

Sr. No. 8246

Roll No. _____

MBA/MBA (HA)-1ST SEMESTER EXAMINATION: DECEMBER-2016
(SUB.-MANAGEMENT CONCEPTS AND APPLICATIONS / FUNDAMENTALS OF MANAGEMENT)
(PAPER CODE-06090101/06130101)

TIME : 03.00 Hrs.

Max. Marks : 75

Instructions :

1. Write your Roll No. on the Question paper.
2. Candidate should ensure that they have been provided with the correct question paper. Complaints in this regard, if any, should be made within 15 minutes of the commencement of the exam. No complaint(s) will be entertained thereafter.
3. Attempt five (5) questions in all and Question No. 1 is compulsory.
4. Students are required to attempt four (4) questions selecting one question from each unit in addition to Q. No. 1. All question carry equal marks.
5. Draw Diagram wherever required.

Q1. Answer all the following questions :

- (a) Differentiate between programmed and un programmed Decisions. (2)
- (b) Elements of Planning. (2)
- (c) What is Line & Staff concept ? (2)
- (d) Define Behavioural Theory of Leadership. (2)
- (e) Why Decentralisation is required? (2)
- (f) Why Coordination is important? (2)
- (g) Importance of communication skills (2)
- (h) Span of Control (1)

UNIT-I

- Q2. "Management is nothing but Planning, Implementation and Control". Comment. (15)

OR

- Q3. Discuss the contribution of Behavioural approach to the study of Management and comment over its relevance in today's business world. (15)

UNIT-II

- Q4. (a) Elements of Planning (7)
(b) Decision Making Process (8)

OR

- Q5. (a) Bases of Departmentation (7)
(b) Centralisation v/s Decentralisation (8)

UNIT-III

- Q6. Define the concept of Leadership and discuss some of the theories of Leadership highlighting their respective utility and limitations. (15)

P.T.O.

OR

Q7. Define Motivation and compare and contrast Maslow's and Herzberg theories of Motivation. (15)

UNIT-IV

Q8. Provide a detailed account of management control process and tools of control. (7+8=15)

OR

Q9. Discuss some of the Ethical issues related to Management field and comment on their importance. (15)

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Sr. No. 8248

Roll No. _____

MBA/MBA (HA)-1ST SEMESTER EXAMINATION; DECEMBER-2016
(SUB.-ORGANIZATIONAL BEHAVIOUR; PAPER CODE-06090103/06130103)

TIME : 03.00 Hrs.

Max. Marks : 75

Instructions :

1. Write your Roll No. on the Question paper,
2. Candidate should ensure that they have been provided with the correct question paper. Complaints in this regard, if any, should be made within 15 minutes of the commencement of the exam. No complaint(s) will be entertained thereafter.
3. Attempt five (5) questions in all and Question No. 1 is compulsory.
4. Students are required to attempt Four questions selecting one question from each unit in addition to Q1. All question carry equal marks.
5. Draw Diagram wherever required.

Q1. Explain in brief the following :

- | | |
|-----------------------------|-----|
| (a) Organizational behavior | (2) |
| (b) Emotional intelligence | (2) |
| (c) Components of Attitude | (2) |
| (d) Perception | (2) |
| (e) Legitimate pow | (2) |
| (f) Organizational politi | (2) |
| (g) Job desi | (2) |
| (h) Organizational culture | (1) |

UNIT-I

Q2. Why 'organizational behavior' need to be learnt by aspiring managers? What are major challenges before an OB manager during the next millennium? (15)

OR

Q3. What do you mean by Ethics? "Ethical issues arise out of everyday business decision." Comment. Also describe the guidelines for managing ethics in the workplaces in India. (15)

UNIT-II

Q4. Define 'Personality'. Identify the factors affecting the formation and development of personality. Also explain the salient features of Type A and B, with suitable examples. (15)

OR

Q5. What are the causes of work stress in an organization? Should it be discouraged or encouraged? How can an individual manage it?

