

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-I :SUMMER : 2023
SUBJECT : MANAGEMENT CONCEPTS & APPLICATIONS

Day : Wednesday

Time : 10:00 AM-01:00 PM

Date : 3/5/2023

S-25906-2023

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.
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SECTION – I

- Q. 1** Define Management. Explain the various principles of administrative management. (15)
- Q. 2** What is Feed Forward Control? Write benefits of controlling. (15)
- Q. 3** Discuss in detail the objectives of planning. (15)
- Q. 4** Define organizing. What is Organization Structure? (15)
- Q. 5** Write a detailed note on Management by Objectives. (15)
- Q. 6** Write short notes on **ANY TWO** of the following: (15)
- a) Communication
 - b) Scientific principles
 - c) Job enlargement

SECTION – II

- Q. 7** You have been appointed as the management consultant for the proposed start-up company planning to launch new generation laptops. Write a detailed SWOT analysis report. (20)
- Q. 8** “Majority business failures can be attributed to wrong decision-making”. Do you agree? Justify. (20)
- Q. 9** You as HR Manager want to recruit somebody as a manager in your organization. What are the basic qualities you would expect him to possess? Why? (20)

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Day : Saturday

Time : 10:00 AM-01:00 PM

Date : 6/5/2023

S-25907-2023

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** What is Managerial Economics? Explain with suitable examples how decision making can be influenced by Managerial Economics. (15)
- Q.2** Define Elasticity of Demand. Explain the types of price elasticity of demand with suitable diagram. (15)
- Q.3** Define Cost. Explain the types of short run cost curves. (15)
- Q.4** Explain with the help of diagrams the Increasing Returns, Constant Returns and Diminishing Returns. (15)
- Q.5** What is Monopoly? Explain the price output determination under monopoly with a suitable diagram. (15)
- Q.6** Write short notes on any **TWO** of the following: (15)
- a) Scale Economies
 - b) Investment function
 - c) Fiscal Policy

SECTION - II

- Q.7** Elaborate with reason the types of elasticity of demand for the following goods. (20)
- i) Petrol ii) Furniture iii) Medicine
- Q.8** Explain the business cycle with the help of a diagram. (20)
- Q.9** What is monetary policy? Explain with examples how monetary policy can boost the economy. (20)

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-I :SUMMER : 2023
SUBJECT : FINANCIAL & MANAGEMENT ACCOUNTING



Day : Tuesday

Date : 9/5/2023

S-25908-2023

Time : 10:00 AM-01:00 PM

Max. Marks : 100

N.B.:

- 1) Solve 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 the sections should be written in **SAME** answer book.
- 4) Use of **Simple Calculator** is allowed.

SECTION-I

- Q.1** Define Financial Accounting. Explain the Objectives and Scope of Financial Accounting. (15)
- Q.2** Explain the Need and Advantages of International Financial Reporting Standards (IFRS). (15)
- Q.3** Classify the Costs Element wise and Function wise. (15)
- Q.4** Explain the Characteristics and Advantages of Marginal Costing. (15)
- Q.5** 'Management Accounting plays important role in various functions of Management.' Justify the statement with examples. (15)
- Q.6** Write short notes on any **TWO** of the following: (15)
- a) End Users of Financial Statements
 - b) Matching of Costs and Revenue Concept
 - c) Margin of Safety

SECTION-II

- Q.7** Journalize the following transactions in the Books of Radhika. (20)

2022 July 1.	Invested Machinery worth Rs.8,00,000 and furniture worth Rs. 60,00,000 into the business.
2.	Paid for office Expenses by Cheque Rs. 3,80,000.
3.	Purchased goods worth Rs. 5,00,000 at 2% trade discount from Madhav Ltd.
5.	Paid Rs. 98,000 to Madhura in full settlement of Rs.1,00,000.
6.	Received Commission Rs.1,20,000.
7.	Sold goods to Reshma Ltd. worth Rs.15,00,000 @ 5% trade discount.
9.	Sold Machinery worth Rs.12,00,000 Book value at Rs. 10,00,000 to Ajay Ltd.
12.	Withdrawn Cash for personal Use Rs. 15,000.

