

**M.B.A. (GEN.) SEM-I / M.B.A.(HR) SEM-I (2016 Course) CBCS :  
WINTER - 2018**

**SUBJECT: MANAGEMENT CONCEPTS AND APPLICATIONS**

Day: Wednesday  
Date: 14/11/2018

**W-2018-1940**

Time: 10.00 AM TO 01.00 PM  
Max Marks. 60

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**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
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**SECTION – I**

- Q.1** How is Fredrick Taylor's contribution is distinct and different from Henry Fayol's contribution towards management? Critically evaluate. (10)
- Q.2** Planning is looking ahead. What are the important elements taken into account while planning? Explain the various types of plans. (10)
- Q.3** What is centralization v/s decentralization? What are its merits and demerits? (10)
- Q.4** What is control? What are the Tools and Techniques of Control? (10)
- Q.5** Write short notes on **ANY TWO** of the following (10)
- a) Functions of Management
  - b) Decision Making
  - c) Authority and Responsibility

**SECTION – II**

- Q.6** As a CEO of the fast moving consumer product manufacturing company, prepare alternate organization structures keeping in mind new product line and geographic expansion. (15)
- Q.7** As a Head of newly formed Online Retail Organization, list out various functional departments and sections along with important activities to be undertaken by them. (15)
- Q.8** Critically evaluate the impact on various sectors of Indian economy after economic reforms initiated by central Government of India. (15)

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

**WINTER - 2018**

**SUBJECT: FINANCIAL & MANAGEMENT ACCOUNTING**

Day : Friday  
Date : 16/11/2018

**W-2018-1941**

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) Answers to both the sections should be written in **SEPARATE** answer book.
- 4) Use of non- programmable **CALCULATOR** is allowed.

**SECTION – I**

- Q.1** Explain the following concepts in detail: (10)  
i) Going Concern Concept  
ii) Accounting Period Concept
- Q.2** Elaborate the need of International Financing Reporting Standards (IFRS) in detail. (10)
- Q.3** Explain the nature and scope of Management Accounting in detail. (10)
- Q.4** Write Short Notes on **Any TWO** of the following: (10)  
a) Margin of Safety  
b) Cost Sheet  
c) Financial Accounting Vs. Management Accounting  
d) Trial Balance

**SECTION – II**

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

2017	
Jan 1.	Santosh started business with cash of Rs. 1,00,000/-
Jan 3.	Purchased furniture worth Rs. 50,000/- from Nirmiti
Jan 6.	Purchased goods from Ram Rs. 10,000/- @ 10% Trade Discount
Jan 20.	Sold goods to Ravi worth Rs. 25,000/- @ 5% Trade Discount
Jan 22.	Deposited Rs.10,000/- in Indian Bank
Jan 24.	Received interest Rs. 3000/- by cheque.
Jan. 27	Paid electricity bill Rs. 5,000/- by cheque.

**P. T. O.**

Q.6

From the data given below calculate:

(15)

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

Material	Standard		Actual	
	Rate / Unit (Rs.)	Quantity (Kg.)	Rate/ Unit (Rs.)	Quantity (Kg.)
X	20	1000	19	1200
Y	40	2000	42	1800
Z	60	4000	62	3800

Q.7

Prepare a Trading and P&amp;L A/C and Balance Sheet as on 31.03.2017 for ABC and Co. from following Trial Balance.

(15)

Particulars	Dr. Rs.	Cr. Rs.
Opening Stock	1,00,000	
Purchases	5,00,000	
Carriage Inward	10,000	
Salaries	20,000	
Postage	1,000	
Sales	-	10,00,000
Purchase Return	-	50,000
Freight	20,000	
Interest	-	5,000
Land & Building	5,00,000	
Creditors	-	1,00,000
Debtors	3,00,000	
Capital	-	2,00,000
Commission	-	90,000
Bank Overdraft	-	6,000
<b>Total:</b>	<b>14,51,000</b>	<b>14,51,000</b>

**Adjustments:**

- a) Closing stock was valued Rs. 50,000/- on 31.03.2017.
- b) Outstanding salaries were Rs. 20,000/- .
- c) Provide R.D.D. @ 5% on Debtors.
- d) Depreciate building @ 5%.

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

**WINTER - 2018**

**SUBJECT: MANAGERIAL ECONOMICS**

Day : Saturday  
Date : 17/11/2018

**W-2018-1942**

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) Both sections be written in a separate answer book.
- 3) Figures to the right indicate **FULL** marks.

