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MASTER OF BUSINESS ADMINISTRATION (CBCS – 2022 COURSE)
M.B.A. Sem – I : WINTER- 2022
SUBJECT : MANAGEMENT CONCEPTS & APPLICATIONS

Day : Monday

Time : 10:00 AM-01:00 PM

Date : 28-11-2022

W-25906-2022

Max. Marks : **100**

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N. B. :

- 1) Attempt **ANY FOUR** 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.
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SECTION – I

- Q. 1** Define Management. Explain the principles of administrative Management. (15)
- Q. 2** What are the various environmental factors that a manager should consider for effective management in an organization? (15)
- Q. 3** What is Planning? Explain differences in formal and informal types of organisation. (15)
- Q. 4** Define Leadership. Explain different styles of leadership. (15)
- Q. 5** Discuss in detail Decision Making process of group. (15)
- Q. 6** Write short notes on **ANY TWO** of the following: (15)
- a) Direction
 - b) Management By Objectives (MBO)
 - c) Sources of Recruitment

SECTION – II

- Q. 7** You have been assigned the responsibility of coordinating the flood relief measures in the Maharashtra. How will you go about the relief measures? With the help of different management functions. (20)
- Q. 8** Explain the various Marketing activities to be carried out for the launch of SUV. (20)
- Q. 9** You have been appointed as manager in the HRM department. Design the plan of action for recruitment & selection of new employees. (20)

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MASTER OF BUSINESS ADMINISTRATION (CBCS – 2022 COURSE)

M.B.A. Sem – I : WINTER- 2022

SUBJECT : MANAGERIAL ECONOMICS

Day : Wednesday

Time : 10:00 AM-01:00 PM

Date : 30-11-2022

W-25907-2022

Max. Marks : 100

N.B.

- 1) Attempt any **FOUR** questions from Section – **I** and any **TWO** questions from Section – **II**.
- 2) Figures to the right indicate **FULL** marks.
- 3) Answers to both sections should be written in **SAME** answer book.

SECTION - I

- Q.1** Define Managerial Economics. Explain the nature and scope of Managerial Economics. (15)
- Q.2** What is Elasticity of Demand? Explain the types of Price Elasticity's of demand. (15)
- Q.3** Describe with suitable diagrams the Isoquant and Isocost curves and their significance. (15)
- Q.4** Define Cost. What are the various ways in which Short Run Cost can be classified. (15)
- Q.5** What are the characteristics of a Perfect Competition? Explain the price output determination under Perfect Competition. (15)
- Q.6** Write short notes on any **TWO** of the following: (15)
- a) Types of demand
 - b) Saving function
 - c) Monopoly

SECTION - II

- Q.7** What are the determinants of demand? How do they influence the demand for the following commodities (20)
- i) Salt ii) Gold iii) Branded Clothes
- Q.8** Explain with diagrams the shift in supply curve. (Increase and Decrease in Supply) assuming suitable quantitative data. (20)
- Q.9** What is a Business Cycle? What are the various measures adopted by the Government in controlling different phases of the business cycle. (20)

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MASTER OF BUSINESS ADMINISTRATION (CBCS – 2022 COURSE)
M.B.A. Sem – I : WINTER- 2022
SUBJECT : FINANCIAL & MANAGEMENT ACCOUNTING

Day : Friday

Time : 10:00 AM-01:00 PM

Date : 2/12/2022

W-25908-2022

Max. Marks : 100

N.B.

- 1) Attempt **ANY FOUR** questions from Section – I & **ANY TWO** questions from Section – II.
- 2) Figures to the **RIGHT** indicate **FULL** marks.
- 3) Use of Non programmable Calculator is **ALLOWED**
- 4) Answers to both the sections should be written in the **SAME** answer book.

SECTION – I

- Q.1** Explain the following Accounting Concepts with examples (15)
a) Entity concept
b) Matching of Cost and Revenue Concept
- Q.2** Write a detailed note on International Financial Reporting Standards (IFRS). (15)
- Q.3** How the costs are classified Element wise and Behaviour wise (Variability)? (15)
- Q.4** 'Management Accounting is a branch of Accounting helpful to Management.' (15)
Discuss the statement with examples.
- Q.5** Write short notes on **ANY TWO** of the following: (15)
a) Accounting cycle
b) Cash Budget
c) Advantages of Standard Costing

