1M6111

1M6111

M. B. A. I Sem. (Main/Back) Exam., Dec. 2017
M-101A Fundamentals of Management

Time: 3 Hours   **Maximum Marks: 70**
                                                    Min. Passing Marks: 28

Instructions to Candidates:

     (i)   *The question paper is divided in two sections.*

     (ii)   *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 **1** question, which is **compulsory**.*

     (iii)   *All questions carry **equal** marks.*

SECTION-A

Q.1   Write a detailed note on-   [7+7=14]

     (a)   Contingency Theory of Management.

     (b)   Behavioural Theory of Management.

Q.2   Describe the typical process for making a decision & forming a plan of action. Also, how you react to instances that require immediate decisions.   [8+6=14]

Q.3   Analyse & discuss about-   [7+7=14]

     (a)   Entrepreneuring & Re-engineering

     (b)   Effective organizing & organization culture.

Q.4 A couple of years ago, managers told employees that "meet expectation" is the standard, so not many people received an "exceeds" rating. Is that changing? Evaluate & Comment. [14]

Q.5 Give your reviews on continuous process improvement with the dimension of quality. Also, write the obstacles associated with TQM implementation. [8+6=14]

Q.6 Explain the Management practices of [7+7=14]

(a) Ratan Tata

(b) Bill Gates

SECTION-B

Case Study

Q.7 Selection involves the process of picking up the fit & rejecting the unfit. Candidates are screened in order to identify their skills required for particular job. Mr. Smith, an owner of an MMC, hires his employee through effective recruitment & selection process. In his MNC, selection is considered as a total process of acquiring & developing managers. In view of Mr. Smith, selection process is consistent with other events in the total process for it to be effective. He adopts a systematic selection process to select the best possible candidates for managerial positions.

(a) Explain the concept of "Picking up the fit & rejecting the unfit in selection process" [7]

(b) Point out the significant steps practiced by Mr. Smith in selection of prospective candidates for management positions. [7]

Roll No. _____   Total No of Pages: 3

1M6112

1M6112

M. B. A. I Sem. (Main/Back) Exam., Dec. 2017
M-102 A Organizational Behavior

Time: 3 Hours   **Maximum Marks: 70**
                                                       Min. Passing Marks: 28

Instructions to Candidates:

(i) *The question paper is divided in two sections.*

(ii) *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 **1** question, which is **compulsory**.*

(iii) *All questions carry **equal** marks.*

SECTION-A

Q.1 (a) List out different assumptions of organizational behavior.   [7]

(b) Differentiate between attitude and perception using suitable examples.   [7]

Q.2 (a) Define the perceptual process.   [5]

(b) How according to you can the personality development be improved in order to achieve organizational as well as individual goal?   [9]

Q.3 (a) Discuss the recent trends in organizational behavior in the light of globalization.   [7]

(b) Explain the process of group formation outlining the hindrance in it and how they can be overcome to form effective groups.   [7]

Q.4 There is a positive correlation between motivation and performance in organization. Comment and explain the need hierarchy theory of A.H. Maslow.   [14]

4

Q.5 (a) What is transactional analysis? How does it help in improving interpersonal relationships? [7]

(b) Write short notes on:- [7]

(i) Team vs Group

(ii) Causes of stress

(iii) Theories of learning

(iv) Halo effect

Q.6 What are the features of organizational politics? What are the tactics which the group employs to gain power in organizations. [14]

SECTION-B

Case Study

Q.7 Colgomex is a large consumer products company. The incumbent CEO of the company left and Mr. Chatterzi, who was second in command to the CEO took over as CEO of the company. Mr. Rajesh Talwar is a senior executive in the company and has his own views. He has after all been in the business for a decade and a half and he thinks he knows how to tackle the slump the industry is going through. He did not waste any time and talked to the new CEO and told him what he thought needed to be done in the company. The CEO heard him out and suggested that he give him some time to learn the ropes. Eventually when he did lay out his plant, Mr. Talwar was shocked to see all his suggestion completely ignored. When he asked the CEO about

this, he responded cryptically that he wanted a team that supported him completely and hinted that Mr. Talwar leave the company if he was unhappy. He actually ventured far enough to offer his assistance in finding a new job for Talwar. Mr. Talwar was shocked. He did not understand what to do. One option was not to take it personally. It was probably just a mismatch between his and the CEO's style of functioning. The other option was to gracefully bow out while he still retains the goodwill of the organization and colleagues. He should start exploring opportunities elsewhere and take up the offer that suits him the best. He is still undecided between these two options. [14]

(a) Do you think the CEO has decided that Talwar does not fit his team and that is why he has asked him to quit?

