Z 4501

M.B.A. DEGREE EXAMINATION, JANUARY 2007.

First Semester

BA 1601 — STATISTICS FOR MANAGEMENT

(Regulation 2005)

Time : Three hours   Maximum : 100 marks

Answer ALL questions.

PART A — (10 × 2 = 20 marks)

1. Give two uses for probability in business.

2. Distinguish between discrete and continuous probability distributions.

3. What is the advantage of central limit theorem in sampling?

4. Give four factors affecting sample size.

5. What is the null and alternative hypothesis?

6. What is significance level?

7. Distinguish between parametric and non-parametric tests.

8. When is Mann-Whitney U test used?

9. How is the accuracy of a regression equation measured?

10. What are the components of a time series?

PART B — (5 × 16 = 80 marks)

11. (a) There are two boxes B_1 and B_2. B_1 contains two Red Balls and one green ball. B_2 contains one red ball and two green balls.

   (i) A ball is drawn from one of the boxes randomly. It is found to be red. What is the probability that it is from B_1?   (7)

(ii) Two balls are drawn randomly from one of the boxes without replacement. One is red and the other is green. What is the probability that they came from B_1? (7)

(iii) A ball drawn from one of the boxes is white. What is the probability that it came from B_2? (2)

Or

(b) On an average six people per hour use an electronic teller machine during the prime shopping hours in a department store. What is the probability that

(i) Exactly six people will use the machine during a randomly selected hour. (4)

(ii) Fewer than five people will use the machine during a randomly selected hour. (4)

(iii) No one will use the facility in a 10 minute interval. (4)

(iv) No one will use the facility in a 5 minute interval. (4)

12. (a) For a particular consumer product, the sales per retail outlet last year in a sample of $n_1 = 10$ stores was $\bar{x}_1 = $ Rs. 3,425 with $s_1 = $ Rs. 200. For a second product, the mean dollar sales per outlet in a sample of $n_2 = 12$ stores was $\bar{x}_2 = $ Rs. 3,250 with $s_2 = $ Rs. 175. The sales per outlet are normally distributed. Estimate the difference between the mean level of sales per outlet last year using 95% confidence level. If the sample sizes $n_1 = 20$ and $n_2 = 24$, what would the difference in means be.

Or

(b) A metropolitan area sampled for 100 households yields only 6 households having at least one adult unemployed. In another area sampled for 100 households, 12 households have unemployed adults. Assuming 95% confidence levels, estimate the percentage of households with unemployed adults in the second area. Estimate the difference in percentage unemployment in households between the two surveyed areas. Use 90% confidence levels.

13. (a) The mean weekly wage for a sample of $n_1 = 30$ employees in a large firm is $\bar{x}_1 = $ Rs. 280, with a sample standard deviation of $s_1 = $ Rs. 14. In another firm, a sample of $n_2 = 40$ employees have a mean wage $\bar{x}_2 = $ Rs. 270 with a standard deviation $s_2 = $ Rs. 10. The standard deviations of the populations are not assumed to be equal. Test the hypothesis that there is no difference between the mean weakly wage amounts of the two firms at 5% significance level.

Or

(b) The following contingency table presents the reactions of legislators to a tax plan according to party affiliation. Test whether party affiliation influences the reaction to the tax plan.

Reaction

Party	In Favour	Neutral	Opposed	Total
Party A	120	20	20	160
Party B	50	30	60	140
Party C	50	10	40	100
Total	220	60	120	400

(Critical χ^2 for $df = 4$ is 13.28 at $\alpha = 1\%$).

14. (a) A consumer panel includes 14 individuals. It is asked to rate two brands of code cola according to a point evaluation system based on several criteria. The table given below reports the points assigned. Test the null hypothesis that there is no difference in the level of ratings for the two brands of cola at 5% level of significance, using the sign test. (Critical value of $t = 2.201$ for $\alpha = 5\%$, $df = 11$).

Point rating assigned

Panel Member	Brand 1	Brand 2
1	20	16
2	24	26
3	28	18
4	24	17
5	20	20
6	29	21
7	19	23
8	27	22
9	20	23
10	30	20
11	18	18
12	28	21
13	26	17
14	24	26

Or

(b) Two methods of instruction to apprentices is to be evaluated. A director assigns 15 randomly selected trainees to each of the two methods. Due to drop outs, 14 complete in batch 1 and 12 complete in batch 2. An achievement test was given to these successful candidates. Their scores are as follows :

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Method 1 : 70, 90, 82, 64, 86, 77, 84, 79, 82, 89, 73, 81, 83, 66

Method 2 : 86, 78, 90, 82, 65, 87, 80, 88, 95, 85, 76, 94.