**SECTION-I**

- Q.1** Define Managerial Economics. Discuss scope of Managerial Economics. (10)
- Q.2** Explain Total Expenditure method of measuring elasticity of Demand. (10)
- Q.3** “Demand curve having same slope have different elasticity of demand at different points”.-Prove (10)
- Q.4** Explain “Value Maximization Principle” in respect of Firm. (10)
- Q.5** Write short notes on (ANY TWO) (10)
- a) Agent Principal problem
  - b) Economics statics and Dynamics
  - c) Partial and General Equilibrium

**SECTION-II**

- Q.6** Show how in Monopoly market, equilibrium takes place in the short run and long run. (15)
- Q.7** Write a note on Demand Forecasting. (15)
- Q.8** Show that long run average cost curve is sum total of short run average cost curves. (15)

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**M.B.A. (GEN.) SEM-I / M.B.A.(HR) SEM-I (2016 Course) CBCS :**  
**WINTER - 2018**  
**SUBJECT : ORGANIZATIONAL BEHAVIOUR**

Day : Monday  
Date : 19/11/2018

**W-2018-1943**

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) Answers to both the sections should be written in **SEPARATE** answer book.

**SECTION – I**

- Q.1** Trace in detail the historical evolution of the field of Organization Behaviour. **(10)**
- Q.2** Explain “Two Factor Theory of Motivation.” What are the managerial implications of this theory? **(10)**
- Q.3** What is Perception? Discuss the common perceptual errors that individuals make. **(10)**
- Q.4** Enumerate in detail the various stages in Team Development. **(10)**
- Q.5** Write short notes on any **TWO**: **(10)**
- a) Schedule of Reinforcement
  - b) Determinants of Personality
  - c) Work Redesign

**SECTION – II**

- Q.6** In today’s context what are the qualities you think that the leader should possess to lead the organizations to greater heights. Substantiate your answer with suitable examples. **(15)**
- Q.7** Giving reasons explain what aspects of the organization would you influence to imbibe a culture of innovation and excellence in the organization. **(15)**
- Q.8** What kind of Organization Behavior Model would you propose for the following? Why? **(15)**
- a) Product design team
  - b) Tele callers in a BPO
  - c) Insurance agents working for a insurance firm

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

**WINTER - 2018**

**SUBJECT : STATISTICAL TECHNIQUES**

Day : Wednesday  
Date : 21/11/2018

**W-2018-1944**

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) Answers to both the sections should be written in **SEPARATE** answer books.
- 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** For the following frequency distribution, calculate the mean deviation about: [10]  
a) Mean                      b) Median

Class interval	0 – 10	10 – 20	20 – 30	30 – 40	40 – 50	50 – 60	60 – 70	70 – 80
Frequency	10	10	18	28	12	7	8	7

- Q.2** a) Test the consistency of the following data with the symbols having their usual meaning  $N = 1000$ ,  $(A) = 600$ ,  $(B) = 500$ ,  $(AB) = 50$ . [05]
- b) A company has two sections with 40 and 60 employees respectively. Their average weekly wages are 4500 and 3500. The standard deviation are 7 and 9 respectively. Find [05]  
i) Which section has a larger wage bill?  
ii) Which section has larger variability in wages?

- Q.3** A sample of eight employees is taken from the production department of a light engineering factory. The data given below relate to the number of weeks' experience in the wiring of components, and the number of components which were rejected as unsatisfactory last week: [10]

Employee	A	B	C	D	E	F	G	H
Weeks of experience	4	5	7	9	10	11	12	14
Number of rejects	21	22	15	18	14	14	11	13

Obtain the coefficient of correlation between number of rejects and experience.

- Q.4** a) The Training manager of a marketing company wants to assess the performance of ten salesmen. For this, he compared their rank in the training programme with their rank in the field. The results of his evaluation are given below. Calculate the rank correlation of coefficient between ranks of training and field. [05]

Salesman	1	2	3	4	5	6	7	8	9	10
Rank in Training	4	6	1	3	9	7	10	2	8	5
Rank in Field	5	8	3	1	7	6	9	2	10	4

**P.T.O.**

b) Given the following data:

[05]

X	0	1	2	3	4	5
f	5	12	17	?	5	3

If arithmetic mean is 2.1 find the missing frequency.