(b) Which option should Mr. Talwar follow, in your opinion?

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1M6113

1M6113

M. B. A. I Sem. (Main/Back) Exam., Dec. 2017

M-103A Business Mathematics and Statistics

Time: 3 Hours   Maximum Marks: 70

                                                Min. Passing Marks: 28

Instructions to Candidates:

(i)   *The question paper is divided in two sections.*

(ii) *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 **1** question, which is* **compulsory.**

(iii) *All questions carry **equal** marks.*

SECTION-A

Q.1 (a) Company produces three products every day. Their total production on a certain

day is 45 tons. It is found that the production of third product exceeds the

production of first product by 8 tons, while the total production of the first and

third product is twice the production of second product. Determine the

production level of each product using Cramer's rule.   [10]

(b) Calculate the Inverse of a Matrix-   [4]

$$\begin{bmatrix} 2 & -1 \\ 3 & 4 \end{bmatrix}$$

Q.2 (a) What do you mean by multiple regressions? Explain. [4]

(b) Child specialist observed 10 school students for their average calories intake (x) and body weight (y) in kg. The data analyst offered following summation quantities based on the basic data on the two variables.

$\Sigma x = 166$, $\Sigma y = 577$, $\Sigma xy = 9840$, $\Sigma x^2 = 2892$ and $\Sigma y^2 = 33927$.

Using these quantities, find (a) absolute increase in weight per unit of calorie intake, (b) The minimum weight y intercept, (c) The most likely weight against a calorie intake of 25 and (d) The standard error of estimate. [10]

Q.3 (a) Draw different types of scattered diagrams for different degree of correlation between two co related variables. [6]

(b) The following is the record of goals scored by team A in the football session. [8]

No. of goals scored	0	1	2	3	4
No of Matches	1	9	7	5	3

For team B the average number of goals scored per match was 2.5 with a standard deviation of 1.25 goals. Find which team may be more consistent?

Q.4 (a) A, B and C bidding for a contract. It is believed that A has a exactly half chance that B has; B, in turn, has 4/5th as likely as C has to gain the contract. What is the probability for each to win the contract? [9]

(b) A bag contains 6 white, 4 blue and 10 green balls. Two balls are drawn at random. Find the probability that they will both be green. [5]

Q.5 (a) Define the Index numbers. What are the main ways of constructing Index Number? [6]

(b) Calculate index number of prices for 1995 on the basis of 1990 from the data given below:- [8]

Commodity	Weight	Price per unit 1990 (₹)	Price per unit 1995(₹)
A	40	16	20
B	25	40	50
C	20	12	15
D	15	2	3

If the weights of commodities A,B,C and D are increased in the ratio 1:2:3:4, what will be the increase in index number?

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

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

SECTION-B

Case Study

Q.7 A finance company has offices located in every division, every district and every taluka in a certain state in India. Assume that there are five divisions, 30 districts and 200 taluka in the state. Each office has 1 Head Clerk, 1 Cashier, 1 Clerk and 1 Peon. A divisional office has in addition, One Office Superintendent, 2 Clerks, 1 Typist and 1 Peon. A district office has in addition, 1 Clerk and 1 Peon.

The basic daily salaries are as follows: Office Superintendent Rs. 500, Head Clerk Rs. 200, Cashier Rs. 175, Clerks and Typist Rs. 150 and Peon Rs. 100. Using Matrix notation. Find.