UNIT-III

Q6. Define and describe the characteristics and types of groups. How do groups develop and in what way do they differ from a team? (15)

OR

Q7. What causes conflicts in organizations? What approach do you suggest for conflict management? (15)

P.T.O.

UNIT-IV

Q8. How does line and staff organization structure differ from pure line organization structure? What are the benefits and limitations of line and staff organization structure? (15)

OR

Q9. Identify some of the factors that increase resistance to change in organizations. What measures can be taken to manage it effectively? (15)

Sr. No. 8251

Roll No. _____

MBA -1ST SEMESTER EXAMINATION; DECEMBER-2016
(SUB.-COMPUTER APPLICATIONS IN MANAGEMENT; PAPER CODE-06090106)

TIME : 03.00 Hrs.

Max. Marks : 50

Instructions :

1. Write your Roll No. on the Question paper.
2. Candidate should ensure that they have been provided with the correct question paper. Complaints in this regard, if any, should be made within 15 minutes of the commencement of the exam. No complaint(s) will be entertained thereafter.
3. Attempt five (5) questions in all and Question No. 1 is compulsory.
4. Students are required to attempt four (4) questions selecting one question from each unit in addition to Q. No. 1. All question carry equal marks.
5. Draw Diagram wherever required.

Q1. Answer all the following questions:-

- (a) What do you mean by Storage devices? (2)
- (b) Explain the terms Entity and attribute. (2)
- (c) How to create graphs in MS-Excel? (2)
- (d) What is WWW pages? (2)
- (e) What do you mean by Packet Transmission? (2)

UNIT-I

- Q2. (a) What is Computer? Explain its different components. (5)
(b) What is an Operating system? Why it is called resource manager? (5)

OR

- Q3. (a) Explain the characteristics and Limitation of a Computer. (5)
(b) Explain the Application of Computer in Business. (5)

UNIT-II

- Q4. (a) What do you mean by word processing? What are the advantage of word processing? (5)
(b) What is Power Point? What is the various application of the power point? Explain. (5)

OR

- Q5. (a) How to prepare documentation and making reports in MS-Word? (5)
(b) What is MS-Excel? Explain the main applications of MS-Excel? (5)

UNIT-III

- Q6. What is internet? Explain its benefits and applications. (10)

OR

- Q7. Explain the following in detail:- (2x5=10)

- (a) Internet Protocol Addresses
- (b) Network Topology

P.T.O.

UNIT-IV

Q8. What is database? Explain the Advantages and Limitations of database. (10)

OR

Q9. (a) Explain the characteristics and Objective of database. (5)

(b) Explain the terms Schema & Subschema in detail with example. (5)

8/11/09

Sr. No. 8248

Roll No. _____

MBA/MBA (HA)-1ST SEMESTER EXAMINATION; DECEMBER-2016
(SUB.-BUSINESS COMMUNICATIONS SKILLS/ BUSINESS COMMUNICATION)
(PAPER CODE-06090107/06130104)

TIME : 03.00 Hrs.

Max. Marks : 75

Instructions :

1. Write your Roll No. on the Question paper,
2. Candidate should ensure that they have been provided with the correct question paper. Complaints in this regard, if any, should be made within 15 minutes of the commencement of the exam. No complaint(s) will be entertained thereafter.
3. Attempt five (5) questions in all and Question No. 1 is compulsory.
4. Students are required to attempt Four questions selecting one question from each unit in addition to Q1. All question carry equal marks.
5. Draw Diagram wherever required.

