

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

WINTER - 2017

SUBJECT: MANAGEMENT CONCEPTS AND APPLICATIONS

Day: **Thursday**
Date: **09/11/2017**

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

W-2017-1706

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) Attempt Section - I and Section – II on **SEPARATE** answer books

SECTION – I

- Q.1** What is Management? What are the important Functions of Management? **(10)**
- Q.2** How are Scientific Management Principles given F Taylor different than Administrative Management Principles given by Henry Fayol. **(10)**
- Q.3** What is Planning Process? Explain the various types of plans. **(10)**
- Q.4** Authority and Responsibility are the two sides of same coin. What are do's and don'ts of effective delegation? Explain with suitable examples. **(10)**
- Q.5** Write short note on **ANY TWO** of the following **(10)**
- a) Decision Making
 - b) Span of Management
 - c) Management as Science or Art

SECTION – II

- Q.6** Evaluate the growth and scope of various sectors of Indian Economy **(15)**
- i) Post Independence
 - ii) Post Reforms i.e. 1990 onwards
- Q.7** What organization structure will you recommend for the multinational company with multiple product lines? Justify your answer with suitable examples. **(15)**
- Q.8** Prepare list of various department and section for any company of your choice. List out the functions of these departments and sections. **(15)**

**M.B.A. SEM-I / M.B.A.(HR) SEM-I (2016 COURSE) CBCS :
WINTER - 2017**

SUBJECT: FINANCIAL AND MANAGEMENT ACCOUNTING

Day : **Saturday**
Date : **11/11/2017**

W-2017-1707

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 – 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? Describe its scope and objectives.
- Q. 2** Write a detail note on ‘Disclosure of Accounting Policies’
- Q. 3** Explain the concept of “Standard Costing” and describe in detail the types of Material Variances.
- Q. 4** Distinguish between Financial Accounting and Management Accounting.
- Q. 5** Write short notes on **ANY TWO** of the following:
- a) Margin of Safety
 - b) Classification of Costs
 - c) Principles of Double Entry Book Keeping

SECTION - II

- Q. 6** From the following Trial Balance. Prepare Trading and Profit and Loss A/C and Balance Sheet for the year ending 31st March, 2015 for Akashganga Ltd.

Particulars	Debit (Rs.)	Credit (Rs.)
Capital	-	60,000
Cash in hand	1,500	-
Purchases	80,000	-
Sales	-	1,01,000
Return Inward	1,000	-
Bank Overdraft	-	5,000
Office Salaries	6,000	-
Insurance	500	-
Sundry Debtors	40,000	-
Sundry Creditors	-	50,000
Commission	-	1,000
Furniture	8,000	-
Loose Tools	60,000	-
Stock (1/04/2014)	10,000	-
Drawings	3,000	-
Bills Receivable	8,000	-
Bills Payable	-	4,000
Carriage Inward	800	-

Adjustments :

- i) The closing stock was valued at Rs. 25,000/- as on 31st March, 2016
- ii) Outstanding Salary amounted to Rs. 1,000/-
- iii) Depreciate Furniture and Loose tools by 5 %
- iv) Insurance is prepaid for Rs. 100/-
- v) Create a reserve for R.D.D @ 5 % on Sundry Debtors

Q. 7 A company is expecting to have Rs. 25,000/- cash in hand on 1st April, 2016. You are required to prepare an estimate of cash position in respect of Three months from April to June 2016 from the information given below:

	Sales (Amount in Rs.)	Purchases (Amount in Rs.)	Wages (Amount in Rs.)	Expenses (Amount in Rs.)
Feb	70,000	40,000	8,000	6,000
March	80,000	50,000	8,000	7,000
April	92,000	52,000	9,000	7,000
May	1,00,000	60,000	10,000	8,000
June	1,20,000	55,000	12,000	9,000

Additional Information:

- i) Period of credit allowed by supplier : Two months
- ii) 25 % is cash sales. Credit period allowed to customers for credit sales is one month.
- iii) Delay in payment of Wages : One month
- iv) Delay in payment of Expenses : One month

Q. 8 Ajantha Ltd. Producing a single article sells it at Rs. 100/- per unit. The marginal cost of production is Rs. 60/- and fixed cost is Rs. 4,000/- per annum. Calculate:

- i) Profit – Volume Ratio
- ii) Break – Even – Point
- iii) Margin of Safety
- iv) Sales to earn a profit of Rs. 5,000/-
- v) Profit at Sales of Rs. 30,000/-

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Day : Monday
Date : 13/11/2017

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

W-2017-1708

N.B.:

- 1) Attempt any **THREE** questions from Section-I, and any **TWO** from Section-II.
- 2) Both sections be written in a separate answer book.
- 3) Figures to the right indicate **FULL** marks.