(a) The total number of posts of each kind in all the offices taken together. [5]

(b) The total basic daily salary bill of each kind of office and [5]

(c) The total basic daily bill of all the offices taken together. [4]

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1M6114

1M6114

M. B. A. I Sem. (Main/Back) Exam., Dec. 2017
M-104 A Managerial Economics

Time: 3 Hours

Maximum Marks: 70
Min. Passing Marks: 28

Instructions to Candidates:

   (i)   *The question paper is divided in two sections.*

   (ii) *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 **1** question, which is **compulsory**.*

   (iii) *All questions carry **equal** marks.*

SECTION-A

Q.1 "Managerial Economics bridges the gap between economic theory and business practice". Explain with examples. [14]

Q.2 Define the concept of marginal principle. Discuss the important area of business decisions in which marginal principle can be applied. [7+7=14]

Q.3 Distinguish between: [5+5+4=14]

   (a) Demand function and demand schedule

   (b) Individual demand and market demand

   (c) Demand for normal goods and inferior goods

Q.4 Explain the relationship between marginal cost, average cost and total cost assuming a short run non-linear cost function. [14]

Q.5 Distinguish between laws of return to variable proportion and laws of return to scale. Explain the factor, which cause increasing returns to scale. What are the reasons for the operation of the law of diminishing return? [4+4+6=14]

Q.6 What is meant by price discrimination? State the necessary conditions for price discrimination. [14]

SECTION-B

Case Study

Q.7 Define various concepts of National Income. How National income can be measured? [14]

1M6115

Roll No. _____

1M6115

M. B. A. I Sem. (Main/Back) Exam., Dec. 2017
M-105A Accounting for Management

Time: 3 Hours

Maximum Marks: 70
Min. Passing Marks: 28

Instructions to Candidates:
(i) The question paper is divided in two sections.
(ii) 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 **1** question which is **compulsory.**
(iii) All questions carry ėqual marks.

SECTION-A

Q.1 (a) Define Accounting. List the major users of Accounting. Explain the various types of Accounting with suitable examples. [7]

(b) "Accounting principles forms the back-bone of Accounting. These are not rules but the principles accepted world wide." Explain. [7]

Q.2 Prepare Cash Flow Statement from the following Balance Sheet of ABC engineering Ltd: [14]

Liabilities	2015 ₹	2016 ₹	Assets	2015 ₹	2016 ₹
Share Capital	17,00,000	18,35,000	Buildings	8,00,000	10,00,000
Reserves	40,000	83,700	Plant & Machinery	2,50,000	3,70,000
Profit & Loss			Furniture and		
Appropriation a/c	1,00,000	1,30,000	Fittings	5,000	6,000
Provision for	70,000	50,000	Cash	2,000	2,200
Dividends	1,00,000	95,000	Debtors	1,00,000	45,000
Creditors	8,000	18,000	Accounts		
Bank Overdraft	14,000	13,000	Receivables	8,000	9,000
Bills payable	10,000	70,000	Stock	4,00,000	3,43,700
Loan on Mortgage			Prepaid		
			Expenses	3,000	3,100
			Investment	1,64,000	1,70,000
			Goodwill	3,00,000	3,43,700
			Preliminary		
			Expenses	10,000	2,000
	20,42,000	22,94,700		20,42,000	22,94,700

Additional information: -

(a) Depreciation is charged on building at 3 percent of cost ₹ 9,00,000. On plant and Machinery at 8 percent of cost ₹ 4,00,000. On fixtures and fittings at 5 percent ₹ 8,000.

(b) Investment, were purchased and interest received ₹ 3,000 was used in writing down the book value of investments.

(c) The declared dividend for 2016 was paid and the interim dividend of ₹ 20.000 paid out of the Profit and Loss Appropriation Account.

Q.3 From the following Trial Balance extracted from the Books of M/s Ram Bros. Prepare his Trading and Profit & Loss a/c for the year ended 31st March 2017 and a Balance Sheet as on the date: - [14]

	₹
Capital	2,00,000
Drawings	20,000
Sales	1,00,000
Debtors	1,00,000
Purchases Returns	6,000
B/P	28,000
Bad Debts	2,000
Printing & Stationary	4,000
Interest on Bank Deposit	500
Loan from Mohan	9,000
Carriage on Sales	3,000
Discount Received	2,000
Manufacturing Expenses	75,000
Salaries	22,000
Factory Rent	9,000
Investment	5,000
Furniture	60,000
Purchases	6,00,000
Creditors	1,20,000
Sales Return	14,000
B/R	60,000
Advertising	4,000
Discount Allowed	1,000
Plant & Machinery	90,000
Carriage on Purchases	22,000
Depreciation on Plant & Machinery	4,500
Stock 1.4.06	1,37,000
Trade Expenses	5,000
Cash in Hand	58,000
Cash at Bank	70,000

