

1M6111

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Total No of Pages: 2

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M.B.A I Sem. (Main & Back) Exam. Jan. 2014

M-101 A Fundamentals of Management

Time: 3 Hours

Maximum Marks: 70

Min. Passing Marks: 28

Instructions to Candidates:-

- 1) The question paper is divided in two sections.
- 2) There are sections A & B. Section A contains 6 questions out of which the candidate is required to attempt any 4 questions. Section B contains short case study/application based question which is **compulsory**.
- 3) All questions are carrying **equal** marks.

1. _____

2. _____

SECTION-A

- Q.1 Discuss the meaning of Management. Discuss the principles of scientific management and Systems Theory of Management. How are these principles different from the contemporary thought of management? [3+8+3]
- Q.2 "No one leadership style is the best." Do you agree? Comment and explain. Discuss the success story of Narayan Murty as a leader. [8+6]
- Q.3 Write short notes on any four –
- (a) MBO by Peter Drucker
 - (b) Quality circles

(c) Business Process Reengineering

(d) Steve Jobs as an entrepreneur

(e) HR policies of Kautilya

(f) Manager as a change agent

[3.5x4]

Q.4 Discuss strategic organizing designs with suitable examples.

[14]

Q.5 Discuss the process of decision making. Discuss the importance of communication in group decision making.

[8+6]

Q.6 (i) Azim Premji has recently decided to discontinue in hardware business and focus on core business of IT solutions and services. Do you think this decision would turn out to be a favorable strategy for WIPRO? Support your answer.

(ii) Discuss the major management practices that had made TATA group a successful conglomerate under leadership of Ratan Tata.

[7+7]

SECTION-B

Q.7 Discuss the relevance of concept of BOP (Bottom of Pyramid) markets given by C.K. Prahalad in following sectors in India.

(i) FMCG

(ii) Automobile

(iii) Cellular phones

(iv) Banking

Support your answer with suitable examples.

[3.5x4]

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Roll No. _____

Total No of Pages: 4

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M.B.A I Sem. (Main & Back) Exam. Jan. 2014

M-102 A Organization Behaviour

Time: 3 Hours

Maximum Marks: 70

Min. Passing Marks: 28

Instructions to Candidates:-

- 1) The question paper is divided in two sections.
- 2) There are sections A & B. Section A contains 6 questions out of which the candidate is required to attempt any 4 questions. Section B contains short case study/application based question which is **compulsory**.
- 3) All questions are carrying **equal** marks.

1. _____

2. _____

SECTION - A

Q.1 (a) Discuss the different models of Organizational Behaviour.

(b) What are the emerging issues in Organizational Behaviour? [7+7]

Q.2 (a) What is altitude formation? How altitude of an individual can be measured?

(b) "Learning theory can be used to explain behaviour and to control behaviour."
Explain validity of the statement. [7+7]

Q.3 Explain the content theories of motivation. [14]

Q.4 Write short note on:

- (a) Group Dynamics
- (b) Dysfunctional Group
- (c) Formal and Informal Group
- (d) Organisational Citizenship Behaviour

[3.5 x 4=14]

Q.5 "Coping strategies for stress can be adopted at individual level as well as Organizational level." Explain stress coping strategies. [14]

Q.6 Write short note on:

- (a) Difference between power and authority
- (b) Conflict Iceberg

[7+7]

SECTION – B

Case study:

Mr. Soni has recently joined as the managing director of a car manufacturing company which at present is incurring heavy losses. Mr. Soni has been entrusted with the formidable task of rejuvenating the company. He faces many challenges to achieve this task, such as controlling costs and expenses, increasing the productivity and

boosting the morale of the employees so that they unhesitatingly cooperate to achieve the set standards of output.

Mr. Soni, in his previous company – also a car manufacturing company, as the deputy Managing Director, had proved to be a proficient manager and a talented leader who had successfully inspired his employees to increase the productivity. He was commended for his maximum concern for both people and production and also for bringing about an integration and harmony between the needs of employees and of production.

In the new company also, Mr. Soni has pursued his policy of participative management and has shown high concern for production and people. With a view to reviving the company back to health, he effected some major changes. First of all, he decentralized the organization so that the subordinates could exercise their discretion and initiative in decision – making and their imagination and creativity in performing their other functions. Furthermore, he empowered the junior managers to sanction expenditure up to a specified limit without seeking prior approval of the higher level. Communication system was also improved to facilitate free flow of upward and downward communication.

Mr. Soni also adopted several measures to cut costs and wasteful expenditure. He banned donations to charitable institutions but increased the amount being spent on the welfare activities meant for the employees.