SECTION – II

- Q.6** Pass the following Journal entries in the books of Suhas (20)

| | |
|----------|-----------------------------------------------------------------------------------------------------------|
| 2022 | Started business with Cash Rs. 5,00,000, Machinery worth Rs. 12,00,000 and Equipments worth Rs. 8,00,000. |
| April 1 | |
| April 2 | Purchased goods worth Rs. 6,00,000 from ABC Ltd. @ 4% trade discount. |
| April 3 | Purchased Furniture worth Rs. 9,00,000 from Darshan Ltd. |
| April 4 | Sold goods worth Rs. 20,00,000 to Disha @2% trade discount. |
| April 6 | Paid for Office expenses Rs. 12,000 |
| April 7 | Received Interest Rs. 8,000. |
| April 8 | Received Cash from Rasika Rs. 48,000 in full settlement of Rs. 50,000. |
| April 9 | Deposited Cash Rs. 20,000 into Bank account. |
| April 10 | Withdrawn cash for personal use Rs. 2,000. |

- Q.7** Bharat Ltd. has applied the technique of Standard Costing. The following (20)
information is available you are required to calculate for Skilled and Unskilled labour.
- a) Labour Cost Variance
 - b) Labour Rate Variance
 - c) Labour Efficiency Variance
 - d) Labour Mix Variance

| Labour | Standard Hours | Standard Rate | Actual Hours | Actual Rate |
|-----------|----------------|---------------|--------------|-------------|
| Skilled | 800 | 1000 / hour | 850 | 1000 / hour |
| Unskilled | 200 | 200 / hour | 180 | 190 / hour |

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Q.8 The following information is available of Ajantha Ltd.

(20)

| Particulars | Amt. Rs. |
|------------------------|-----------|
| Selling Price per unit | 500 |
| Marginal Cost per unit | 350 |
| Number of units sold | 12,000 |
| Fixed Cost | 15,00,000 |

You are required to calculate

- a) Profit earned
- b) P/V Ratio
- c) Break Even Point in units and Sales
- d) Margin of Safety
- e) Margin of Safety ratio

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MASTER OF BUSINESS ADMINISTRATION (CBCS – 2022 COURSE)

M.B.A. Sem – I : WINTER- 2022

SUBJECT : ORGANIZATIONAL BEHAVIOUR

Day : Monday

Time : 10:00 AM-01:00 PM

Date : 5/12/2022

W-25909-2022

Max. Marks : 100

N.B.:

- 1) Attempt **ANY FOUR** questions from Section-I.
- 2) Attempt **ANY TWO** questions from Section-II.
- 3) Figures to the right indicate **FULL** marks.

SECTION-I

- Q.1 Explain nature, scope and evolution of the concept of organizational behavior. (15)
- Q.2 What is perception? Identify the factors influencing perception. (15)
- Q.3 Compare the effectiveness of Theory X and Theory Y giving suitable examples. (15)
- Q.4 Classify different types of groups and their uses. (15)
- Q.5 What is leadership? Describe the difference between a leader and a manager. (15)
- Q.6 Write short notes on **ANY THREE** of the following: (15)
- a) Fielder's contingency model of leadership
 - b) Types of Reinforcement
 - c) Big-five traits of personality
 - d) Job satisfaction

SECTION-II

- Q.7 "Motivation is desire to achieve goals and goals influence the level of motivation". Explain this linkage with the help of any theory of motivation that you have learnt. (20)
- Q.8 "Organizations have to take care of employees and their stress". So, suggest some organizational policies that help employees to cope with the job stress. (20)
- Q.9 Employees from different departments have been found to be in conflict with each other, what strategies will you suggest to resolve these conflicts? (20)

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MASTER OF BUSINESS ADMINISTRATION (CBCS – 2022 COURSE)
M.B.A. Sem – I : WINTER- 2022
SUBJECT : STATISTICAL TECHNIQUES

Day : Wednesday

Time : 10:00 AM-01:00 PM

Date : 7/12/2022

W-25910-2022

Max. Marks : 100

N.B.

- 1) Attempt **ANY FOUR** questions from Section – I & **ANY TWO** questions from Section – II.
- 2) Figures to the **RIGHT** indicate **FULL** marks.
- 3) Answers to both the sections should be written in the **SAME** answer book.

SECTION – I

Q.1 What is Statistics? Point out its importance in the business. (15)

Q.2 Draw Histogram and frequency polygon for the following data; (15)

| | | | | | | | |
|-----------------|-------|-------|-------|-------|-------|-------|-------|
| Weight (Kg.) | 10-20 | 20-30 | 30-40 | 40-50 | 50-60 | 60-70 | 70-80 |
| No. of students | 7 | 12 | 28 | 30 | 24 | 18 | 3 |

Q.3 The daily expenditure of 100 families is given below: (15)

| | | | | | |
|--------------------|-------|-------|-------|-------|-------|
| Expenditure in Rs. | 20-29 | 30-39 | 40-49 | 50-59 | 60-69 |
| No. of families. | 14 | - | 27 | - | 15 |

If mode of the distribution is 43.5. Find the missing frequencies.

Q.4 A fair coin is tossed thrice. Find the probability of getting (15)

- i) no head
- ii) two consecutive heads
- iii) tail on the second toss.