Q1. Answer all the following questions :

- (a) Explain the meaning of gestures with examples. (2)
- (b) What do you mean by noise in communication? (2)
- (c) Write a note on telephonic communication. (2)
- (d) Write a note on presentation skills. (2)
- (e) What do you mean by business-correspondence? (2)
- (f) What are the important points while writing a report? (2)
- (g) Write about various types of letters. (2)
- (h) Give example of three situations where circulars are useful than notices. (1)

UNIT-I

Q2. What do you mean y communication? What is its importance in the life of young professionals? Write a detailed note on the barriers in proper communication. (15)

OR

Q3. How would you explain listening process? Explain various hurdles in listening process while providing suggestions to remove the same. (15)

UNIT-II

Q4. What are the essential components that are to be kept in mind at the time of conducting a group discussion and personal interview? (15)

OR

Q5. What do you mean by Assertiveness in managerial behavior? What are the indicators of assertiveness and what are the strategies available for bringing assertiveness in management? (15)

UNIT-III

Q6. Differentiate between verbal and non-verbal communication. What role non-verbal communication does play in business communication? (15)

P.T.O.

OR

Q7. Write a detailed note on business etiquettes. (15)

UNIT-IV

Q8. What are the important points while writing a CV? Prepare a model CV to apply for a job in online shopping sector. (15)

OR

Q9. What is the difference between a Notice and Circular? Write down a circular for some imaginary purpose in your university. (15)

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Sr. No. 8250

Roll No. _____

MBA/MBA (HA)-1ST SEMESTER EXAMINATION: DECEMBER-2016
(SUB.-ACCOUNTING FOR MANAGERS; PAPER CODE-06090105/06130105)

TIME : 03.00 Hrs.

Max. Marks : 75

Instructions :

1. Write your Roll No. on the Question paper.
2. Candidate should ensure that they have been provided with the correct question paper. Complaints in this regard, if any, should be made within 15 minutes of the commencement of the exam. No complaint(s) will be entertained thereafter.
3. Attempt five (5) questions in all and Question No. 1 is compulsory.
4. Students are required to attempt Four questions selecting one question from each unit in addition to Q1. All question carry equal marks.
5. Draw Diagram wherever required.

Q1. Attempt all the following questions :

- (a) What is 'Accounting period Principle'? (2)
- (b) What is meant by 'error of omission'? (2)
- (c) What is the difference between Current Ratio and Liquid Ratio? (2)
- (d) What do you mean by Financing Activities? (2)
- (e) Define Cost Accounting. (2)
- (f) What is Activity Based Costing? (2)
- (g) What is 'Master Budget'? (2)
- (h) Define Marginal Costing'? (1)

UNIT-I

Q2. What is accounting? Explain its functioning in detail. (15)

OR

- Q3. (a) What is a Balance Sheet ? Why it is prepared ? (5)
- (b) On 1st April 2010, Uma Glass Ltd purchased Machinery for Rs. 70000 and spent Rs.6000 on its carriage and Rs. 4000 on its erection. On the date of its purchase, it was estimated that the effective life of the machine will be 10 years and after 10 years its scrap value will be Rs. 5000.

Prepare machinery A/c and Depreciation A/c for 5 years providing depreciation on Straight Line method. (10)

UNIT-II

Q4. What do you mean by Financial Statements analysis? What are its objectives and limitations? (15)

OR

Q5. Following particulars are given to you. (15)

	Rs.
Cash	4,000
Trade Receivables	1,00,000
Inventories	1,50,000

P.T.O.

Prepaid Expenses	5,000
Land and Building	2,50,000
Patents	18,000
Loose Tools	26,000
Goodwill	1,00,000
Bank overdraft	55,000
Trade Payable	85,000
15% Debentures	80,000

Calculate :

- (a) Current Ratio
- (b) Quick/Liquid Ratio
- (c) Comment on the short run Financial Position of the Company.

UNIT-III

Q6. What is Cost Accounting? Explain its advantages. What characteristics should be there in an ideal costing system? (15)

OR

Q7. What do you mean by activity-based costing? What are its advantages and limitations? (15)

UNIT-IV

Q8. What is Budgetary Control? What are its benefits? What are essential successful Budgeting? (15)

OR

Q9. (a) What is Managerial Costing? Write and explain any two uses. (3)
 (b) From the following data calculate:- (12)

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

Material	Standard Quantity (Units)	Standard Price (Rs.)	Actual Quantity (Units)	Actual Price (Rs.)
L	500	3	340	2.40
M	300	5	150	4.50

Sr. No. 8247

Roll No. _____

MBA -1ST SEMESTER EXAMINATION; DECEMBER-2016
(SUB.-MANAGERIAL ECONOMICS; PAPER CODE-06090102)

TIME : 03.00 Hrs.

