

Total No. of Questions - 10]  
(1111)

Total Pages : 3

**2166**

**M.B.A. Examination**

**MANAGEMENT PROCESS AND  
ORGANISATION 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 *five* questions in all, selecting *one* question from each unit. All questions carry equal marks.

**UNIT-I**

1. How emergence of globalisation is influencing Management? Discuss its implications on the nature and scope of management.
2. Make out a case of comparative management between Japanese, Americans and Indians.

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[P.T.O.]

## UNIT-II

3. What is Control ? Why is it required in management ? What are the corrective and preventive controls ? When and how they are applied ?
4. How planning premises will help in promoting strategic decision-making and effective management ? Discuss.

## UNIT-III

5. What is an Organisation ? What are 'downsizing' and 'outsourcing' ? Discuss their implications and effect on restructuring of organisations at present times.
6. Discuss the meaning and scope of OB, and also explain various OB models. What are the emerging challenges for OB ?

## UNIT-IV

7. Explain the foundations of Individual behaviour and Individual differences. What do you mean by Learning process ?
8. Define Communication. Outline the principles of effective communication. How the barriers to the communication can be removed ?

#### UNIT-V

9. What do you understand by 'Leadership style' and what are the various styles of leadership ? What are the qualities of a good leader ?
  
  10. Discuss the nature of group dynamics which prevails in informal organisation and its impact on the effectiveness of organisation as a whole.
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**2167**

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

Time : Three Hours] [Maximum 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. Explain the nature and features of Management Science. Which types of problems can be solved with the help of management science ? 12
2. (a) Using first principle, find the value of  $dy/dx$  if  $y = x^n$ .  
(b) If  $y = f(x)$ , how can the maximum and minimum values of  $y$  be determined ? Explain showing the steps involved. 6,6

2167/800/777/49/One Fig. attached

[P.T.O.]

## UNIT-II

3. (a) Draw the graph of  $4x + 3y \leq 6$ . Mark *two* solutions of this on the graph.

- (b) Check for the continuity of the function

$$\begin{aligned} f(x) &= 2x - 1 & 0 \leq x \leq 1 \\ &= 2x + 1 & 1 \leq x \leq 2. \end{aligned} \quad 6,6$$

4. (a) Find the value of  $\int \frac{1}{\sqrt{1+x} + \sqrt{x}} dx$ .

- (b) If the marginal revenue is given by  $15 - 2x - x^2$ , find the total revenue and demand function. Also find the maximum revenue. 5,7

## UNIT-III

5. Calculate the values of Arithmetic Mean, Median, Mode and Standard deviation for the following distribution :

Weekly wages (Rs.)	No. of Workers	Weekly wages (Rs.)	No. of Workers
200-250	7	500-550	25
250-300	13	550-600	10
300-350	15	600-650	8
350-400	24	650-700	6
400-450	36	700-750	4
450-500	50	750-800	2

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6. (a) Explain and illustrate the classical approach to probability. What are its limitations ?  
 (b) What do you mean by Probability distribution ? How is it useful in business decision-making ?  
 (c) What are the characteristics of Normal distribution ?
- 4,4,4

#### UNIT-IV

7. (a) In an article of 1600 words in Hindi, 64% of the words were found to be of Sanskrit origin. Obtain the 95% confidence limit for the proportion of Sanskrit words in the writer's vocabulary.

- (b) In a survey, the following results were obtained :

No. of Families	Hindus	Muslims
Tea takers	1236	164
Non-tea takers	564	36

Is there any significant difference between the two communities in the matter of taking tea ? 5,7

8. (a) Explain the meaning, utility and limitations of Rank correlation.  
 (b) Distinguish among Simple, Partial and Multiple correlation.  
 (c) What are the advantages and limitations of Regression analysis ?
- 4,4,4

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**2168**

**M.B.A. Examination**  
**MANAGERIAL ECONOMICS**  
Paper – 103

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. Mention the various economic problems. How can they be solved under socialism ?
2. Explain the contribution of Economics in management.

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[P.T.O.]

## UNIT-II

3. Explain the Opportunity cost concept and Equi-Marginal utility principle. How can they help a business manager in taking various decisions ?
4. Write short notes on the following :
  - (a) The Concept of Time Perspective.
  - (b) The Discounting Principle.

