

Total No. of Questions - 10]
(1065)

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3798

M.B.A. Examination

**MANAGEMENT PROCESS AND ORGANIZATIONAL
BEHAVIOUR**

Paper-101

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 any *five* questions in all, selecting *one* question from each Unit. All questions carry equal marks.

UNIT-I

1. Discuss the functions of management with regard to modern theories impact on process. Explain with examples. 12
2. What is Comparative Management ? Explain the difference between Indian and Japanese management. 12

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UNIT-II

3. Explain changing paradigm of decision-making in Modern Management. 12
4. "Planning looking ahead and control looks back." Discuss. 12

UNIT-III

5. Discuss organization as a Social system. How does it combine people together for a common goal ? Explain. 12
6. What are emerging challenges to Organizational Behaviour ? Explain its impact on performance. 12

UNIT-IV

7. Discuss Attitude. How does it lead toward individual differences. 12
8. What is Work Motivation ? How does it contribute to learning ? Explain. 12

UNIT-V

9. Discuss importance of Group Dynamics. Explain the role of communication in group dynamics activities. 12
 10. "Group decision are better than individual decisions." Discuss. 12
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3800

M.B.A. Examination
MANAGEMENT SCIENCE-(i)
Paper-102
(New Syllabus)

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 an Average ? Discuss the merits, demerits and applications of various averages.
2. Calculate the co-efficient of (i) Quartile deviation and (ii) Variation for the following distribution:

Wages

(Rs.) : 30-32 32-34 34-36 36-38 38-40 40-42 42-44

No. of

workers : 12 18 16 14 12 8 6

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UNIT-II

3. (a) Explain the meaning, significance and types of Correlation.
- (b) What are the differences between Correlation and Regression ? What are the properties of Regression Co-efficients ?
4. (a) Four coins are tossed 80 times. Find the expected frequencies of number of heads.
- (b) A pin manufacturer knows that 2% of the pins are defective. Pins are sold in boxes of 100. The manufacturer guarantees that no box will have more than 3 defective pins. Find the probability that a box will meet the guaranteed quality.

UNIT-III

5. (a) A car manufacturer claims that its new car gives a minimum mileage of 10 kms per litre of petrol. A random sample of 10 cars was taken and the mileage of these cars were found to be 11.2, 10.7, 11.3, 11.0, 10.8, 10.7, 10.6, 10.6, 10.7 and 10.4 kms/hr. Do the results support the claim of the manufacturer ?
- (a) Of the 500 items produced on a machine, 20 were found to be defective. It was then overhauled. After overhauling, it produced 5 defective items out of 150 items produced. Has the machine improved after overhauling ?

6. The following table shows the yield of wheat (quintals per acre) for 5 plots treated with four different types of fertilisers :

Plot No.	Fertilisers			
	A	B	C	D
1	21	24	34	40
2	25	33	26	47
3	31	34	38	39
4	17	39	32	41
5	26	35	35	33

Is there significant difference among the mean yield of (i) fertilisers and (ii) plots ? Test at 5% level of significance.

UNIT-IV

7. The following table shows the data regarding the condition of home and condition of child :

Condition of child	Condition of home	
	Clean	Not clean
Clean	76	43
Fairly clean	38	17
Dirty	25	47

Is there any association between the condition of home and condition of child ?

8. To judge the effect of brand name on quality perception, 16 subjects are recruited and asked to taste and compare two samples of product on a set of scale items judged to be ordinal. The following data are obtained :

Pair	:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Brand A	:	71	43	47	53	58	47	52	58	38	61	56	56	34	55	65	75
Brand B	:	51	41	43	41	47	32	24	58	43	53	52	57	44	57	40	68

Using the rank sum test, test if there is significant difference between perceived quality of few samples.

UNIT-V

9. Discuss the components of a time series. Which information do they provide ?
10. Find the trend values, using least square method, for the following time series :

Year	Profit (000' Rs.)
1981	38
1982	40
1983	48
1984	60
1985	54
1986	50
1987	65
1988	72
1989	69
1990	80
1991	87
1992	93

Also estimate the profit for 1993.