Q.5 In a certain factory, if we found that, the variance of the number of absentees is 4 (15)
workers per shift. Find the probability that on a given shift.

- i) exactly 2 workers will be absent
- ii) not more than 2 workers will be absent
- iii) at least 2 workers will be absent.

Q.6 Write short notes on **ANY THREE** of the following: (15)

- a) Bar diagrams
- b) Positional averages
- c) Random experiments
- d) Normal distribution.

SECTION – II

Q.7 Calculate Karl Pearson's coefficient of correlation from the following data. Also (20)
obtain the two regression equations.

| | | | | | | | | | | |
|---|-----|-----|-----|-----|-----|----|-----|-----|----|----|
| X | 62 | 72 | 98 | 76 | 81 | 56 | 76 | 92 | 88 | 49 |
| Y | 112 | 124 | 131 | 117 | 132 | 96 | 120 | 136 | 97 | 85 |

PTO

- Q.8 a)** Calculate mean deviation from median for the following data. Also calculate its coefficient. (10)

| | | | | | |
|-----------|------|-------|-------|-------|-------|
| Marks | 0-10 | 10-20 | 20-30 | 30-40 | 40-50 |
| Frequency | 10 | 16 | 30 | 32 | 12 |

- b)** What is Correlation? Explain various types of Correlation with Scatter Diagrams. (10)

- Q.9 a)** Explain various applications of Statistics. (10)

- b)** The data about the sales and advertisement expenditure of a firm is given below. (10)

| Particulars | Sales (in crores of Rs.) | Advertisement expenditure (in crores of Rs.) |
|-----------------------------------------|--------------------------|----------------------------------------------|
| Means | 40 | 6 |
| Standard Deviations | 10 | 15 |
| Coefficient of correlation $\gamma=0.9$ | | |

- i) Estimate the likely sales for a proposed advertisement expenditure of Rs. 10 crores.
ii) What should be the advertisement expenditure if the firm proposes a sales target of Rs. 60 crores?

MASTER OF BUSINESS ADMINISTRATION (CBCS – 2022 COURSE)
M.B.A. Sem – I : WINTER- 2022
SUBJECT : BUSINESS ENVIRONMENT

Day : Friday

Time : 10:00 AM-01:00 PM

Date : 9/12/2022

W-25911-2022

Max. Marks : 100

N.B.:

- 1) Attempt **ANY FOUR** 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.

SECTION-I

- Q.1** Explain in detail the stages in the process of environmental analysis. (15)
- Q.2** Discuss the various techniques of environmental forecasting. (15)
- Q.3** What do you mean by economic environment? Explain its importance. (15)
- Q.4** Differentiate between fiscal deficit and revenue deficit. (15)
- Q.5** What are the aims of International Monetary Fund (IMF)? How does it help a country having adverse balance of payments? (15)
- Q.6** Write short notes on **ANY TWO** of the following: (15)
- a) Social Audit
 - b) Transfer of Technology
 - c) Legal Environment

SECTION-II

- Q.7** Comment on the New Industrial Policy of India with its objective and impact on industrial climate. (20)
- Q.8** Write a detailed note on technological environment and their impact on business innovation. (20)
- Q.9** Prepare a report on corporate social responsibility its types and which environmental/ social issues would consumer want to address? (20)

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MASTER OF BUSINESS ADMINISTRATION (CBCS -- 2022 COURSE)

M.B.A. Sem – I : WINTER- 2022

SUBJECT : BUSINESS COMMUNICATION

Day : Saturday

Time : 10:00 AM-01:00 PM

Date : 10/12/2022

W-25912-2022

Max. Marks : 100

N.B.

- 1) Attempt **ANY FOUR** questions from Section – I & **ANY TWO** questions from Section – II.
- 2) Figures to the **RIGHT** indicate **FULL** marks.
- 3) Answers to both the sections should be written in the **SAME** answer book.

SECTION – I

- Q.1** What are the various types of communication channels? (15)
- Q.2** Explain the various types of networks of flow of communication. (15)
- Q.3** What is meant by presentation? What is the role of audio-visual aids in presentation? (15)
- Q.4** Elaborate the SQ3R technique of reading. (15)
- Q.5** How should candidates prepare for a Group Discussion? (15)
- Q.6** Write short notes on **ANY THREE** of the following: (15)
- a) Inter cultural communication
 - b) Listening skills for effective communication.
 - c) Barriers to communication
 - d) Importance of non-verbal communication
 - e) Public speaking.

SECTION – II

- Q.7** Explain with examples intra-organizational and inter-organizational communication. (20)
- Q.8** Explain the following forms of verbal communication: 1)Extempore 2) Role play 3)Debate (20)
- Q.9** Write a request letter for quotation of Desktops. State clearly your requirements and also about delivery, packaging and terms of payment. (20)