## UNIT-III

5. Why does demand curve slope downward from left to right ? Differentiate between increase in demand and extension in demand.
6. Explain Price elasticity, Cross elasticity and Income elasticity of demand. Give their formulae. Explain their usefulness for business firms.

## UNIT-IV

7. What are Fixed costs and Variable costs ? Explain them with the help of diagrams. Describe their significance in production decisions.
8. Why is AC U-shaped ? Explain the relationship between AC and MC.



### UNIT-V

9. Explain the concept of Cost plus pricing and Tayet pricing.
  10. How is price determined under Monopoly in the short run as well as in the long run ?
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Total Pages : 3

**2169**

**M.B.A. 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. All questions carry equal marks.

**UNIT-I**

1. Explain in detail the changes that have taken place during the last two decades in the business environment pertaining to the Automobile (Car) industry in India.
2. To what extent the contemporary business scene in India will lead to lop-sided development of the economy and the country ?

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[P.T.O.]

## UNIT-II

3. Discuss the concept and scope of Public-Private partnership in the development of social infrastructure in India.
4. Critically evaluate the changes that have taken place in the labour laws in the last two decades in India.

## UNIT-III

5. Differentiate in very brief between the Industrial, Fiscal, Monetary and Economic policies.
6. Discuss the Indian cultural ethos and their ramifications on the business practices.

## UNIT-IV

7. How the Centre-State relationships, sometimes cordial and sometimes strained, affect the industrial development/ economic development of the State in particular and country in general ?
8. Discuss how the developments in the Information Technology Environment has helped in the growth of Indian BPO and KPO industry.

## UNIT-V

9. What do you understand by Privatisation ? Discuss the different modes normally followed while going for privatisation. To what extent privatisation has been successful in India ?
  
  10. How WTO is different from GATT ? What role WTO plays in the promotion of International Trade and Investments ?
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Total No. of Questions - 10]  
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Total Pages : 2

**2170**

**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. What do you mean by Values ? How values shape our psyche and behaviour ?
2. What is the relevance of values in modern management ?

**UNIT-II**

3. How leadership styles are related to human values ? Cite relevant examples.

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[P.T.O.

4. What do you mean by Team-building ? What types of values are more conducive to healthy team-building ?

### **UNIT-III**

5. What is Work ethos ? How does work ethos affect quality orientation of an individual and an organisation ?
6. What are the main features of Indian culture ? What lessons Indian culture offers for Corporate managers ?

### **UNIT-IV**

7. How does meditation help in improving inner capacity of an individual ? What are the advantages of enhanced inner capacity ?
8. What is Spirituality ? Is it related to religion ? How does it affect human behaviour ?

### **UNIT-V**

9. What is Organisational effectiveness ? How Indian values contribute to ensuring organisational effectiveness ?
10. Why so many corporate frauds have been seen off late ? Is it lack of ethical inputs in academic curricula ? Explain in detail.

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Total Pages : 6

**2171**

**M.B.A. Examination**  
**ACCOUNTING FOR MANAGERS**  
Paper – 106

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. "Accounting equation ( $A = L + C$ ) always holds good under all circumstances." Explain with the help of one example.
2. (a) Explain the following :
  - (i) Going concern concept.
  - (ii) Business entity concept.(b) What are the differences between Cash discount and Trade discount ?

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[P.T.O.]

## UNIT-II

3. (a) Explain the objectives of preparing Trial Balance.  
 (b) What is Marshalling of assets and liabilities ?
4. From the following Trial Balance and subjoined information, prepare Trading and Profit & Loss Account for the year ending 31st December, 2002 and Balance-sheet on that date :

<i>Debit Balances</i>	<i>Rs.</i>	<i>Credit Balances</i>	<i>Rs.</i>
Drawings	1,420	Capital account	8,500
Machinery	1,900	Sales	23,812
Stock-1st Jan. 2002	2,920	Returns outwards	582
Purchases	20,724	Apprentice premium	240
Returns inward	420	Bank overdraft	400
Sundry expenses	880	Sundry creditors	2,000
Rent	240	Provision for doubtful debts	210
Rates and taxes	400	Bills payable	360
Bad debts	344	Discount	120
Sundry debtors	6,400		
Cash at office	96		
Bills receivable	480		
	36,224		36,224

- (a) Stock on 31st December, 2002 was Rs. 3,400.  
 (b) Provide for doubtful debts at 5% on sundry debtors.  
 (c) Rent due was Rs. 80.  
 (d) Taxes, Rs. 160 were paid in advance.  
 (e) Depreciate machinery at 10% p.a.  
 (f) Apprentice premium, Rs. 40 was to be carried forward.  
 (g) Charge interest on capital at 5% p.a. but not on drawings.