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3802

M.B.A. Examination

MANAGERIAL ECONOMICS

Paper : 103

(New Syllabus)

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.

UNIT-I

1. Explain the circular flow of Economic activities in Four sector model. Describe the significance of this circular flow.
2. Critically examine Profit maximising objective of a firm.

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[P.T.O.]

UNIT-II

3. Describe the role of Managerial Economics in business decisions.
4. What is meant by Marginal analysis ? Describe the importance of this concept for business firms.

UNIT-III

5. Explain the various types of Demand. Describe the Law of Demand. Why does Demand curve slope downwards from left to right ?
6. Write short notes on the following :
 - (a) Cross elasticity of Demand.
 - (b) Approaches to Demand forecasting.

UNIT-IV

7. Why is Average cost curve U-shaped ? Explain. Describe the relevance of average cost in output pricing decisions.
8. What are Returns to scale ? How are they different from returns to a variables factor ?

UNIT-V

9. Explain various types of Pricing strategies.
 10. How is price determined under perfect competition ?
Describe the role of time element in price determination.
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3803

MBA Examination
BUSINESS ENVIRONMENT

Paper : 104

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.

UNIT-I

1. Draw out a sketchy picture of the important macro-environmental factors in Business.
2. There was a period when India was considered a 'Golden sparrow'. State the reasons for the terminology given. Are the current situations sustainable for the same ?

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[P.T.O.]

UNIT-II

3. Give the salient features and implications of Liberalization.
4. "The rapid development of labour legislation is an integral part of the modern social organisation." Describe in brief the various Labour laws.

UNIT-III

5. Describe the financial structure of Indian economy.
6. Briefly describe the following terms :
 - (a) Indian Cultural Ethos.
 - (b) Westernization and Sanskritisation.

UNIT-IV

7. Describe the *two* essential components of division of power and funds between the Union and the States in respect of raising and disbursing of Public funds in India.
8. Describe how Information Technology Environment has brought a boom in Business environment.

UNIT-V

9. State the manner in which Business houses are playing the role of future guardians of the society.

10. Briefly describe the following terms :

(a) Public sector and Privatisation.

(b) MNCs and Nation States.

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3804

M.B.A. Examination

INDIAN ETHOS AND VALUES

Paper-105

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. Define Values. What are the various types of values ?
2. How does a value system influence business organisations ? Describe in detail.

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[P.T.O.

UNIT-II

3. What is the relevance of team work in accomplishment of organisational goals ? Do you think human values can play any role in maintaining better interpersonal relations within team ?
4. What do you mean by the term 'Stress' ? Can human values contribute to better management of stress ?

UNIT-III

5. Do you think human values can assist business leaders in better management of relations with stakeholders and thereby make a leadership style more effective ?
6. Explain the following :
 - (a) Stress management.
 - (b) Team building.

UNIT-IV

7. What is Total Quality Management ? How important Indian Ethos can be for Total quality management ?
8. Explain your thoughts on connection between Yoga and better work performance.

UNIT-V

9. In Globalisation Era, do you think Indian Values and Ethos can play an important role in enhancing organisational effectiveness ?
 10. What is the need and necessity of teaching ethics in Management Schools ?
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3806

MBA 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 any *five* questions in all, selecting at least *one* question from each Unit. All questions carry equal marks.

UNIT-I

1. (a) Explain the Accounting Conventions.
(b) Discuss Accounting Functions.

OR

2. Prepare three column Cash Book with twenty different imaginary transactions.

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[P.T.O.]