Closing Stock was ₹ 50,000

Q.4 Write Notes on : -
   (a) Indian Accounting standards   [4]
   (b) Zero Based Budgets   [4]
   (c) Responsible Accounting   [4]
   (d) Accounting Equation   [2]

Q.5 (a) From the following information, compute the value of goodwill by using annuity Method: [7]
    (i) Average Capital Employed ₹ 4,00,000.
    (ii) Normal Rate of Profit 12%.
    (iii) Profit for the year 2013-14 has been arrived at after writing off abnormal loss of ₹ 2,000, and profit for the year 2014-2015 includes a non-recurring income of ₹ 3000.
    (iv) Profit for the year 2012-13 ₹ 62,000; 2013-14 ₹ 59,000 and 2014-15 ₹ 66,000.
    (v) Goodwill is to be valued on the basis of annuity of 3 year's purchase of super profit.

  (b) A refrigerator manufacturer purchases 1,600 units of a certain component from M. His annual usage is 1,600 units. The order placing cost is ₹ 100 per order and the cost of carrying one unit for a year is ₹ 10% of cost per unit which is ₹ 80. Calculate the economic ordering quantity. [7]

Q.6 (a) From the following figures prepare Comparative Balance Sheet, using [7]
    (i) Increase or decrease in absolute data in terms of rupee amount, and
    (ii) Increase or decrease in absolute data in terms of percentages.

Infotech Pvt. Limited
Balance Sheets
As on 31st March, 2016 and 2017   (Rs. In Lakhs)

Liabilities	2016 Rs.)	2017 (Rs.)	Assets	2016 (Rs.)	2017 (Rs.)
Preference Share Capital	80	90	Fixed Assets	500	600
Equity Share Capital	340	320	Less: Depreciation	100	125
			Net Block	400	475
Reserves and Surplus	150	225	Capital work-in-progress	150	190
Long-term Borrowings	300	400	Investments	100	167
Current Liabilities and provisions :			**Current Assets**		
			(i) Stock	200	150
(i) Sundry Liabilities	120	132	(ii) Receivables	100	225
(ii) Provisions	60	90	(iii) Cash & Bank Balances	100	50
Total	1,050	1,257	**Total**	1,050	1257

(b) Write Notes on:-
    (i)   Income statement (with Example)   [4]
    (ii) Methods of Depreciation (with example)   [3]

SECTION-B

Case Study

Q.7 Following is the Balance Sheet of M/s. Weldone Ltd. as on 31st March, 2017

Liabilities	Rs.	Assets	Rs.
Equity Share Capital	3,00,000	Land	50,000
Preference Share Capital	4,00,000	Building	3,00,000
General Reserve	50,000	Plant & Machinery	3,00,000
Profit & Loss Account	50,000	Furniture	40,000
12% Debentures	2,00,000	Debtors	2,00,000
Trade Creditors	60,000	Stock	1,50,000
Outstanding Expenses	15,000	Cash	40,000
Provision for Taxation	20,000	Prepaid Expenses	10,000
Proposed Dividends	30,000	Preliminary Expenses	35,000
	11,25,000		11,25,000

From the particulars you are required to calculate and interpretate: -
    (i)   Current Ratio   [2]
    (ii)   Debt Equity Ratio   [3]
    (iii) Capital Gearing Ratio [3]
    (iv) Liquid Ratio   [2]
    (v)   Solvency Ratio   [2]
    (vi) Proprietary Ratio   [2]

Roll No. _____

1M6116

1M6116

M. B. A. I Sem. (Main/Back) Exam., Dec. 2017

M-106A IT for Managers

Time: 3 Hours

Maximum Marks: 70

Min. Passing Marks: 28

Instructions to Candidates:

(i) *The question paper is divided in two sections.*

(ii) *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 1 question, which is compulsory.*

(iii) *All questions carry equal marks.*

SECTION-A

Q.1 Define computer? Explain the classification of computer? What is the role of operating system in the field of technology? [4+6+4=14]

Q.2 Write Short Notes:- [14]

(i) Artificial Intelligence

(ii) Management Support System

(iii) Process Control System

Q.3 (a) What is e – business? Explain with suitable example? [7]

(b) Explain the benefits of ERP in an Organization. [7]

Q.4 With a diagram, explain the major information technology application in CRM? Explain the steps involved in selecting the supply chain management. [14]

Q.5 Write short notes: - [14]

(a) Security and Ethical challenges of IT.