Q.5 Write short notes on **ANY TWO** of the following:

[10]

- Diagrammatic representation of data
- Regression lines
- Properties of normal distribution
- Decision making process

## SECTION – II

Q.6 An egg dealer supplies information about the number of eggs sold by him on 50 consecutive Sundays during the last year. This is given below: [15]

132	113	118	132	109	119	145	121	132	108
114	107	120	125	112	143	130	117	100	118
103	132	108	104	137	114	105	127	118	104
159	107	113	137	146	102	123	103	100	123
143	110	112	104	103	120	140	115	102	113

- Classify and group the above figures into frequency distribution taking the class intervals as 100 – 105, 105 – 110, etc.
- Calculate the mean and median demand for eggs for the dealer.

Q.7 Ten years data on price (Rupees per unit) of a commodity sold through a consumer cooperative store and the corresponding sales (in thousands units) are as under: [15]

Price	4	5	5	7	6	8	10	12	15	16
Sales	10	12	13	16	20	22	20	25	28	30

- Establish the two regression lines.
- Estimate sales when price = Rs. 13.

Q.8 a) The incidence of occupational disease in an industry is such that the workmen have a 20 percent chance of suffering from it. What is the probability that out of six workmen, four or more will contract the disease? [05]

- A bank manager has learnt that the length of time the customers have to wait for being attended to by the teller is normally distributed with mean time of 5 minutes and standard deviation of 0.8 minutes. Find the probabilities that the customer has to wait: [10]
  - for less than 6 minutes.
  - for more than 3.5 minutes
  - between 3.4 and 6.2 minutes

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

**WINTER - 2018**

**SUBJECT: BUSINESS COMMUNICATION**

Day: Thursday  
Date: 22/11/2018

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

**W-2018-1945**

**N.B.:**

- 1) Attempt any **THREE** questions from Section-I and attempt any **TWO** questions From Section-II.
- 2) Answers 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 various channels of communication with their effectiveness and limitations. **[10]**
- Q.2** Explain the types and importance of feedback in Business Communication. **[10]**
- Q.3** Describe in detail the Principles of effective written communication. **[10]**
- Q.4** What is a report? State the steps in writing a routine report. **[10]**
- Q.5** Write short notes on **ANY TWO** of the following: **[10]**
- a) Effective team communication
  - b) Strategies to improve reading skills
  - c) Role of technology in communication

**SECTION-II**

- Q.6** 'Body Language (Non-verbal communication) plays a vital role in effective communication'. Justify this statement with suitable examples. **[15]**
- Q.7** You have been invited as a Chief Guest for the Induction Program of new recruits in an IT organization. How will you prepare yourself to make this public speech effective? Also list down important points (minimum five) from your speech. **[15]**
- Q.8** You are applying for the post of 'Medical Representative' in 'Elite' Pharmaceuticals'. Draft a suitable Curriculum Vitae. Make the necessary assumptions. **[15]**

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

**WINTER - 2018**

**SUBJECT: LEGAL ASPECTS OF BUSINESS**

Day: Saturday  
Date: 24/11/2018

**W-2018-1946**

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

**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** Who are competent to contract? What is the effect of an agreement with a minor under the Indian Contract Act, 1872? **(10)**
- Q.2** Give an overview of Intellectual Property Rights in India. **(10)**
- Q.3** Discuss briefly the different types of companies incorporated under the Companies Act, 2013. **(10)**
- Q.4** What is Arbitral Tribunal? Explain the composition of Arbitral Tribunal under the Arbitration and Conciliation Act, 1996. **(10)**
- Q.5** Write short notes on any **TWO** of the following: **(10)**
- a) Coercion V/s Undue Influence
  - b) 'Goods' under the Sale of Goods Act, 1930
  - c) 'Electronic Record' and 'Digital Signature'
  - d) Shares and Debentures

**SECTION-II**

- Q.6** Discuss the various rights of a consumer under the Consumer Protection Act, 1986. **(15)**
- Q.7** Under the Sale of Goods Act, 1930, there are certain conditions and warranties. Discuss the various conditions and warranties and further state when the conditions can be treated as warranties. **(15)**
- Q.8** "No Consideration No Contract" is an important rule under the Indian Contract Act, 1872. Discuss the important provisions as to 'Consideration' under the Act with illustrations. **(15)**

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