P. T. O.

Q.8

Prepare a Flexible Budget from the following data. Given figures are for 60% capacity of production. Prepare Budget for 8,000 units (80%) and 9,000 units (90%) capacity. (20)

Particulars	Amount Rs 60% Capacity (6,000 units)
Variable Costs:	
Direct Material	60,000
Direct Labour	1,80,000
Fixed Costs:	
Depreciation	1,65,000
Insurance	45,000
Salaries	1,50,000
Semi-Variable Costs:	
Electricity (40% Fixed)	3,00,000
Repairs and Maintenance (20% Variable)	30,000

Q.9

Nihar Ltd. has applied the technique of standard Costing. The following information is available. (20)

You are required to calculate the following variances-for Material X and Y:

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

Material	Standard Quantity	Standard Price	Actual Quantity	Actual Price
X	90 units	Rs. 120/ unit	100 units	Rs. 125/ unit
Y	60 units	Rs. 150/ unit	65 units	Rs. 146 / unit
Total	150 units		165 units	

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

M.B.A. Sem-I :SUMMER : 2023

SUBJECT : ORGANIZATIONAL BEHAVIOUR

Day : Friday

Time : 10:00 AM-01:00 PM

Date : 12/5/2023

S-25909-2023

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.
- 4) Answers to both the sections should be written in the **SAME** answer book.

SECTION – I

- Q.1** What do you mean by Organisational Behaviour? What are the challenges faced by HR Managers in present business era. (15)
- Q.2** Define perception. Describe the process of perception. (15)
- Q.3** What are values? Compare and contrast terminal and instrumental values. (15)
- Q.4** What is a group? Identify the five stages of group development. (15)
- Q.5** “Herzberg’s two factor theory provides a complete foundation of employee motivation.” Justify. (15)
- Q.6** Write short notes on **ANY THREE** of the following: (15)
- a) Components of attitudes
 - b) Work redesign
 - c) Reinforcement in learning
 - d) Causes of Burnout

SECTION – II

- Q.7** Differentiate between traditional and modern views of conflict and strategies to resolve conflicts in business organisation. (20)
- Q.8** The layoffs declared by MNC’s have impacted to the level of stress for many employees. Suggest some strategies to manage stress to these employees. (20)
- Q.9** Whom can you call an effective leader in present business context? Provide your perspectives on leadership styles. (20)

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

M.B.A. Sem-I :SUMMER : 2023

SUBJECT : STATISTICAL TECHNIQUES

Day : Monday

Time : 10:00 AM-01:00 PM

Date : 15-05-2023

S-25910-2023

Max. Marks : 100

N.B.

- 1) Attempt **ANY FOUR** from Section – I and attempt **ANY TWO** questions from Section – II.
- 2) Use graph paper wherever necessary.
- 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 Define Statistics. Explain the applications of Statistics. (15)

Q.2 Calculate Mean, Median and Mode for the following data: (15)

Marks	5 – 10	10 – 15	15 – 20	20 – 25	25 – 30	30 – 35	35 – 40	40 – 45	45 – 50
No. of Students	7	15	24	31	42	30	26	15	10

Q.3 Calculate Mean Deviation and its Coefficient for the following data: (15)

Size	0-10	10-20	20-30	30-40	40-50	50-60	60-70
Frequency	7	12	18	25	16	14	8

Q.4 Calculate Spearman's Rank Correlation Coefficient for the following data: (15)

Price of Tea in ₹	75	88	95	70	60	80	81	50
Price of Coffee in ₹	120	134	150	115	110	140	142	100

Q.5 In a certain factory tuning out optical lenses, there is a small chance $1/500$ for any one lenses to be defective. The lenses are supplied in packs of 10. Use Poisson distribution to calculate approximate number of packs containing: (15)

- i) no defective
- ii) one defective
- iii) three defectives

There is consignment of 20,000 packets. (Given : $e^{-0.02} = 0.9802$)

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

- a) Probability
- b) Bar –diagrams
- c) Quartiles and deciles
- d) Range
- e) Scatter diagram

P.T.O.

SECTION – II

Q.7 a) Explain the properties of Karl Pearson's Coefficient of Correlation. **(10)**

b) Calculate Karl Pearson's Correlation Coefficient for the following data: **(10)**

X	28	37	40	38	35	33	40	32	34	33
Y	23	32	33	34	30	26	29	31	34	38

Q.8 For the following data: **(20)**

X	35	25	29	31	27	24	33	36
Y	23	27	26	21	24	20	29	30

- i) Obtain two regression equations.
- ii) Estimate X when Y = 40, estimate Y when X = 45.

Q.9 For the following data draw: **(20)**

Monthly Income in '000 ₹	10–20	20–30	30–40	40–50	50–60	60–70
No. of Families	10	25	40	30	20	5

- i) Histogram
- ii) Less than Ogive Curve

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

M.B.A. Sem-I :SUMMER : 2023

SUBJECT : STATISTICAL TECHNIQUES

Day : Monday

Time : 10:00 AM-01:00 PM

Date : 15-05-2023

S-25910-2023

Max. Marks : 100

N.B.