SECTION-I

- Q.1** Managerial Economics is concerned with application of Economic Principles” Explain (10)
- Q.2** In what way ‘ Law of demand’ is different from ‘Elasticity of Demand’ (10)
- Q.3** Given Demand equation is $QDX = 8 - px$ and supply equation is $QSX = -40 + 20px$. Draw supply and Demand curves (10)
- Q.4** “In Giffen Goods Case, negative income effect outstrips substitution effect” Prove. (10)
- Q.5** Write short notes on (ANY TWO) (10)
- a) Agent Principal problem
 - b) Value Maximization Principle
 - c) Relation between A.R. and M.R. curve.

SECTION-II

- Q.6** Differentiate monopoly equilibrium with that of perfect competition. (15)
- Q.7** Show EXCESS CAPACITY under monopolistic Market. (15)
- Q.8** Write a note on Demand Forecasting. (15)

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**M.B.A. SEM-I / M.B.A.(HR) SEM-I (2016 COURSE) CBCS :
WINTER - 2017**

SUBJECT : ORGANIZATIONAL BEHAVIOUR

Day : **Tuesday**
Date : **14/11/2017**

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

W-2017-1709

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** Define Organization Behavior. Explain the contribution of behavioural sciences to the development of Organization Behaviour. **(10)**
- Q.2** Explain in detail “Vroom’s Expectancy Theory” of motivation. How can it be used to motivate employees? **(10)**
- Q.3** What is perception? Explain the determinants of perception. **(10)**
- Q.4** Groups tend to compromise in decision making. How can this be explained? How can it be improved? **(10)**
- Q.5** Write short notes on any **TWO**: **(10)**
- a) Organisations as open systems
 - b) Major Job Attitudes
 - c) Informal and formal groups

SECTION – II

- Q.6** Identify the major leadership styles. Under what conditions would each of the leadership styles that you have identified be rendered effective? **(15)**
- Q.7** Identify with reasons the strategies you as a departmental head would adopt to enable your top performers whom you realize are at the verge of burn out cope up with it effectively. **(15)**
- Q.8** As a HR manager of an automobile company you are required to build teams to work for the assembly line. Giving reasons explain what factors would you consider for building effective teams? **(15)**

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Day : Thursday

Date : 16/11/2017

W-2017-1710

Time :

Max. Marks : 60

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 a) The quantity of soft drink filled in bottles at a factory are as follows: (05)

Quantity (ml)	485-490	490-495	495-500	500-505	505-510	510-515	515-520
No. of Bottles	2	7	16	23	20	9	3

Find mode and median.

b) Find Karl Pearson's coefficient of correlation for the following data: (05)

X	25	29	30	32	47	51	60
Y	19	27	40	51	52	36	29

Q.2 a) The mean of the following distribution is 50. Frequencies F_1 and F_2 are unknown. Find the missing frequencies. (05)

Class	0-20	20-40	40-60	60-80	80-100	Total
frequency	17	F_1	32	F_2	19	120

b) Given the following pay-off of 3 acts: A_1 , A_2 , A_3 and their events E_1 , E_2 , E_3 . (05)

Act State of nature	A_1	A_2	A_3
E_1	35	-10	-150
E_2	200	240	200
E_3	550	640	750

The probabilities of the states of nature are respectively 0.3, 0.4 and 0.3. Calculate the Expected Monetary Value (EMV) and conclude which of the acts can be chosen as the best.

Q.3 Given below is the shopping amount (in hundreds) of shoppers at a shopping mall (10)

88	23	27	28	86	96	94	93	86	99
82	24	24	55	83	99	95	86	82	36
96	39	26	54	87	100	56	84	83	86
102	48	27	26	29	100	59	83	84	48
104	46	30	27	40	101	60	89	46	49
106	33	36	30	40	103	70	90	49	50
104	36	37	40	46	106	72	94	50	60
24	39	49	46	66	107	76	96	46	67
26	78	50	44	43	46	79	99	36	68
29	67	56	99	93	48	80	102	32	51

- i) Prepare a suitable frequency distribution taking class intervals of 10 units
- ii) Draw Histogram and locate mode graphically