Test whether the two methods have significant difference in effectiveness. Use Mann-Whitney test at 5% significance level. ($z = \pm 1.96$ for 5% significance level).

15. (a) An analyst takes a random sample of 10 truck shipments made by a company and records the distance in miles and delivery time to the nearest half day from the time that the shipment was available for pickup.

Shipment	1	2	3	4	5	6	7	8	9	10
Distance (x) :	825	215	1070	550	480	920	1350	325	670	1215
Delivery time (y) :	3.5	1.0	4.0	2.0	1.0	3.0	4.5	1.5	3.0	5.0

Find the regression equation of delivery time as a function of distance. If the distance is 1000 miles estimate delivery time. Can this regression estimate delivery time for a distance of 2500 miles.

Or

(b) The quarterly sales data for a graphics software company are given below. Determine the seasonal components.

Sales in Rs. '000

Quarter	1995	1996	1997	1998	1999	2000
1	500	450	350	550	550	750
2	350	350	200	350	400	500
3	250	200	150	250	350	400
4	400	300	400	550	600	650

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Z 4502

M.B.A. DEGREE EXAMINATION, JANUARY 2007.

First Semester

BA 1602 — ECONOMIC FOUNDATIONS OF BUSINESS ENVIRONMENT

(Regulation 2005)

Time : Three hours   Maximum : 100 marks

Answer ALL questions.

PART A — (10 × 2 = 20 marks)

1. Define National Income.

2. State the meaning of Balance of Payment (BOP).

3. What do you mean by Business Cycle?

4. Define multiplier.

5. Bring out the importance of money supply.

6. List out the factors determining money supply.

7. What does "Philips Curve" convey?

8. What do you mean by inflation?

9. Write a short note on 'Foreign Trade Policy'.

10. What do you understand by International trade multiplier?

PART B — (5 × 16 = 80 marks)

11. (a) Explain in detail the circular money flow with saving and investment.

Or

   (b) Enumerate the objectives of Indian economic planning.

12. (a) Critically examine the phases of business cycles.

Or

(b) Illustrate the two fiscal methods of fiscal policy to get the economy out of recession.

13. (a) What are the various measures available to estimate the money supply? Discuss them in detail.

Or

(b) Explain how expansionary monetary policy works according to "Keynesian View".

14. (a) Describe the effects of inflation on output and distribution of income.

Or

(b) Elucidate the causes of unemployment in developing countries.

15. (a) What are the various gains that encourage free trade? Explain them in detail.

Or

(b) Discuss the salient features of EXIM policy 2002–2007.

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Z 4504

M.B.A. DEGREE EXAMINATION, JANUARY 2007.

First Semester

BA 1604 — ORGANIZATIONAL BEHAVIOUR

(Regulation 2005)

Time : Three hours   Maximum : 100 marks

Answer ALL questions.

PART A — (10 × 2 = 20 marks)

1.   What are rational and emotional behaviour models?

2.   What is Personality?

3.   What is Halo effect?

4.   What is vicarious learning?

5.   Define Maslow's need hierarchy theory.

6.   What is Delphi technique?

7.   What is referent power?

8.   What is grapevine communication?

9.   What is culture shock?

10.   What is Organisational Development (OD)?

PART B — (5 × 16 = 80 marks)

11.   (a)   What are the methods to deal with resistance to change?

Or

(b)   What are the political strategies which can be opted by individuals and subunits who want to exhibit political behaviour?

12. (a) Describe some dimensions of organisation culture.

Or

(b) Describe the characteristics of the OD approach to manage of change.

13. (a) Describe the internal contingency factors and external contingency factors which have their impact on organisal design.

Or

(b) What is transaction analysis? Describe its advantages and limitations.

14. (a) What are the factors influencing organisational communication?

Or

(b) Describe the trait theory of leadership.

15. (a) How do groups make decisions? What are the advantages and disadvantages of group decision making?

Or

(b) What are the factors influencing perception? How the perception process is managed?

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Z 4505

M.B.A. DEGREE EXAMINATION, JANUARY 2007.

First Semester

BA 1605 — COMMUNICATION SKILLS

(Regulation 2005)

Time : Three hours   Maximum : 100 marks

Answer ALL questions.

PART A — (10 × 2 = 20 marks)

1.   Define personal communication. Does it affect the attitude of individuals?

2.   Identify the elements involved communication process.

3.   How do you give constructive feedback?

4.   Name the activities involved in listening.

5.   Write the purpose of Business letters.

6.   Briefly describe the process of writing business messages.

7.   Define "Business Report".

8.   What are the different ways of organising a report?

9.   Explain the term "Proposal". Name the types of proposals.

10.   What is "Structural Coherence Helpers"?

PART B — (5 × 16 = 80 marks)

11. (a)   List the type of Internal operational and External operational communication that may occur in a medium sized apparel manufacturing unit.