### UNIT-III

5. What is Depreciation ? What is the need for providing depreciation ? Also discuss and distinguish between the Straight line method and Written down value method of providing depreciation.
6. A firm purchased two vehicles @ Rs. 1,20,000 each on 1st May, 1990 to serve for 10 years, at the end of which scrap shall be 25% of cost price. Another vehicle was acquired on 1st July, 1990 for Rs. 1,00,000, charging depreciation @ 10% on original cost method. On 1st January, 1991 a new vehicle was added for Rs. 50,000 to serve for five years. On 1st July, 1992 one vehicle bought on 1st May, 1990 was auctioned at 80% of book value. Prepare the vehicle account for 1990, 91 and 92 with all the workings.

### UNIT-IV

7. "Ratio analysis is only a technique for making judgements and not a substitute for judgement." Examine.
8. The following are the summarised Profit and Loss Account of Rajhans Products Ltd. for the year ending 31st December, 2007 and the Balance-sheet on that date :

### Profit & Loss Account

<i>Particulars</i>	<i>Amount (Rs.)</i>	<i>Particulars</i>	<i>Amount (Rs.)</i>
To Opening Stock	9,950	By Sales	85,000
To Purchases	54,525	By Closing stock	14,900
To Incidental Expenses	1,425		
To Gross Profit c/d	34,000		
	99,900		99,900
To Operating Expenses :		By Gross profit b/d	34,000
Selling and		By Non-operating Income :	
Distribution     3,000		Interest             300	
Administration   15,000		Profit on Sales of Share <u>600</u>	900
Finance <u>1,500</u>	19,500		
To Non-operating			
Expenses :			
Loss on Sales of Assets	400		
To Net Profit	15,000		
	34,900		34,900

### Balance-Sheet

Liabilities	Amount (Rs.)	Assets	Amount (Rs.)
Issued Capital :		Land and Building	15,000
2,000 Equity shares		Plant and Machinery	8,000
of Rs. 10 each	20,000	Stock in Trade	14,900
Reserves	9,000	Sundry Debtors	7,100
Current Liabilities	13,000	Cash and Bank Balances	3,000
Profit and Loss A/c	6,000		
	48,000		48,000

You are required to calculate

- (a) Current ratio,
- (b) Operating ratio,
- (c) Stock turnover,
- (d) Return on total resources, and
- (e) Turnover of Fixed assets.

### UNIT-V

9. Distinguish between the following :

- (a) Balance-sheet and Funds Flow Statement.
- (b) Funds Flow Statement and Income Statement.

10. The following are the summaries of the Balance-sheets of Praveen Ltd. as at 31st December, 2006 and 2007 :

<i>Liabilities</i>	<i>2006 Rs.</i>	<i>2007 Rs.</i>	<i>Assets</i>	<i>2006 Rs.</i>	<i>2007 Rs.</i>
Share capital	2,00,000	2,50,000	Land & Buildings	2,00,000	1,90,000
General Reserve	50,000	60,000	Plant	1,50,000	1,74,000
Profit & Loss A/c	30,500	30,600	Stock	1,00,000	74,000
Bank Loan			Debtors	80,000	64,200
(Short term)	70,000	-	Cash	500	600
Creditors	1,50,000	1,35,000	Bank	-	8,000
Provision for Taxation	30,000	35,000			
	5,30,500	5,10,800		5,30,500	5,10,800

*Additional Information :*

- (a) Depreciation was written off plant Rs. 14,000 in 2007.
- (b) Dividend of Rs. 20,000 was paid during 2007.
- (c) Income tax provision made during the year was Rs. 25,000.
- (d) A piece of land has been sold during the year at cost.

You are required to prepare a statement showing sources and application of funds for the year 2007 and a schedule of changes in working capital.

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