Will Mr. Soni's leadership style prove effective in ensuring bright future of the company? Some employees are of the view that lots of things are being done but they might not be effective in the long – run. Others disagreed with them and said, 'Okay, we will give it a try.'

Answer the following question:

Q.1 Is Mr. Soni a Theory X or a Theory Y manager? Give reasons for your answer. Will you advise Mr. Soni to change his assumptions about the nature of people at work? Give reasons.

Q.2 How would you describe Mr. Soni's motivational style?

[9+5]

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M.B.A I Sem. (Main & Back) Exam. Jan. 2014
M-103 A Business Mathematics & Statistics

Time: 3 Hours

Maximum Marks: 70

Min. Passing Marks: 28

Instructions to Candidates:-

- 1) The question paper is divided in two sections.
- 2) There are sections A & B. Section A contains 6 questions out of which the candidate is required to attempt any 4 questions. Section B contains short case study/application base 1 question which is **compulsory**.
- 3) All questions are carrying **equal** marks.

1. _____

2. _____

SECTION – A

Q.1 (a) Define Matrix and Transpose of a Matrix. [5]

(b) The Matrix of technological coefficients of input – output in Agriculture and Industry is _____

$$\begin{bmatrix} .25 & .50 \\ .167 & .125 \end{bmatrix}$$

If the market demand be of 100 units of Agriculture and 80 units of Industry. Find the fore cast demand. [9]

Q.2 (a) Define Index Number. What are the main ways of constructing Index Number?

[6]

(b) One hundred customers from a particular branch were asked to state the time they generally take to withdraw cash from their accounts. The data is given below _____

Minutes	0 - 10	10 - 20	20 - 30	30 - 40
No. of Customers	20	50	20	10

Calculate Mean deviation and Standard deviation.

[8]

Q.3 Calculate the Coefficient of correlation from the following data _____

Fertilizer used	15	18	20	24	30	35	40	50
Yield (in tonnes)	85	93	95	105	120	130	150	160

[14]

Q.4 (a) What do you understand by Multiple Regression? [4]

(b) An investigation of the demand for TV sets in 5 towns has resulted in the following data _____

Population (x) (in '000)	11	14	17	21	25
No. of Sets (Y) Demanded	15	27	34	38	46

Find a linear regression of Y on X and estimate the demand of TV sets for a population of 30,000. [10]

Q.5 (a) What is Baye's Theorem and explain the meaning of mutually exclusive events? [5]

(b) A bag contains 6 red and 4 white balls. Another bag contains 3 red and 5 white balls. A fair dice is tossed for the selection of bag. If dice shows 1 or 2 the first bag is selected otherwise the second bag is selected. A ball is drawn from the selected bag and found to be red. What is the probability that this ball comes from the first bag? [9]

Q.6 (a) What do you understand by Normal distribution? Give the importance of Normal distribution. [6]

(b) A manufacturer of pins knows that 5% of his products are defective. If he sells pins in boxes of 100 and guarantees that not more than 4 pins will be defective, what is the probability that a box will fail to meet the guaranteed Quality?
($e^{-5} = 0.0067$) [8]

SECTION – B

Q.7 (a) Solve the following set of linear equations by using matrix method _____

$$x_1 + 4x_2 + 3x_3 = 1$$

$$2x_1 + 5x_2 + 4x_3 = 4$$

$$x_1 - 3x_2 - 2x_3 = 5$$

[8]

(b) Assuming that 50% of the population of a town smokes and assuming that out of 256 investigators each takes 10 individuals to find out if they smoke, how many investigators would you expect to report that 3 people or less smoke? [6]

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M.B.A I Sem. (Main & Back) Exam. Jan. 2014
M-104 A Managerial Economics

Time: 3 Hours

Maximum Marks: 70

Min. Passing Marks: 28

Instructions to Candidates:-

- 1) The question paper is divided in two sections.
- 2) There are sections A & B. Section A contains 6 questions out of which the candidate is required to attempt any 4 questions. Section B contains short case study/application based question which is **compulsory**.
- 3) All questions are carrying **equal** marks.

