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M.B.A. Examination

**MANAGEMENT PROCESS AND
ORGANIZATIONAL BEHAVIOUR**

Paper – 101

(Semester-I)

Time : Three Hours] [Max. Marks : { Regular : 60
Pvt./ICDEOL : 100

The candidates shall limit their answers precisely within the answer-book (40 pages) issued to them and no supplementary/continuation sheet will be issued.

Note : Attempt *five* questions in all, selecting *one* question from each section. All questions carry equal marks.

UNIT-I

1. Explain the term management. Why are managers important for any organization's success? How was human relations movement important to management history?

2. Manager's responsibility in today's world is characterized by uncertainty, ambiguities and disruptive changes. Describe the skills and responsibilities of managers under these circumstances ? Why is it important to understand the different approaches to management theory that have evolved since industrial revolution?

UNIT-II

3. Organizations that fail to plan are planning to fail. Do you agree or disagree with the statement. Justify your answer with the help of suitable examples? Describe the types of plans?
4. Do you think decision-making is essential part of managerial effectiveness? How decision-making differs in risky versus ambiguous situations? How creativity affects individuals when they make a decision.

UNIT-III

5. Define organization. Discuss some important typologies of organizations.
6. Describe the various models organizational behaviour and the situations under which they can be effective. What are the major disciplines that have contributed to the discipline of organizational behaviour?

UNIT-IV

- 7.** One company recognizes an employee of the month, who is given a parking spot next to CEO's space near the front door. Explain the theories that would explain the positive motivation associated with this policy?
- 8.** Describe the elements of communication process. What are the major barriers to communication in organizations?

UNIT-V

- 9.** Suggest traits that you believe would be useful to a business leader today? Discuss the strengths and weakness of trait theory of leadership. When might leaders be irrelevant?
 - 10.** Discuss the types of groups and stages of group formation? Distinguish between formal groups and informal groups?
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M.B.A. Examination

MANAGEMENT SCIENCE-(I)

Paper – 102

(Semester-I)

Time : Three Hours] [Max. Marks : { Regular : 60
Pvt. /ICDEOL : 100

The candidates shall limit their answers precisely within the answer-book (40 pages) issued to them and no supplementary/continuation sheet will be issued.

Note : Attempt five questions in all; by selecting *one* question from each of the *five* units. Each question carries equal marks.

UNIT-I

1. (a) Bring out the functions of statistics.
- (b) What are the purposes of measures of central tendency and measures of dispersion? 6+6(10+10)

2. The score at an aptitude test by 120 students are given below :

Marks below : 5 10 15 20 25 30

No. of Students : 6 38 78 100 112 120

Calculate mean, median, mode, standard deviation and the coefficient of variation of the distribution of marks.

12(20)

UNIT-II

3. (a) How partial correlation is similar and different from multiple correlation?

- (b) Given the following results for the height (X) and weight (Y) in appropriate units of 1,000 students :

$$\bar{X} = 68; \bar{Y} = 150; S_x = 2.5; S_y = 20 \text{ and } r = 0.6.$$

(the symbol carry their usual meanings)

Estimate the height of a student 'A' who weighs 195 units and estimate the weight of the student 'B' whose height is 65 units. 3+9(5+15)

4. (a) A problem in mathematics is given to four students A, B, C and D their chances of solving it are $\frac{3}{5}$, $\frac{5}{6}$, $\frac{3}{4}$ and $\frac{2}{5}$ respectively. Find the probability that the problem will (i) be solved, (ii) not be solved.