Max. Marks : 75

Instructions :

1. Write your Roll No. on the Question paper.
2. Candidate should ensure that they have been provided with the correct question paper. Complaints in this regard, if any, should be made within 15 minutes of the commencement of the exam. No complaint(s) will be entertained thereafter.
3. Attempt five (5) questions in all and Question No. 1 is compulsory.
4. Students are required to attempt four (4) questions selecting one question from each unit in addition to Q. No. 1. All question carry equal marks.
5. Draw Diagram wherever required.

Q1. Give the answer of the following questions :

- a) What do you mean by alternative objectives? (2)
- b) What is meant by demand schedule? (2)
- c) Define marginal price. (2)
- d) What is advertising effect? (2)
- e) What is price elasticity of demand? (2)
- f) Explain the term macro economics. (2)
- g) Define the term national income. (2)
- h) What is meant by pricing of public utilities? (1)

UNIT-I

Q2. Explain the nature and scope of Managerial economics in the context of business decisions. (15)

OR

Q3. What is the law of demand? Explain with the help of demand schedule and demand curve. What are the exceptions to this law? (15)

UNIT-II

Q4. Define optimum input-combination. What are the criteria for the least cost combination of inputs? Explain graphically. (15)

OR

Q5. Explain price-output decisions under alternative market structures. How would you decide the shut-down point in a firm? (15)

UNIT-III

Q6. What is transfer pricing? How transfer price determined if :-

- a) there is no external market for the transfer product
- b) there is no external market for it? (15)

P.T.O.

OR

Q7. What do you mean by product differentiation? How pricing decisions are taken in a multi-product firm. (15)

UNIT-IV

Q8. What is meant location choice of a firm? What are the criteria of choosing a good location? (15)

OR

Q9. Write Note on : (15)

- (a) Business cycles
- (b) Inflation analysis

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MBA– IST SEMESTER EXAMINATION; DECEMBER 2016

(SUB.: QUANTITATIVE ANALYSIS: PAPER CODE: 06090104)

TIME: 03:00 Hrs.

Max. Marks: 75

Instructions:-

1. Write your Roll no. on the Question paper.
2. Candidate should ensure that they have been provided with the correct question paper. Complaints in this regards, If any, should be made within 15 minutes of the commencement of the exam. No complaint(s) will be entertained thereafter.
3. Attempt FIVE questions in all and Q.1 is compulsory. Students are required to attempt FOUR questions selecting one question from each unit in addition to Q.No.-1. Marks are indicated against each question.
4. Draw Diagram wherever required.

Q.1. Short answer questions:

- a) What do you understand by measures of central tendency? (2)
- b) What is the object of an average? (2)
- c) What do you understand by Positive and Negative Skewness? (2)
- d) What is the range of the coefficient of Correlation? Interpret the result if $r = 0$, $r = -1$. (2)
- e) What do you mean by Regression? (2)
- f) How is Time Series analysis useful in business study? (2)
- g) Distinguish between 'Mutually Exclusive' and 'Independent Events'. (2)
- h) What are the important properties of Binomial distribution? (1)

UNIT-I

- Q.2. (a) Define median .Discuss its advantages and disadvantages as an average? (7)
- (b) Calculate mode from the following data (8)

Income (Rs)	10-20	20-30	30-40	40-50	50-60	60-70	70-80
No. of. Persons	24	42	56	66	108	130	154

OR

- Q.3 (a) What do you understand by dispersion? What purpose does a measure of dispersion serve? (8)
- (b) Find out which of the following salesmen is more consistent in selling. (7)

Salesmen A	5	7	16	27	39	53	56	61	80	101	105
Salesmen B	0	4	16	21	44	53	59	78	83	93	95

UNIT-II

- Q.4 (a) Rank Correlation for tied observations. Following are the marks obtained by 10 students in a class in two tests. (8)

Students	A	B	C	D	E	F	G	H	I	J
Test 1	70	68	67	55	60	60	75	63	60	72
Test 2	65	65	80	60	68	58	75	63	60	80

Calculate the rank correlation coefficient between the marks of two tests.