Or

(b)   Explain the verbal and non verbal barriers to comunication.

12. (a) "Meetings involve oral communication. In a meeting a person will be either a leader or a participant". Elucidate the importance leader and participant role in a meeting.

Or

(b) "International business would not be possible without international communication". Comment on the statement.

13. (a) In Yesterday's daily newspaper you saw an advertisement about some property that just might be what you have been looking for :

Rocky Mountain Lodge on 269 scenic acres of forest, breathtaking Mountain View, Running stream through property. Twenty–two rooms, 25 baths, large kitchen, dining room, and lobby. Giant fireplace. Three service buildings. Two tennis courts, a steal at $ 2,450,000 P.O Box 7413, Denver, CO 80209.

One of the industrial clients of your real estate business is seeking a building like this. The area and the price are right. But your client has some specific requirements that the advertisement doesn't cover. So you will write a letter to the advertiser to determine whether the place meets those requirements.

Your client wants a place that is easily accessible through out the year by auto mobile. Because the building would be used as a corporate retreat and training centre, two rooms suitable for the meetings of up to 15 people 2 would be needed. Then there should be at least 15 rooms suitable for bedrooms. It would be helpful if the advertiser could send you the picture of the place or a brochure. Also you had like to know the real estate taxes on the property and how old is the structure? You may think of other facts your client should know before inspecting the property. Now write the enquiry letter.

Or

(b) Write a sales letter to promote the sales of any one of the following :

(i) A financial product

(ii) An educational service.

14. (a) Answer the following :

(i) What are the common characteristics of business reports?

(ii) What are the common types of business reports?

Or

(b) Write the detailed answer on the common content for research proposal. Give an example of your own research proposal.

15. (a) How do you collect data for your report? Describe the merits and demerits of the various data collection methods.

Or

(b) Write a short report on the topic "Business Communication".

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Z 4506

M.B.A. DEGREE EXAMINATION, JANUARY 2007.

First Semester

BA 1606 — ACCOUNTING FOR MANAGEMENT

(Regulation 2005)

Time : Three hours   Maximum : 100 marks

Answer ALL questions.

PART A — (10 × 2 = 20 marks)

1. Define Financial Accounting.

2. What do you mean by Inflation Accounting?

3. Define Inventory turnover ratio.

4. Define Process Costing.

5. What do you mean by Margin and Safety?

6. What do you mean by Cash from Operation?

7. Define Target Costing.

8. What do you mean by Material Mix Variance?

9. Define Incremental Analysis.

10. What do you mean by Responsibility Accounting?

PART B — (5 × 16 = 80 marks)

11. (a) Define Human Resources Accounting. Explain their uses and abuses?

Or

(b) Prepare Trading and Profit and Loss Account for the year ended 31st March, 1990 and Balance Sheet as at the date from the following Trail Balance of K. Rama Rao

Dr. Balances	Rs.	Cr. Balances	Rs.
Drawings	45,000	Capital	1,60,000
Goodwill	80,000	Bills Payable	33,800
Land and Buildings	60,000	Creditors	70,000
Plant & Machinery	40,000	Purchases Returns	2,650
Loose Tools	3,000	Sales	4,18,000
Bills Receivable	3,000		
Stock, 1st April, 1989	40,000		
Purchases	2,51,000		
Wages	20,000		
Carriage Outwards	500		
Carriage Inwards	1,000		
Coal	5,800		
Salaries	35,000		
Rent, Rates & Taxes	2,800		
Discount	1,500		
Cash at Bank	25,000		
Cash in hand	400		
Sundry Debtors	45,000		
Repairs	1,800		
Printing and Stationery	500		
Bad Debts	1,200		
Advertisements	3,500		
Sales Returns	2,000		
Furniture	11,200		
General Expenses	5,250		

Adjustments :

(i) Closing Stock on 31st March, 1990 was Rs. 35,000.

(ii) Depreciate Plant and Machinery, Tools and Furniture by 10% and Land and Building by 5%.

(iii) Provide Rs. 1,500 for wages.

(iv) Advertisements prepaid are Rs. 500.

(v) Provide 5% on Debtors against bad debts and 2% against discount.

12. (a) Explain various methods of pricing the Inventory?