- 1) Attempt **ANY FOUR** from Section – I and attempt **ANY TWO** questions from Section – II.
- 2) Use graph paper wherever necessary.
- 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 Define Statistics. Explain the applications of Statistics. (15)

Q.2 Calculate Mean, Median and Mode for the following data: (15)

Marks	5 – 10	10 – 15	15 – 20	20 – 25	25 – 30	30 – 35	35 – 40	40 – 45	45 – 50
No. of Students	7	15	24	31	42	30	26	15	10

Q.3 Calculate Mean Deviation and its Coefficient for the following data: (15)

Size	0-10	10-20	20-30	30-40	40-50	50-60	60-70
Frequency	7	12	18	25	16	14	8

Q.4 Calculate Spearman's Rank Correlation Coefficient for the following data: (15)

Price of Tea in ₹	75	88	95	70	60	80	81	50
Price of Coffee in ₹	120	134	150	115	110	140	142	100

Q.5 In a certain factory tuning out optical lenses, there is a small chance $1/500$ for any one lenses to be defective. The lenses are supplied in packs of 10. Use Poisson distribution to calculate approximate number of packs containing: (15)

- i) no defective
- ii) one defective
- iii) three defectives

There is consignment of 20,000 packets. (Given : $e^{-0.02} = 0.9802$)

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

- a) Probability
- b) Bar –diagrams
- c) Quartiles and deciles
- d) Range
- e) Scatter diagram

P.T.O.

SECTION – II

Q.7 a) Explain the properties of Karl Pearson's Coefficient of Correlation. **(10)**

b) Calculate Karl Pearson's Correlation Coefficient for the following data: **(10)**

X	28	37	40	38	35	33	40	32	34	33
Y	23	32	33	34	30	26	29	31	34	38

Q.8 For the following data: **(20)**

X	35	25	29	31	27	24	33	36
Y	23	27	26	21	24	20	29	30

- i) Obtain two regression equations.
- ii) Estimate X when Y = 40, estimate Y when X = 45.

Q.9 For the following data draw: **(20)**

Monthly Income in '000 ₹	10–20	20–30	30–40	40–50	50–60	60–70
No. of Families	10	25	40	30	20	5

- i) Histogram
- ii) Less than Ogive Curve

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

M.B.A. Sem-I :SUMMER : 2023

SUBJECT : BUSINESS ENVIRONMENT

Day : Wednesday

Time : 10:00 AM-01:00 PM

Date : 17-05-2023

S-25911-2023

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 the sections should be written in **SAME** answer book.

SECTION-I

- Q.1 What do you mean by economic environment? Explain its importance. (15)
- Q.2 Explain in detail the stages in the process of environmental analysis. (15)
- Q.3 How would your life be different if globalization hadn't happened? Explain your answer with effect of globalization on business environment. (15)
- Q.4 How can technology improve competitiveness and productivity? (15)
- Q.5 Describe the impact of regulatory environment on business. (15)
- Q.6 Write short notes on **ANY TWO** of the following: (15)
- a) Industrial policy
 - b) EXIM policy
 - c) Social Responsibility of Business

SECTION-II

- Q.7 What is meaning of WTO. Explain its function as well as structure of WTO. (20)
- Q.8 Write a detailed note on business ethics & corporate governance. (20)
- Q.9 The manufacturer of local brand of T-Shirts used the logo and brand of an established brand on its T-Shirt and was able to sell them at a high price and earn huge profit. Justify your answer with various provisions of consumer protection act and its impact on business environment. (20)

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-I :SUMMER : 2023
SUBJECT : BUSINESS COMMUNICATION

Day : Friday

Time : 10:00 AM-01:00 PM

Date : 19-05-2023

S-25912-2023

Max. Marks :

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** Elaborate the communication process and explain the significance of communication. (15)
- Q.2** What are the various types of communication channels? Explain their effectiveness and limitations. (15)
- Q.3** Explain the various techniques for effective presentations. (15)
- Q.4** What are the different barriers to listening? Explain the various techniques for effective listening. (15)
- Q.5** What is the role of technology in business communication? Explain the telephone etiquettes. (15)
- Q.6** Write short notes on **ANY THREE** of the following: (15)
- a) Types of communication channels
 - b) Wheel network of flow of communication
 - c) Qualities of a skillful presenter
 - d) Persuasive messages
 - e) Importance of non-verbal communication

SECTION – II

- Q.7** Explain the entire process of conduction of meetings. (20)
- Q.8** Write a letter to a customer Jamnadas and Co. confirming the dispatch of their electrical goods. Write a letter of quotation to Durga traders quoting the least price of HMT watches. (20)
- Q.9** What is a Business report? Explain the format of Business report. (20)