1. _____

2. _____

SECTION-A

- Q.1 Explain the short run equilibrium of the firm and industry under perfect competition. How does it differ from long run equilibrium? [10+4]
- Q.2 Define cross elasticity of demand. How do we measure it? Show the nature of cross elasticity of demand for -
- (i) Substitutes
 - (ii) Complementary goods, and
 - (iii) Independent goods. [8+6]
- Q.3 State and explain the law of variable proportions. Which is the best stage in this law and why? [10+4]

- Q.4 Discuss the nature of short run cost curves. Discuss the relationship between short run average cost and marginal cost. Use diagram. [10+4]
- Q.5 Discuss the problems in measuring Gross National Product (GNP) in less developed countries. [14]
- Q.6 What are the basic functions of a manager? How does managerial economics help him in achieving his organizational goals? [7+7]

SECTION-B

- Q.7 (a) Discuss assumption and limitations of break even analysis.
- (b) A firm has purchased a plant to manufacture a new product, the cost data for which (are) given below:

Estimated annual sales	Rs. 24,000 units
Estimated costs	Rs. 4.00 per unit
Material direct Labour	Rs. 0.60 per unit
Overhead	Rs. 24,000 per year
Administrative expenses	Rs. 28,000 per year
Selling cost	Rs. 1,590 per year

- (i) Calculate the selling price if profit per unit is Rs. 1.02 and
- (ii) Find out the break even point in terms of output. [4+10]

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M.B.A I Sem. (Main & Back) Exam. Jan. 2014

M-105 A Accounting for Management

Time: 3 Hours

Maximum Marks: 70

Min. Passing Marks: 28

Instructions to Candidates:-

- 1) The question paper is divided in two sections.
- 2) There are sections A & B. Section A contains 6 questions out of which the candidate is required to attempt any 4 questions. Section B contains short case study/application based question which is **compulsory**.
- 3) All questions are carrying **equal** marks.

1. _____

2. _____

SECTION-A

Q.1 "Accounting concepts are different from accounting conventions". Explain any 6 accounting concepts. [6+8]

Q.2 Write short notes on:-

- (a) Users of Accounting
- (b) Responsible accounting
- (c) Zero based budgetary
- (d) Return on capital Employed [4+4+3+3]

Q.3 (a) What do you mean by 'Depreciation'? How depreciation is different from Amortization, Depletion, obsolescence, and dilapidation? [7]

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[4960]

- (b) In 2010, a company acquired a mine at a cost of Rs. 5,00,000. The estimated resource of minerals is 50,00,000 tonnes, of which 80% is expected to be realised. The first 3 years raisings are 1,50,000; 2,00,000 and 2,50,000 tonnes respectively. Calculate depreciation for 2010, 2011 & 2012 under depletion method. [7]

Q.4 Calculate the value of goodwill by (i) 3 year's purchase of actual average profits; (ii) 10 year's purchase of super profit; and (iii) Capitalization method from the following information:-

- (a) Average capital employed Rs 4,00,000.
(b) Net trading profits of past four years:-
Rs 68,000; Rs 75,000; Rs 80,000; and Rs 92,000.
(c) Normal rate of return in similar type of business is 15%.
(d) Net profit of last 2 years includes the income from non-trade investment Rs. 3,000 per annum.
(e) Fair remuneration of owner for his services Rs 15,000 per annum. [14]

Q.5 What do you mean by cash flow statement? How do you treat following items in the preparation of cash flow statement:-

- (i) Interim Dividend
(ii) Provision for taxation
(iii) Accumulated Depreciation
(iv) Provision for doubtful Debts. [14]

Q.6 Following balances have been extracted from the books of Shri Ram Rayons on 31st March 2011:-

Opening stock Rs. 15,000; Purchases Rs. 50,000; Sales Rs. 80,000; Return Inward Rs. 300; Return Outward Rs. 2,000; Debtors Rs. 40,500; Fixed deposit in Bank Rs. 10,000; Creditors Rs. 25,000; B/R Rs. 11,400; B/P Rs. 8,000; Interest received on Fixed deposit Rs. 900; Drawings Rs. 6,300; Cash Rs. 1,000; Capital Rs. 37,300; Discount (Dr.) Rs. 600; Commission (Cr) Rs. 2,200; Repairs Rs. 800; Wages Rs. 2,400; Salaries for 11 months Rs. 5,500; Advertisement Rs. 1,200; Trademark Rs. 1,500; Building Rs. 10,000; Bad debt Rs. 800; Provision for bad debts Rs. 1,900.

Prepare Final Account for the year under 31st March 2011 after taking into consideration of following adjustments:

- (1) Stock on 31st March 2011 Rs. 28,400.
- (2) Interest accrued on fixed deposit in Bank for 3 months, commission received in advance Rs. 400.
- (3) Further bad debts Rs. 500 and maintain provision for bad debts at 5% on debtors.
- (4) Depreciate building by 5%
- (5) Goods worth Rs. 300 were donated for which no entry was made in the books.
- (6) Provide for manager's commission 5% on net profit after charging this commission.