- (b) In a marketing survey the price of tea and coffee in a town based on quality was found as shown below. Could you find any relation between tea and coffee price. (7)

Price of tea	17	18	19	19	20	20	21	21	22	23
Price of coffee	12	16	14	11	15	19	22	16	15	20

OR

- Q.5 (a) Distinguish between correlation and regression. Also state the properties of regression and correlation coefficients. (8)
- (b) The number of units of a product exported during 2002 - 2009 is given below. Fit a straight line trend by the method of Least squares. Estimate the export for 2010. (7)

Year	2002	2003	2004	2005	2006	2007	2008	2009
No. of units (in 000s)	15	20	24	29	35	45	60	55

UNIT-III

- Q.6** (a) How is the theory of probability helpful in managerial decisions under risk and uncertainty? (7)
- (b) A company produces fruit juice in 10 different flavours. A local supermarket sells the product, but has only sufficient shelf space to display three of the company's 10 fruit juice flavours at a time. (8)
- (i) How many possible groupings (combinations) of three flavours can the fruit juice company display on the local supermarket shelf?
- (ii) What is the probability that a particular combination of three fruit juice flavours will be selected by the juice company for display?

OR

- Q.7** (a) A web-based travel agency uses its website to market its travel products (holiday packages). The agency receives an average of five web-based enquiries per day for its different travel products. (7)
- (i) What is the probability that, on a given day, the agency will receive only three web based enquiries for its travel products?
- (ii) What is the probability that, on a given day, the travel agency will receive at most two web-based enquiries for travel packages?
- (b) A courier service company has found that their delivery time of parcels to clients is normally distributed with a mean of 45 minutes ($\mu = 45$) and a standard deviation of eight minutes ($\sigma=8$). What is the probability that a randomly selected parcel: (8)
- (i) will take between 45 and 51 minutes to deliver to the client?
- (ii) will take less than 48 minutes to deliver?

UNIT-IV

- Q.8** (a) Explain Testing of Hypothesis and how we can use it in business study? Give an example. (7)
- (b) For a random sample of 10 cows fed on diet A , the increase in weights in pounds in a certain period were - 10, 6, 16, 17, 13, 12, 8, 14, 15, 9.
For another random sample of 12 cows fed on diet B , the increase in weights in pounds in the same period were - 7, 13, 22, 15, 12, 14, 18, 8, 21, 23, 10, 17.
Test whether diets A and B differ significantly as regard the effect on increase in weights. (8)
- [From the table $t_{0.025, 20} = 2.086$]

OR

- Q.9.** (a) In a locality 100 persons were randomly selected and asked about their educational achievements. The results are given as follows: (7)

Sex	Education			
	Middle	High School	College	
Male	10	15	25	50
Female	25	10	15	50
Total	35	25	40	100

Can you say that education depends on sex?

[From table $\chi^2_{0.05,2} = 5.99$ and $\chi^2_{0.01,2} = 9.21$]

- (b) Let 4 different feeds, where each fed to a lot of 5 baby chicks and the gain in weights are as given (8)

	Feeds				
	A	B	C	D	
1	2.75	3.05	2.10	8.45	
2	2.45	5.60	4.85	6.85	
3	2.10	1.50	4.05	8.45	
4	1.05	4.45	4.75	4.25	
5	2.60	3.15	4.60	7.70	
	10.95	17.75	20.35	35.70	84.75

Test the feeds differ significantly as regard of their effect on gain in weights at 5% level.

[From table $F_{0.5,3,16} 3.24$]

MBA – IST SEMESTER EXAMINATION; DECEMBER 2016
(SUB.: BUSINESS LEGISLATION: PAPER CODE: 06090108)

TIME: 03:00 Hrs.