UNIT-II

3. Explain different methods for preparation of Trial Balance.

OR

4. From the following Trial Balance and other information prepare profit and loss account for the year ended 31 March, 2014 and a Balance Sheet on that date :

	Dr. ₹	Cr. ₹
Capital Account	-	10,00,000
Withdrawals of goods for personal use	1,000	-
Balance at Bank	1,76,000	-
Motor Vehicle	1,50,000	-
Debtors and Creditors	2,94,000	2,30,000
Printing and Stationery	6,600	-
Gross Profit	-	5,71,400
Provision for bad and doubtful debts	-	5,000
Bad Debts	11,400	-
Freehold Premises	8,00,000	-
Repairs to Premises	47,600	-
General Reserve	-	2,00,000
Proprietor's Remuneration	20,000	-
Stock	2,80,000	-
Delivery Expenses	99,000	-
Administrative Expenses	1,31,400	-
Rates and Taxes	15,000	-
Drawings	1,00,000	-
Unpaid Wages	-	1,600
Last Year Profit & Loss Account Balance		1,24,000
	21,32,000	21,32,000

Adjustments :

- (i) Depreciation on Motor Vehicles @ 50%.
- (ii) Creditors include a claim for damages of ₹ 30,000 and which was settled by paying ₹ 20,000.
- (iii) Rates paid in advance ₹ 3,000.
- (iv) Provision for bad debts is to be reduced to ₹ 3,500.
- (v) The item of repairs to premises includes ₹ 20,000 for acquisition of capital asset.
- (vi) Stock of stationery in hand on 31 March, 2014 is ₹ 2,200.

UNIT-III

5. Explain different methods of charging depreciation.

OR

6. The following is the Balance Sheet of Ravi Ltd., as on 31st December, 2014 :

	₹		₹
Equity Share Capital	20,000	Goodwill	12,000
Capital Reserve	4,000	Fixed Assets	28,000
8% Loan on Mortgage	16,000	Stock	6,000
Trade Creditors	8,000	Debtors	4,000
Bank overdraft	2,000	Bank	8,000
Taxation:		Prepaid expenses	2,000
Current	2,000		
Future	2,000		

Profit and Loss A/c:

Profit for 1994 (after tax
and interest) 12,000

Less: Transferred to :

Reserve 4,000

Dividend 2,000 6,000

60,000

60,000

Sales amounted to ₹ 1,20,000. You are required to calculate ratios for:

(a) Testing liquidity, (b) Testing solvency, (c) Testing profitability, and (d) Testing capital gearing.

UNIT-IV

7. How funds from operation is calculated ? Explain with the help of an example.

OR

8. Following are the condensed Balance Sheets of a company:

	2013	2014		2013	2014
Liabilities	₹	₹	Assets	₹	₹
Equity capital	50,000	53,000	Cash	20,000	25,000
Long-term capital	14,000	13,000	Debtors	24,000	27,000
Retained earnings	28,000	37,000	Stock	31,000	32,000
Cumulated			Other Current		
Depreciation	21,000	25,000	Assets	8,000	7,000
Creditors	20,000	21,000	Fixed Assets	50,000	58,000
	<u>1,33,000</u>	<u>1,49,000</u>		<u>1,33,000</u>	<u>1,49,000</u>

Additional information :

- (a) Fixed Assets costing ₹ 12,000 were purchased during 2014 for cash.
- (b) Fixed Assets (original cost ₹ 4,000) accumulated depreciation ₹ 1,500, were sold at book value.
- (c) Depreciation for the year amounted to ₹ 5,500.
- (d) Dividends paid during the year ₹ 3,000.

are required to prepare (i) Schedule of changes in working capital, (ii) Funds Flow statement.

UNIT-V

9. The following particulars are taken from the records of a company engaged in manufacturing two products. AD and BI, from a certain raw materials:

	Product AD (per unit) ₹	Product BI (per unit) ₹
Sales	125.00	250.00
Material cost (₹ 2.5 per kg.)	25.00	62.50
Direct labour (₹ 1.5 per hour)	37.50	75.00
Variable overhead	12.50	25.00

Total fixed overheads ₹ 50,000.

Comment on the profitability of each product when:

- (i) Total sales in value is limited.
- (ii) Raw material is in short supply.
- (iii) Production capacity is the key factor, and
- (iv) When total availability of raw material is 20,000 kg. and maximum sales potential of each product is 1,000 units, find the product mix to yield maximum profit.

OR

10. How marginal costing system is helpful in managerial decision-making ?
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