- (b) List the important properties of a Binomial distribution. Give examples of some of the important area where Binomial distribution is used. 6+6(10+10)

UNIT-III

5. What is statistical estimation? What is hypothesis testing?
What are Type I and Type II Errors in hypothesis testing?
What are one-tailed and two-tailed tests? 12(20)
6. (a) ABC Transport Company wants to estimate the average length of time goods are in transit across the country. A random sample of 49 shipments gives a mean of 2.9 days and a standard deviation of 0.5 days. Construct a 95% confidence interval for the average transit time.
- (b) A company is engaged in the bottling of juice in bottles of 1,000 cm³ each. From experience, the standard deviation of the bottling process is known to be 1.30 cm³. A random sample of 40 bottles was selected and the exact contents of the selected bottles are recorded. The sample mean was 1,001.4 cm³. Has the process (at a α of 5%) gone out of control? 6+6(10+10)

UNIT-IV

7. (a) What are non-parametric tests? What are advantages of non-parametric tests?
- (b) What is Chi-square test of independence? Explain with suitable example. 4+8(7+13)
8. Explain the following, with suitable examples :
- (a) Kruskal-Wallis Test.
- (b) Spearman's Rank Correlation Test. 6+6(10+10)

UNIT-V

9. Define time series. Distinguish among trend, seasonal variations, cyclical fluctuations and random variation in a time series. What are the purposes of time series analysis? 12(20)

10. Fit a straight line trend by the method of least square to the following data (production in Rs. Crores):

Year	: 2011	2012	2013	2014	2015	2016
Production	: 7	10	12	14	17	24

Also, represent graphically. 12(20)

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M.B.A. Examination

MANAGERIAL ECONOMICS

Paper : 103

(Semester-I)

Time : Three Hours]

[Max. Marks :

{ Regular : 60
{ Pvt. /ICDEOL : 100

The candidates shall limit their answers precisely within the answer-book (40 pages) issued to them and no supplementary/continuation sheet will be issued.

Note : Attempt *five* questions in all, selecting *one* question from each unit. All questions carry equal marks.

UNIT-I

1. What do you mean by Economic problem? Explain.
2. Note down the circular flow of economic activities and the functions of economic system.

UNIT-II

3. Explain the meaning and importance of Managerial Economics.
4. Differentiate between Equi-marginal and Discounting principles with suitable examples.

UNIT-III

5. Explain various determinants of demand.
6. Write down the different forecasting methods for demand.

UNIT-IV

7. What do you mean by nature, types and managerial uses of Cost? Explain.
8. Discuss production functions with reference to consumer goods.

UNIT-V

9. Write down the pricing, pricing methods and strategies of pricing in Managerial Economics.
 10. Define and differentiate between Monopoly and Oligopoly.
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8633

M.B.A. Examination

BUSINESS ENVIRONMENT

Paper : 104

(Semester-I)

Time : Three Hours] [Max. Marks : { Regular : 60
Pvt. / ICDEOL : 100

The candidates shall limit their answers precisely within the answer-book (40 pages) issued to them and no supplementary/continuation sheet will be issued.

Note : Attempt *five* questions in all, selecting *one* question from each unit. All questions carry equal marks.

UNIT-I

1. 'To study the business environment is highly complex but compulsory also.' Comment on the statement covering important aspects of business environment.
2. Considering initiatives taken by the government, like- Make in India, Digital India etc., how do you outline the contemporary status of business in India?

UNIT-II

3. 'The economic growth can be increased when the government and business move together.' Comment on the statement considering changes in the relationship of business and government, and impact of the same.
4. Which major impacts on business of companies is seen due to change in Indian Companies Act, 1956 and adoption of new Act?

UNIT-III

5. Why do we make fiscal and monetary policies when we are unable to control fiscal deficit? Write key points of latest fiscal and monetary policy of Union government of India.
6. What is the impact of middle class revolutions, caste and communal tensions on the business and economy? How can we control such issues and make India more prosperous?

UNIT-IV

7. "The conflicting Centre-State relations may lead to losses for business.' Comment on the statement considering few business classes which suffered losses due to muddy politics.
8. Do you see due to technological advancements; the product obsolescence is increasing? Why business and government must focus on better technology and quality products?

UNIT-V

9. "Privatization however is useful for business entities yet disastrous for government/public sector and many sections of society.' Comment.
 10. Why ecology, environment and green technology have become important issues for business today? How business in present era may have sustainable development?
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M.B.A. (Ist Semester) Examination

INDIAN ETHOS AND VALUES

Paper : 105

(New Syllabus)

Time : Three Hours]

[Max. Marks :

{ Regular : 60

{ Pvt. / ICDEOL : 100

The candidates shall limit their answers precisely within the answer-book (40 pages) issued to them and no supplementary/continuation sheet will be issued.