Max. Marks: 75

Instructions:-

1. Write your Roll no. on the Question paper.
2. Candidate should ensure that they have been provided with the correct question paper. Complaints in this regards, If any, should be made within 15 minutes of the commencement of the exam. No complaint(s) will be entertained thereafter.
3. Attempt FIVE questions in all and Q.1 is compulsory. Students are required to attempt FOUR questions selecting one question from each unit in addition to Q.No.-1. Marks are indicated against each question.
4. Draw Diagram wherever required.

Q.1. Short answer questions:

- | | |
|-------------------------------------|-----|
| a) Prospectus. | (2) |
| b) Types of shares | (2) |
| c) Arbitration | (2) |
| d) Types of Meeting | (2) |
| e) Void agreement | (2) |
| f) Rights of unpaid seller | (2) |
| g) Conditions and warranties | (2) |
| h) Steps in winding up of a company | (1) |

UNIT-I

- Q.2.** Define a contract. What do you mean by performance of a contract? Who can demand performance? (15)

OR

- Q.3** Write a detailed note on Quasi-contracts. (15)

UNIT-II

- Q.4** Explain the nature of contract of sales of goods and bring out clearly the distinction between a sale and an agreement to sell. (15)

OR

- Q.5** What are the types of Negotiable Instruments? Discuss their distinguishing features. (15)

UNIT-III

- Q.6** Describe the procedure relating to the incorporation of companies under the Companies Act, 1956. (15)

OR

- Q.7** What are Articles of Association? How can they be altered? (15)

UNIT-IV

- Q.8** Why was Consumer Protection Act, 1986 introduced? State its salient features. (15)

OR

- Q.9.** State the need and importance of Cyber Law in India. (15)

Sr. No: 1708(R)

Roll No: _____

M.B.A. –1st SEMESTER EXAMINATION, DECEMBER-2016
(SUBJECT- BUSINESS ENVIRONMENT: PAPER CODE - 06090108)

Time: 3 Hours

Maximum Marks-75

Instruction:

1. Write your Roll No. on the question paper.
2. Candidate should ensure that they have been provided with correct question paper. Complaint(s) in this regard, if any, should be made within 15 minutes of the commencements of the Exam. No complaints will be entertained thereafter.
3. Attempt five (05) questions in all and Question No. 1 is compulsory. Students are required to attempt four questions selecting one from each unit in addition to Q.No. 1. Marks are indicated against each.
4. Draw diagram wherever required.

Q1. Answer all the following questions.

- (a) What is political risk analysis? (2)
- (b) How does the foreign exchange rate determine? (2)
- (c) How do we calculate the inflation rate? (2)
- (d) What is public-private partnership? (2)
- (e) Cite few examples of new technologies used by banks in India? (2)
- (f) Is disinvestment the same thing as privatization? (2)
- (g) What are the sources of globalisation? (2)
- (h) What do you mean by REPO rate? (1)

UNIT-I

- Q2. What do you mean by business and its environment? Explain the concept of internal and external environment. (5+10)**

OR

- Q3. Discuss the contribution of PSUs in the economic development of India. (15)**

UNIT-II

- Q4. Define the fiscal policy of India. Analyse its objectives and techniques. (3+5+7)**

OR

- Q5. Explain the reasons of stock market volatility in India. Throw a light on the measures adopted by SEBI for the protection of interest of investors. (8+7)**

UNIT-III

- Q6. State the initiatives taken by the government for the development of Micro and Small enterprises. (15)**

OR

- Q7. Explain the competitive performance of public sector banks, private sector banks and foreign banks in India after introducing of second phase banking sector reforms. (15)**

UNIT-IV

- Q8. Explain the concept of Balance of Payment. Suggest remedies to solve the problem of adverse balance of payment. (5+10)**

OR

- Q9. Discuss how foreign direct investment and public sector disinvestment have affected the competitive environment of Indian industries. (15)**

1708(R)/10