(b) Electronic payment process.

(c) Creating web page using HTML.

Q.6 (a) Explain the challenges of global IS. [7]

(b) What is Internet? How it is useful for students of Management? [7]

SECTION-B

Case Study

Q.7 (a) Compare and contrast the traditional file system with DBMS. [7]

(b) What will be the different steps while creating a table and giving it different values in MS – Access? [7]

Roll No. _____

1M6117

1M6117

M.B.A. I Sem. (Main/Back) Exam., Dec. 2017

M-107A Business Environment

Time: 3 Hours

Maximum Marks: 70

Min. Passing Marks: 28

Instructions to Candidates:

(i) *The question paper is divided in two sections.*

(ii) *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 **1** question, which is* **compulsory.**

(iii) *All questions carry **equal** marks.*

SECTION-A

Q.1 Define the term "Business Environment". Write the significance of Business Environment. Explain the major elements of micro environment. [2+6+6=14]

Q.2 State the benefits of privatization. Write the changes that took place in India after liberalization. Keeping in mind the financial aspects, explain the outcomes of globalised era in Indian context. [4+5+5=14]

Q.3 Write the impact of Export – Import policy on business environment. "Monetary policy and fiscal policy are complementary to each other". Explain. [4+10=14]

Q.4 Explain the rights of a consumer under the Consumer Protection Act, 1986. Write a note on the role of SEBI. [7+7=14]

Q.5 Write short notes: (Any four)   [3.5×4=14]

   (a) IRDA

   (b) RBI

   (c) FEMA

   (d) FDI in India

   (e) Stock exchange

   (f) MSME

Q.6 Explain the role of Agriculture in Economic Development. What are the recent trends in Agricultural Production?   [7+7=14]

SECTION-B

Case Study

Q.7 Read the case study and answer the questions given below the case.

Case study: The Costs of Delay

The public sector, Indian Oil Corporation (IOC), the major oil refining and marketing company which was also the canalizing agency for oil imports and the only Indian company in the Fortune 500, in terms of sales, planned to make a foray in to 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 Indian company for investing abroad is to be scrutinized by a 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 price had bounded back to $24 per barrel. And the Elf 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:-

(a) Discuss internal, domestic and global environments of business revealed by this case. [6]

(b) What would have been the significance of the foreign acquisition to IOC? [5]

(c) What are the lessons in this case? [3]

Roll No. _____   Total No of Pages: 2

1M6118

1M6118

M.B.A. I Sem. (Main/Back) Exam., Dec. 2017

M-108A Communication for Management

Time: 3 Hours   **Maximum Marks: 70**

                                                         Min. Passing Marks: 28

Instructions to Candidates:

    (i)   *The question paper is divided in two sections.*

    (ii)   *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 **1** question which is **compulsory**.*

    (iii)   *All questions carrying **equal** marks.*

SECTION-A

Q.1 Highlight the significance of communication in Management. Also, give the process of Communication in details.   [14]

Q.2 Compare and contrast Teleconferencing and Video - conferencing as methods of Business communication giving their advantage and disadvantages.   [14]

Q.3 Write short note (on any four)-   [3½×4=14]

    (a)   Effective Listening

    (b)   Body Language & Communication

    (c)   Do's & Don'ts of Case Preparation

    (d)   Electronic Writing Process

    (e)   Press Release

Q.4 Write a job application letter along with CV, to the manager (HR), Piramal Ltd. 10th floor, Makers Building, Aashirwad Nagar, New Delhi, for the post of Project Manager. Invent all relevant details. [14]

Q.5 Discuss 'Press Conference' as a method of group communication, with its objectives, advantage and disadvantages. [14]

Q.6 You have been asked to make a presentation on 'Privatization of Higher Education'. Prepare a suitable format of your presentation listing the points you would like to cover and elements you would consider. [14]

SECTION-B

Case Study

Q.7 You are Administrative officer of your organization and your employer is considering to purchase some new office equipments. Write a report recommending the equipments, you think, will result in greater efficiency and give reasons for your recommendations. You may invent names, situation and machines, which you consider relevant to your report. [14]