

Total No. of Questions - 10]
(1117)

[Total Pages : 3

9158

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 unit. All questions carry equal marks.

UNIT-I

1. Discuss the role of modern theories in excellence of management. Defend your answer with the help of examples.
2. Explain the factors responsible for predicting behaviour of individual at work settings in the organization. How do these help managers in decision-making ? Discuss.

9158/700/777/228

[P.T.O.]

UNIT-II

3. Discuss the impact of creativity on planning and decision-making. What are its essential features? Explain.
4. "Planning looking ahead and control looking back." Discuss with examples.

UNIT-III

5. Enumerate the emerging challenges for OB in present business environment. Discuss suitable strategies to handle such challenges.
6. Do you think models of OB help in changing the behaviour of people in an organization ? Discuss.

UNIT-IV

7. Describe the role of work motivation in creating individual differences. Suggest suitable strategies to manage these differences.
8. What is attitude ? How does it convert observations into perceptions ? Explain with examples.

UNIT-V

9. Discuss the process of group formation. What factors convert it into group dynamics ? Explain your answer with the help of organizational situations.

10. What are the determinants of good interpersonal relations ? Explain their influencing factors at work place for organizational success.
-

Total No. of Questions - 10]
(1117)

[Total Pages : 4

9159

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, selecting *one* question from each section. All questions carry equal marks.

SECTION-I

1. (a) Is the knowledge of Statistics essential in management decisions ? Comment.
- (b) Highlight the characteristics and scope of Statistics.

2. The following is the distribution of weekly wages of 600 workers in a factory :

Wages (Rs.)	Number of Workers
Below 875	69
875-950	167
950-1,025	207
1,025-1,100	65
1,100-1,175	58
1,175-1,250	24
1,250 and above	10

- (a) Draw the two ogives and hence obtain the value of median. Check it against the calculated value.
- (b) Obtain the limits of weekly wages of middle 50% workers.
- (c) Estimate graphically the number of workers whose wages are between Rs. 950 and R. 1,250.

SECTION-II

3. A sample survey of 5 families was conducted and figures were obtained with respect to their annual savings x_1 ('000 Rs.), annual income x_2 ('000 Rs.) and family size x_3 . The data is summarised in the table below.

Family	Annual Savings	Annual Income	Family Size
1	10	16	3
2	5	13	6
3	10	21	4
4	4	10	5
5	8	13	3

Find the value of $r_{12,3}$ and $R_{1,23}$.

4. (a) Using suitable examples, differentiate between
(i) Mutually exclusive and Non-mutually exclusive events, and (ii) Undependent and Dependent events.
- (b) Discuss the properties of Normal distribution.

SECTION-III

5. (a) Annual expenses of 10 families, selected randomly, were 11, 37, 25, 62, 51, 21, 18, 43, 32, 20 in a year. Set up a 99% confidence interval of the average expenses for these families.
- (b) Mean life of a sample of 400 bulbs produced by a compnay was found to be 1600 hours with a standard deviation of 150 hours. Test the hypothesis that mean life of the bulbs produced is higher than the mean life of 1570 hours.
6. Write notes on the following :
- (a) Aceppance and Rejection Region.
- (b) Type-I and Type-II Errors.
- (c) Analysis of Variance.

SECTION-IV

7. (a) Explain the properties of Chi-square distribution and conditions for the application of Chi-square test.

(b) What are the differences between Parametric and Non-Parametric tests ?

8. Use Kruskal-Wallis test to determine whether there is significance difference in the following populations :

Population 1 : 17 19 27 20 35 40

Population 2 : 28 36 33 22 27

Population 3 : 37 30 39 42 28 25 31

SECTION-V

9. Taking a hypothetical example, explain Moving average method. What are the advantages and limitations of this method ?

10. Quarterly sales (in thousand rupees) of Super Bazar are as given below :

Year	Quarters			
	I	II	III	IV
2000	60	80	72	68
2001	68	104	100	88
2002	80	116	108	96
2003	108	152	136	124
2004	160	184	172	164

Find the seasonal indices using Ratio to trend method.