Note : Attempt *five* questions in all, selecting *one* question from each unit.

UNIT-I

1. "Subject of ethics is receiving serious attention in corporate world and business schools, in the recent days." Comment

OR

2. What are the major ethical issues involved in computer applications in business?

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M.B.A. (Ist Semester) Examination

INDIAN ETHOS AND VALUES

Paper : 105

(New Syllabus)

Time : Three Hours]

[Max. Marks :

{ Regular : 60

{ Pvt. / ICDEOL : 100

The candidates shall limit their answers precisely within the answer-book (40 pages) issued to them and no supplementary/continuation sheet will be issued.

Note : Attempt *five* questions in all, selecting *one* question from each unit.

UNIT-I

1. "Subject of ethics is receiving serious attention in corporate world and business schools, in the recent days." Comment

OR

2. What are the major ethical issues involved in computer applications in business?

UNIT-II

3. Discuss the relevance of values in modern management. Examine the benefits of an ethical manager for any organization.

OR

4. What is Ethical Leadership and what kind of values should a leader adopt to discharge the responsibilities ethically?

UNIT-III

5. The consequences of deforestation have been disastrous for mankind. Hence, Sustainable forest management is the need of hour. Discuss

OR

6. What is Corporate social responsibility and why it is important for business to act in a socially responsible manner?

UNIT-IV

7. Explain the need and relevance of Yoga for the modern managers.

OR

8. Spirituality can positively improve the quality of work life. Justify the statement.

UNIT-V

9. What are the unethical issues that have emerged due to globalization and what global initiatives have been taken to curb them?

OR

10. Discuss the issues and current practices of Green business.
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8637

M.B.A. (Ist Semester) Examination
ACCOUNTING FOR MANAGERS

Paper-106
(New Syllabus)

Time : Three Hours] [Max. Marks : { Regular : 60
Pvt./ICDEOL : 100

The candidates shall limit their answers precisely within the answer-book (40 pages) issued to them and no supplementary/continuation sheet will be issued.

Note : Attempt five questions in all, selecting one question from each unit. All questions carry equal marks.

UNIT-I

1. (a) Why accounting is considered as information system ? Discuss in detail relevance of concepts and conventions for preparation of financial statement and its evolution.
- (b) Briefly explain the steps of accounting cycle. Also narrate the rules of debit and credit.

OR

8637/300/777/254

[P.T.O.]

2. Journalise the following transactions :

2018	₹
July 2 Commenced business with cash	25,000
4 Purchased furniture for cash	2,000
4 Cash purchases	14,500
7 Bought of Somal	2,600
7 Sold of Monica	808
9 Rent for two years paid in advance	2,400
9 Drawings by the proprietor for household expenses	400
9 Goods taken out by the proprietor for domestic use	50
9 Cash withdrawn from Bank	2,700
14 Cash paid to Somal after deduction of discount ₹ 130	2,470
18 Monica becomes insolvent. A dividend of ₹ 50 paise in a rupee is received.	404
24 Electricity bill paid	510
26 Purchases of goods for cash	1,200
31 Depreciation of furniture	110
31 Depreciation of Scooter	220
31 Bank charges for the month	5

UNIT-II

3. Distinguish between Trading Account and Profit and Loss Account. Give a specimen of Trading and Profit and Loss Account with imaginary figures.

OR

4. From the following trial balance and additional information, prepare a trading and profit and loss account for the year ended 31 March, 2018 and a balance-sheet as at the same date.