- Q.4** a) 20 wrist watches in a box of 100 are defective. If 10 watches are selected at random, find the probability that i) 10 are defective ii) 10 are good iii) at least one watch is defective . (05)
- b) 1500 candidates appeared for a competitive exam and of these 600 were successful. 350 candidates had attended a coaching class and of those 200 came out successful. Using coefficient of association, comment on the utility of coaching classes. (05)
- Q.5** Write short notes on any **TWO**: (10)
- Importance of statistics in business
 - Quartiles, deciles and percentiles
 - Binomial distribution
 - Decision making process

SECTION - II

- Q.6** Given the following data on performance of two teams: (15)

No. of goals scored in a match	No. of matches	
	Team A	Team B
0	17	7
1	8	9
2	11	6
3	5	5
4	4	3

Compute the coefficient of variation and find which team may be considered to be more consistent?

- Q.7** The following data refer the scores obtained by the salesmen of a company in an intelligence test and their weekly sales (Rs. In 1000) (15)

Salesmen	A	B	C	D	E	F	G	H	I
Intelligence test score	55	79	74	85	96	84	40	44	65
Weekly sales	32	65	65	69	74	70	45	35	52

- Obtain the two regression lines
 - If the intelligence score of a salesman is 77 what would be his expected weekly sales?
 - For a salesman with weekly sales of Rs. 80,000 what may be his estimated test score?
- Q.8** a) In a bolt factory, machine A, B and C manufacture 20 percent, 30 percent and 40 percent of the total output respectively. Of their outputs 5, 4 and 3 percent of the bolts are found to be defective for machines A, C and B respectively. A bolt is drawn at random from the total lot and found to be defective. What is the probability that it was manufactured by (i) machine A ? (ii) machine C? (08)
- b) Time taken by the crew of a company, to construct a tunnel is normally distributed with mean 400 labour hours and standard deviation of 80 labour hours. What is the probability that (i) the tunnel construction is completed in less than 410 hours? (ii) the tunnel gets constructed between 350 to 450 labour hours? (07)

**M.B.A. SEM-I / M.B.A.(HR) SEM-I (2016 COURSE) CBCS :
WINTER - 2017**

SUBJECT : BUSINESS COMMUNICATION

Day : **Friday**
Date : **17/11/2017**

W-2017-1711

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 the right indicate **FULL** marks.
 - 3) Answers to both the sections should be written in the **SEPARATE** answer books.
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SECTION - I

- Q. 1** Discuss various channels of communication with their effectiveness and limitations. (10)
- Q. 2** Explain with appropriate examples the different types of organizational communication. (10)
- Q. 3** Illustrate with examples the role of technology in various forms of communication. (10)
- Q. 4** Discuss the techniques of effective public speaking. (10)
- Q. 5** Write short notes on **ANY TWO** of the following: (10)
- a) E – mail etiquette
 - b) Minutes of meeting
 - c) Letter of resignation

SECTION - II

- Q. 6** What are the different types of reports? Write in detail the format of a business report. (15)
- Q. 7** ‘Body language plays a fundamental role in effective communication’. Analyze the above statement with corresponding examples. (15)
- Q. 8** Justify that ‘Patient listening is crucial for the success of any communication’. (15)

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Day : **Saturday**
Date : **18/11/2017**

W-2017-1712

Time **10.00 AM TO 01.00 P**
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** State briefly the law relating to ‘Capacity of Parties’ to a contract under the Indian Contract Act, 1872. (10)
- Q.2** Define Patents. Explain the patentable and non-patentable inventions under the Patent Act, 1970. (10)
- Q.3** Discuss the composition and functions of the District Consumer Forum under the Consumer Protection Act, 1986. (10)
- Q.4** Who is an unpaid seller? Enumerate his rights. (10)
- Q.5** Write short notes on any **TWO** of the following: (10)
- a) Important provisions of Information Technology Act, 2000
 - b) ‘Complaint’ under the Consumer Protection Act, 1986
 - c) Arbitration Agreement
 - d) Kinds of Companies

SECTION – II

- Q.6** “There are various modes of discharge of contract under the Indian Contract Act, 1872”. Discuss the various provision citing relevant case laws. (15)
- Q.7** Elaborate in detail the conduct of Arbitral Proceedings under the Arbitration and Conciliation Act, 1996. (15)
- Q.8** Explain in detail the different kinds of meetings of the shareholders of a company under the Companies Act, 1956. (15)