Total No. of Questions - 10]
(1117)

[Total Pages : 3

9160

M.B.A. Examination
MANAGERIAL ECONOMICS

Paper : 103
(Semester-I)

Time : Three Hours] [Max. Marks : { Regular : 60
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 is Open Economy ? Explain the circular flow of income and goods in this economy. Discuss the significance of this flow in an open economy. 12(20)

9160/700/777/230

[P.T.O.]

2. Critically examine the Profit maximisation goal of the business firm. 12(20)

UNIT-II

3. Explain the nature and scope of business economics in the context of business decisions. 12(20)
4. What is Opportunity Cost ? How can it be calculated ? What are the precautions to be kept in view while using the Opportunity cost ? 12(20)

UNIT-III

5. Explain Law of Demand. What are the causes of its operations ? Explain its exceptions. 12(20)
6. Define Demand Forecasting. Mention *six* methods of forecasting demand. 12(20)

UNIT-IV

7. Explain the law of Variable Proportions. Which is the best stage of production ? 12(20)
8. Discuss the relationship between Short-run average cost, Average variable cost and Marginal cost curves according to modern theory of cost curves. 12(20)

UNIT-V

9. What is Monopoly ? Explain equilibrium of the firm under Monopoly. 12(20)
 10. Explain the pricing strategies in long and small business enterprises. 12(20)
-

Total No. of Questions - 10]
(1117)

[Total Pages : 3

9161

M.B.A. Examination
BUSINESS ENVIRONMENT

Paper : 104

(Semester-I)

Time : Three Hours]

[Max. Marks :

{ Regular : 80
{ 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. Give a sketchy picture of the important macro environmental forces that prevail in business environment.
2. Briefly give a review of history of Indian Business starting from ancient civilization to contemporary era.

9161/700/777/231

[P.T.O.]

UNIT-II

3. India has moved from Mixed economy to Open economy. State the role of globalisation and liberalization in this process.
4. Briefly describe the following terms :
 - (a) State and Markets.
 - (b) Anti-Trust Foreign Investment.

UNIT-III

5. It is said that India has absorbed and assimilated every cultural eruption in its flow. Briefly describe Indian Cultural ethos and Global culture.
6. What is Industrial Policy of India ? Also state the industrial policy development features till date.

UNIT-IV

7. "The two most powerful institutions in society today are business and government; where they meet on common ground, amicably or otherwise, together they determine public policy both foreign and domestic, for a nation." Elucidate the statement.
8. Write short notes on the following :
 - (a) Patenting Laws–National and International.
 - (b) Information Technology Environment.

UNIT-V

9. Define the term 'Multi-National Corporations'. State the role of MNCs in economic development of a country.
 10. Briefly describe the following terms :
 - (a) Ecological and Sustainable Development.
 - (b) Attracting Foreign Investment.
-

Total No. of Questions - 10]
(1117)

[Total Pages : 3

9162

M.B.A. Examination

INDIAN ETHOS AND VALUES

Paper : 105

(Semester-I)

Time : Three Hours] [Maximum 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. Explain the concept of values. How do you think values are relevant in modern organizations ?
2. What are different types of values ? How can value based management affect success of an organizations.

9162/700/777/232

[P.T.O.

UNIT-II

3. "A Leader's ethical behaviour contributes to the success of an organization." Write your views on this statement.
4. How do you think human values can effect inter-relationship among employees and strengthen teams in any organization ?

UNIT-III

5. "An Insight into Indian Ethos can have a positive effect on Total Quality Management." Express your opinion on this statement.
6. What are the important lessons for management in Indian Scriptures.

UNIT-IV

7. How can spiritual values of a manager can influence his workplace in any organization ?
8. Explain any *three* of the following techniques :
 - (a) Meditation.
 - (b) Yoga.
 - (c) Silent Sitting.
 - (d) Singing.

UNIT-V

9. What is the need for values in changing business scenario ?
 10. What is the significance of teaching Ethos in Management ?
-

Total No. of Questions - 10]
(1117)

[Total Pages : 5

9163

M.B.A. Examination
ACCOUNTING FOR MANAGERS

Paper : 106

(Semester-I)

Time : Three Hours] [Max. Marks : { Regular : 60
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 are the functions of Financial accounting ? What are its advantages ? Explain its limitations.
2. (a) Explain the meaning and significance of Matching concept.
(b) Journalise the following transactions in the books of A and post them in the ledger and balance them :

9163/700/777/233

[P.T.O.]