Or

(b) A company purchased a four years 'lease on April 1, 1987 for Rs. 10,00,000. It is decided to provide for the replacement of the lease at the end of four years by setting up a depreciation fund. It is expected that investments will fetch interest at 12%. Sinking fund tables show that Re. 0.209234 invested each year will produce Re. 1 at the end of four years at 12% per annum. Investments were made in 12% Bonds of Rs. 100 each available at a face value. Interest was receivable yearly on 31st March.

On March 31st , 1991, the investments were sold for Rs. 6,98, 940. On 1st April, 1991 the same lease was renewed for a further period of 4 years by payment of Rs. 12,00,000

Show journal entries and give the important ledger accounts to record the above.

13. (a) Define Ratio Analysis. Indicate uses and abuses?

Or

(b) The following are the summarized balanced sheets of Good Luck Ltd., as on 31st December, 1999 and 31st December, 2000.

Liabilities	31st Dec '99 Rs.	31st Dec '00 Rs.	Assets	31st Dec '99 Rs.	31st Dec. '00 Rs.
Equity Share Capital	2,00,000	2,40,000	Land and Buildings	1,05,000	1,50,000
8% Debentures	50,000	—	Plant and		
Share Premium	—	10,000	Machinery (at cost)	2,90,000	3,20,000
General Reserve	30,000	50,000	Furniture (at cost)	9,000	10,000
Profit and Loss					
Account	48,000	68,000	Inventories	1,30,000	1,05,000
Sundry Creditors	1,30,000	1,50,000	Sundry Debtors	75,000	85,000
Proposed Dividend	20,000	24,000	Cash	15,000	26,000
Provision for					
Depreciation :					
Plant and Machinery	1,40,000	1,50,000			
Furniture	6,000	4,000			
Totals :	6,24,000	6,96,000		6,24,000	6,96,000

Additional information is as follows :

(i) Furniture which cost Rs. 5000, written down value Rs. 1000 was sold during the year 2000 for Rs. 2000.

(ii) Plant and Machinery which cost Rs. 20,000 and in respect of which Rs. 13,000 had been written off as depreciation was sold during the year 2000 for Rs. 3,000.

(iii) The dividend of 1999 was paid during 2000.

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You are required to prepare :

(1) A statement of changes in working capital during 2000

(2) Funds flow statement for the year 2000.

14. (a) Explain the Uses and Abuses of Marginal Costing and Cost Volume Profit Analysis?

Or

(b) The following figures of sales and profits for two periods are available in respect of concern :

	Sales	Profit
	Rs.	Rs.
Period I	1,00,000	15,000
Period II	1,20,000	23,000

You are required to find out :

(i) P/V ratio

(ii) Fixed cost

(iii) Break-even point

(iv) Profit at an estimated sale of Rs. 1,25,000

(v) Sales required to earn a profit of Rs. 20,000

15. (a) Define Budget. Indicate the procedure for introduction of Budgetary Control in an Organization.

Or

(b) A factory is producing three joint products A, B and C. The actual joint expenses of manufacture for a period were Rs. 19,600. The other details are as follows :

	Subsequent Expenses		
	A	B	C
	Rs.	Rs.	Rs.
Material	1,500	1,300	1,000
Labour	200	150	100
Overheads	800	550	400
	2,500	2,000	1,500
Selling price	30,000	24,000	20,000
Estimate Profits on selling prices	30%	25%	20%

Show how you would propose to apportion the joint costs of manufacture.

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Z 4507

M.B.A. DEGREE EXAMINATION, JANUARY 2007.

First Semester

BA 1607 — LEGAL ASPECTS OF BUSINESS

(Regulation 2005)

Time : Three hours   Maximum : 100 marks

Answer ALL questions.

PART A — (10 × 2 = 20 marks)

1.   What is Consent?

2.   Define consideration.

3.   Define Void contract.

4.   Whether an agent and the servant same? Cite an example.

5.   Define Hundi.

6.   Define ultravires.

7.   What is the prospectus?

8.   Define Factory.

9.   What is the objective of VAT?

10.   What is the medium of Payment of wages?

PART B — (5 × 16 = 80 marks)

11.   (a)   Explain the various kinds of Agreements.

Or

(b)   Examine the essentials of Contract.

12. (a) What are the characteristics of a company?

Or

(b) Discuss the exceptions to the Doctrine of Indoor Management.

13. (a) Give a detailed description of the parties to Negotiable Instrument.

Or

(b) Discuss the exceptions of the Doctrine of Caveat Emptor.

14. (a) Explain the conditions on which strikes and Lockouts are prohibited.

Or

(b) Discuss the provisions regarding the health of workers.

15. (a) Explain the mode of charging the Sales Tax.

Or

(b) Trace the History of Consumer Protection Act and its relevance today.

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