Trial balance as at 31 March, 2018

	Dr. ₹	Cr. ₹
Tax payable		90,000
Net sales		9,30,000
Net purchases	3,20,000	
Stock	30,000	
Salaries & wages	1,80,000	
Rent & rates	1,40,000	
Water & electricity	21,000	
Trade creditors		1,19,600
Trade debtors	3,21,000	
Insurance	51,000	
Cash in hand	20,000	
Cash at bank	1,34,000	
Plant & machinery	4,20,000	
Furniture & fittings	97,600	

Capital		7,00,000
Drawings	15,000	
Fixed deposits with bank	3,00,000	
Bank loan		1,70,000
Provision for depreciation—Plant & machinery		30,000
Provision for depreciation—Furniture & fittings		10,000
		<hr/>
	20,49,600	20,49,600

Additional information:

- (a) Closing stock amounted to ₹ 70,000.
- (b) Provision for depreciation is to be made for the current year :
 - Plant & machinery @ 10% on book value.
 - Furniture & fittings @ 8% on book value
- (c) Accrued expenses : Wages ₹ 8,000.
Water & electricity ₹ 3,000.
- (d) Prepaid expenses : Rent & rates ₹ 14,000
Insurance ₹ 25,000.
- (e) Accrued income : Accrued interest up to and including 31 March, 2018– ₹ 13,000.
- (f) Provide for doubtful debts : 4% of total debtors.

Required:

Prepare a trading and profit and loss account for the year ended 31 March, 2018 and a balance-sheet as at that date.

UNIT-III

5. "Depreciation is an important source of funds (working capital)." Do you agree? Justify your answer. Also explain various methods of charging depreciation.

OR

6. Goodluck Ltd. purchased on 1st January, 2007, certain machinery for ₹ 1,94,000 and ₹ 6,000 on its erection. On 1st July, 2007 additional machinery costing ₹ 1,00,000 was purchased. On 1st July, 2009, the machinery purchased on 1st January, 2007 has been auctioned for ₹ 1,00,000 and on the same date, new machinery was purchased at a cost of ₹ 1,50,000. Depreciation was provided annually on 31st December at the rate of 10% p.a. on the original cost. No depreciation need be charged during the year of sale machinery for that part of the year when the machine was used. In 2011, however the company has changed the method of depreciation to written down value method at the rate of 15% p.a. from the straight line method. Show the machinery account for the period from 2007 to 2011.

UNIT-IV

7. What is a Fund Flow Statement? Why should a business prepare it? How are sources and applications categorized for proper interpretation of funds flow statement? How is it different from a Cash flow statement?

OR

8. The comparative balance-sheet of Icelands Ltd. as at 31st December, 2007 and 2008 are as under :

Liabilities	2007 ₹	2008 ₹	Assets	2007 ₹	2008 ₹
Share capital	10,00,000	15,00,000	Building at cost	7,50,000	11,50,000
Share premium	-	50,000	Machinery (Less depreciation)	8,75,000	11,25,000
P & L A/c	2,00,000	4,25,000	Investments	1,00,000	1,00,000
5% debentures	5,00,000	3,80,000	Stock	2,25,000	2,45,000
Creditors	3,00,000	5,20,000	debtors	75,000	90,000
Prov. for Taxation	1,00,000	25,000	Bank balance	1,25,000	2,40,000
Proposed dividend	50,000	50,000			
	21,50,000	29,50,000		21,50,000	29,50,000

The additional information is as under :

1. During the year 2008 the company sold machinery costing ₹ 75,000 for ₹ 25,000. The accumulated depreciation on the said machinery was ₹ 40,000.
2. Depreciation written off during the year 2008 was ₹ 90,000.
3. Taxation paid during the year amounted to ₹ 90,000.

From the above information prepare a statement of Sources and Application of Funds for the year 2008.

UNIT-V

9. The following are the ratio of XYZ Ltd :

Debtors velocity 03 months, Creditors velocity 02 months, Stock velocity 08 months, Gross profit ratio 25%. Gross profit for the year ended 31 March, 2018 amounted to ₹ 4,00,000. Closing stock of the year is ₹ 10,000 more than opening stock. B/R amount to ₹ 25,000 and B/P are ₹ 10,000. Assume all sales and purchases are on credit basis.

Find out (a) Sales, (b) Closing stock, (c) Sundry debtors, and (d) Sundry creditors.

OR

10. What do you mean by Marginal costing? Discuss in detail about the managerial applications of marginal costing.
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