- April 2015
1. Bought goods for cash Rs. 50,000.
 2. Sold goods for cash Rs. 90,000.
 3. Bought goods for credit from B Rs. 15,000.
 4. Sold goods on credit to C Rs. 10,000.
 5. Paid to B Rs. 5,000.

UNIT-II

3. The following balances were extracted from the ledger of A on March 31, 2015. Prepare a Trial Balance as on the date in the proper form.

	Rs.		Rs.
Salaries	72,640	Repairs	3,340
Sales	3,47,000	Sundry Expenses	940
Plant & Machinery	68,600	Sundry Debtors	2,860
Commission Paid	3,760	Returns Inwards	2,000
Purchases	2,89,340	Returns Outwards	800
Stock (1.4.2015)	22,200	Discount Allowed	2,300
Sundry Creditors	28,520	Rent and Rates	6,440
Carriage Inward	480	Investments	12,000
Travelling Expenses	5,260	Capital (1.4.2015)	1,25,000
Drawings	7,000	Cash at Bank	2,180

A Company maintains 'Provision for Bad and Doubtful Debts' @ 5% and 'Provision for Discount' on Debtors @ 2%. The following information is available :

	2008	2009
	(Rs.)	(Rs.)
Bad Debts	1,000	3,000
Discount Allowed	2,000	2,000
Recovery of Bad Debts Written-off	1,500	500

Sundry Debtors (before written-off Bad Debts and Discount), amounted to Rs. 2,00,000 on 31 December, 2008 and Rs. 1,50,000 on December 31, 2009. On 1-1-2008, provision for Bad Debts and provision for Discount on Debtors had balance of Rs. 12,000 and Rs. 2,000 respectively.

Show Provision for Bad Debts Account and Provision for discount on Debtors Account for 2008 and 2009.

UNIT-III

5. Differentiate, with suitable examples, between Straight Line Method and Diminishing Balance Method of charging Depreciation.
6. From the following information, make out a statement of Proprietor's Funds with as many details as possible :
 - (a) Current Ratio 2.50
 - (b) Liquid Ratio 1.50

- (c) Proprietary Ratio
(Fixed Assets/Proprietor's Fund) .75
- (d) Working Capital Rs. 60,000
- (e) Reserve & Surplus Rs. 40,000
- (f) Bank Overdraft Rs. 10,000

There is no long-term loans or fictitious assets.

UNIT-IV

7. What is Funds Flow Statement ? How does it differ from Balance-sheet ? Explain the significance of Flow statement to managers and investors.
8. From the following balance-sheets of Royal Industries, make out schedule of changes in working capital and funds flow statement for the year ending 2015 :

Liabilities	2014 (Rs)	2015 (Rs)	Assets	2014 (Rs)	2015 (Rs)
Equity Share Capital	3,00,000	4,00,000	Goodwill	1,15,000	90,000
12% Debentures	1,50,000	1,00,000	Land and Building	2,00,000	1,70,000
Share Premium A/c	6,000	8,000	Plant	80,000	2,00,000
General Reserve	76,000	1,12,000	Current Assets	2,82,000	3,57,000
Profit & Loss A/c	30,000	48,000			
Current Liabilities	1,15,000	1,49,000			
	6,77,000	8,17,000		6,77,000	8,17,000

Additional Information :

- (a) Depreciation on Plant Rs. 20,000.
- (b) Gain on Sale of Land Rs. 20,000.

UNIT-V

9. What do you mean by Break-even chart ? Explain the various methods of its preparation.
10. The following particulars are available from a Company record for the month of March, 2015 :

Variable Cost per Unit	Rs. 14
Fixed Factory Overheads	Rs. 5,40,000
Fixed Selling Overheads	Rs. 2,52,000
Selling Price per Unit	Rs. 24

Calculate the following :

- (a) B.E.P. ;
- (b) How many units must be sold to earn income of Rs. 60,000 per month ?
- (c) How many units must be sold to earn a net income of 25% of cost ?
- (d) What should be the selling price per unit if break-even is brought down to 1,20,000 units ?
-