[14]

SECTION-B

Q.7 Prepare trading A/c and balance sheet from the following particulars of Vaidhya Ltd.

Stock turnover – 6times

Creditor payment period – 2 months

Gross profit margin – 20%

Gross profit – Rs 60,00,000

Capital Turnover Ratio – 4

Debit collection period – 3 months

Excess of closing stock over opening stock – Rs. 5,00,000

Assume that no cash purchases and cash sales are made. Bank balance is the balancing figure in the balance sheet. [14]

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Total No of Pages: **2**

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M.B.A I Sem. (Main & Back) Exam. Jan. 2014

M-106 A IT For Managers

Time: 3 Hours

Maximum Marks: 70

Min. Passing Marks: 28

Instructions to Candidates:-

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- 3) All questions are carrying **equal** marks.

1. _____

2. _____

SECTION-A

Q.1 (a) Define computer. Explain a computer system with the help of a Block Diagram.

(b) Discuss any two input devices with diagram.

[8+6=14]

Q.2 (a) Explain the function of an Operating System.

(b) Write short notes on

(i) MS Word

(ii) MS Excel

[6+8=14]

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[3180]

Q.3 (a) Discuss the business value of Internet, Intranet and Extranet.

(b) Discuss any four tags of HTML.

[7+7=14]

Q.4 (a) Discuss in detail the significance of Management Information System.

(b) Briefly explain the following:

(i) Artificial Intelligence

(ii) Expert Systems

[7+7=14]

Q.5 (a) Explain the different phases of System Development life Cycle.

(b) Write a note on Entity Relationship diagram.

[12+2=14]

Q.6 (a) Discuss the E- commerce systems with the help of a suitable example.

(b) Explain the significance of CRM for a business.

(c) Write a note on Cyber Crime in the context of present scenario.

[5+5+4=14]

SECTION-B

Q.7 (a) Explain the roles of ERP and E- business in optimizing a company's Performance.

(b) Discuss the status of E – Commerce in India.

[10+4=14]

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Roll No. _____

Total No of Pages: 3

1M6117

M.B.A I Sem. (Main & Back) Exam. Jan. 2014

M-107 A Business Environment

Time: 3 Hours

Maximum Marks: 70

Min. Passing Marks: 28

Instructions to Candidates:-

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- 3) All questions are carrying **equal** marks.

1. _____ 2. _____

SECTION-A

- Q.1 What is environment scanning? Discuss its process. [14]
- Q.2 Give an assessment of LPG in India with respect to automobile sector. [14]
- Q.3 (a) Role of SIDBI
(b) Commodity Exchanges in India [14]
- Q.4 Write notes on the following:
(a) IRDA
(b) Corporate India Initiatives [14]

Q.5 Explain the pros and cons of recent mergers and acquisitions by Indian industries. [14]

Q.6 Write short – notes on the following:-

(a) Exchange rate and competitiveness

(b) Foreign capital flows and foreign collaboration [14]

SECTION-B

Q.7 Case study:- [14]

The public sector Indian oil corporation (IOC), the major oil refining and marketing company, which was also the canalizing agency for oil imports, planned to make foray into the foreign market by acquiring a substantial stake in the Balal oil field in Iran of the premier oil. The project was estimated to have recoverable oil reserves of about 11 million tonnes and IOC was supposed to get nearly four million tonnes.

When IOC started talking to the Iranian company for the acquisition in October 1998, Oil prices were at rock bottom (\$11 per barrel) and most refining companies were closing shop due to falling margins. Indeed, a number of good oil properties in the Middle East were up for sale. Using this opportunity, several developing countries made a killing by acquiring oil equities abroad.

IOC needed Government's permission to invest abroad. Application by India Company for investing abroad is to be scrutinized by special committee represented by the Reserve Bank of India and the finance and commerce ministries. By the time the government gave the clearance for the acquisition in December, 1999 (i.e., more than a year after the application was made), the prices had bounced back to \$ 24 per barrel. And the EIF of France had virtually took away the deal from under IOC's nose by acquiring the premier oil.

The RBI, which gave IOC the approval for \$ 15 million investment, took more than a year for clearing the deal because the structure for such investments were not in place, it was reported.

Questions:-

- (i) Discuss internal, domestic and global environment of business revealed by this case.
- (ii) Discuss whether it is the domestic or global environment that hinders the globalization of Indian business.
- (iii) What would have been the significance of the foreign acquisition to IOC?
- (iv) What are the lessons of this case?
