.5	4.1	3.3	3.1	2.5	2.4	2.3	2.3

Compute the Karl Pearson's coefficient of correlation and interpret it.

* * * *



Subject : Business Communication (C)

M.B. A. I / II

Day : Wednesday

Date : 16/11/2016



32368

Time : 10.00 AM TO 01.00 PM

Max Marks : 60 Total Pages : 1

N. B. :

- 1) Attempt **ANY THREE** questions from Section – I and **ANY TWO** from Section – II.
- 2) Figures to the right indicate **FULL** marks.
- 3) Answers to both the sections should be written in the **SEPARATE** answer books.

SECTION - I

- Q. 1** Discuss the importance and essentials of effective communication in Business. (10)
- Q. 2** What is non-verbal communication? Explain the significance of body language in communication. (10)
- Q. 3** Describe the various barriers to listening and the measures to overcome them. (10)
- Q. 4** Draft a memo to Mr. ABHAY SHARMA for his frequent absenteeism at work place. Make the necessary assumptions. (10)
- Q. 5** Write short notes on **ANY TWO** of the following: (10)
- a) Intra-organizational communication
 - b) Netiquettes
 - c) Minutes of Meeting

SECTION - II

- Q. 6** What are the different types of Reports? Prepare a report on a 'Marketing Seminar' organized by your Institute. (15)
- Q. 7** 'Technology in Communication – Merits and Demerits'. Discuss with suitable examples. (15)
- Q. 8** What is a 'Public Speech'? Discuss the techniques you would adopt for effective public speaking. (15)



Subject : Legal Aspects of Business (C)

M.B. A. I/H

Day : Thursday

Date : 17/11/2016



32369

Time : 10.00 AM TO 01.00 PM

Max Marks : 60 Total Pages : 1

N.B.:

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

SECTION-I

- Q.1** “Agreements is the basis of a contract but not all agreements form contract” (10)
Explain.
- Q.2** Define Trade Marks. Explain the important provisions as to Trade Marks under (10)
the Trade Mark Act, 1999.
- Q.3** Explain the following under the Consumer Protection Act, 1986. (10)
i) Unfair Trade Practices
ii) Rights of Consumers
- Q.4** Discuss the important provisions as to Information Technology Act, 2000. (10)
- Q.5** Write short notes on any **TWO** of the following: (10)
a) ‘Void’ and ‘Voidable’ Agreements
b) Sale V/s Agreement to Sale
c) Cyber Crimes
d) Memorandum of Association

SECTION-II

- Q.6** Mr. Savant is a party to contract. The other party has failed to execute the (15)
contract. Discuss the various remedies available to Mr. Savant for Breach of
Contract under the Indian Contract Act, 1872.
- Q.7** Explain the procedures as to formation of a company under the Companies Act, (15)
1956 amended Act, 2013.
- Q.8** Discuss the procedures as to conduct of Arbitral Proceeding under the (15)
‘Arbitration and Conciliation Act, 1996.