

June-2024

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Total No. of Questions : 10]  
(2064)

[Total No. of Printed Pages : 3

**MBA (CBCS) Ist Semester Examination**

**8783**

**MANAGEMENT PRACTICES AND  
ORGANIZATIONAL BEHAVIOUR**

(Core)

Paper : 101

Time : 3 Hours]      [Maximum Marks : { Regular : 60  
ICDEOL : 70

*Note* :- This paper consists of five Units. Each Unit consists of two questions each. The paper consists of ten (10) question in all. All questions carry equal marks i.e., twelve marks each. The students shall be required to attempt five questions, one question from each Unit.

**Unit-I**

1. Discuss the contribution of Henry Fayol in the management concept.

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2. Bring out the major limitations of the neo-classical theory of management. Also point out its superiority over the classical management theory.

### **Unit-II**

3. Discuss the components and process of decision-making.
4. Explain Bounded rationality style of decision-making in detail.

### **Unit-III**

5. What is the meaning of Organizational behaviour and how does it contribute to the understanding and management of human behaviour in organizations ?
6. Discuss the role of organizations as social system.

### **Unit-IV**

7. Explain Herzberg's two-factor theory. How can this theory help in enhancing employee motivation and engagement ?
8. Discuss the process of communication. How does effective communication contribute to building trust and fostering collaboration in the workplace ?

## **Unit-V**

9. What are the key principles and characteristics of transformational leadership theories ? How do they contribute to the organization's success ?
10. Discuss leader-member exchange theory (LMX) in detail. How does this theory explain the differential treatment and outcomes experienced by in-group and out-group members ?

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**MBA (CBCS) Ist Semester Examination**

**8784**

**BUSINESS STATISTICS**

(Core)

Paper : 102

Time : 3 Hours] [Maximum Marks { Regular : 60  
ICDEOL : 70

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**Note** :- Attempt *five* questions in all, selecting *one* question from each of the Unit. All questions carry equal marks.

**Unit-I**

1. "If a manager is unaware of the concepts of statistics, data is the most dangerous tools in his hands". Explain and justify this statement.

2. Calculate the mean, median and standard deviation of the following distribution :

Age in Years	Number of Marks
20—30	3
30—40	61
40—50	132
50—60	153
60—70	140
70—80	51
80—90	2

### Unit-II

3. After investigation it has been found that demand for automobiles in a city depends mainly, if not entirely, upon the number of families residing in that city. Below are given figures for the sales of automobiles in the five cities for the year 2020 and the number of families residing in those cities :

City	No. of families in lakhs (X)	Sale of Automobiles in 000's (Y)
A	70	25.2
B	75	28.6
C	80	30.2
D	60	22.3
E	90	35.4

Form a linear regression equation of Y on X by the least square method and estimate the sales for the year, 2023 for city A which is estimated to have 100 lakh families assuming that the same relationship holds true.

4. What is Poisson distribution ? Point out its role in business decision-making. Under what conditions will it tend to normal distribution.

### Unit-III

5. What do you understand by Analysis of Variance ? What are the different types of Analysis of Variance (ANOVA) ? What are some of its assumptions ?
6. A company is considering two different television advertisements for promotion of a new product.



Management believes that advertisement A is more effective than advertisement B. Two test market areas with virtually identical consumer characteristics are selected : advertisement A is used in one area and advertisement B in the other area. In a random sample of 60 customers who saw advertisement A, 18 tried the product. In a random sample of 100 customers who saw advertisement B, 22 tried the product. Does this indicate that advertisement A is more effective than advertisement B, if a 5% level of significance is used ?

#### **Unit-IV**

7. What are non-parametric tests ? Discuss the advantages of non-parametric tests ?
8. What is chi-square test of independence ? What cautions are necessary while applying this test ?

#### **Unit-V**

9. What do you understand by time-series analysis ? Describe the various methods of forecasting.
10. Explain the method of Moving Averages in estimating the trend of a time series. What are the disadvantages of using this method ?

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**MBA (CBCS) Ist Semester Examination**

**8785**

**MANAGERIAL ECONOMICS**

(Core)

Paper : 103

Time : 3 Hours]      [Maximum Marks { Regular : 60  
ICDEOL : 70

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*Note* :- Attempt *five* questions in all, selecting *one* question from each Unit. All questions carry equal marks.

**Unit-I**

1. Illustrate the circular flows of product and money in a simple economy. Why are two kinds of flows always equal in value terms ? What will happen if one of the flows is reduced for some reasons ?
2. Give an outline of the objectives of a firm. Critically examine the profit maximization and sale maximization goal of the firm.



## **Unit-II**

3. Discuss the nature and scope of managerial economics in the context of business decision. How is managerial economics different from general economics ?
4. Describe the concept of incremental principle with examples. How will you distinguish between marginalism and incrementalism ?

## **Unit-III**

5. What is price elasticity of demand ? Explain the total outlay method for measuring the price elasticity of demand with the help of suitable examples.
6. Critically evaluate the various methods of demand forecasting. In your opinion, which is the best method for demand forecasting ?

## **Unit-IV**

7. Explain the concepts of average fixed cost, average variable cost, average total cost, marginal cost and show their interrelationship.

8. What is break-even analysis ? What are its uses ? Elucidate the limitations of break even analysis in managerial economics ?

### **Unit-V**

9. Distinguish between monopoly and monopolistic competition. How is price determined under monopolistic competition ?
10. Briefly discuss the different types of oligopoly. What are the causes of emergence of an oligopoly ?

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**MBA Ist Semester (CBCS) Examination**

**8786**

**BUSINESS ENVIRONMENT**

(Core)

Paper : 104

Time : 3 Hours] [Maximum Marks { Regular : 60  
ICDEOL : 70

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*Note :-* Attempt *five* questions in all, selecting *one* question  
from each of the Unit.

**Unit-I**

1. Discuss how the environment acts does as a stimulant to  
business. Analyze why business often need to scan the  
business environment and its significance for business  
activity. 12[14]

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2. Outline the contemporary business funds in India by giving suitable examples. 12[14]

### **Unit-II**

3. Write note on trade related intellectual property rights and trade related investment measures. 12[14]
4. What do you understand by LPG and how far it is helpful in economic growth of the country ? 12[14]

### **Unit-III**

5. (a) Briefly explain the Westernization and Sanskritisation.  
(b) Explain briefly the financial structure of Indian Economy. 6,6[7,7]
6. Critically evaluate the fiscal policy of India. What suggestions would you give for reforms in fiscal policy of India ? 12[14]

#### **Unit-IV**

7. Explain the rationale and mechanism of technology transfer.

12[14]

8. Write a detailed note on fundamental rights and directive principles of Indian Constitution.

12[14]

#### **Unit-V**

9. Describe the structure and functions of WTO. 12[14]

10. Discuss the role of FDI in the growth of economic development of the country. 12[14]



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**MBA Ist Semester (CBCS) Examination**

**8787**

**INDIAN ETHOS AND BUSINESS  
ETHICS**

(Core)

Paper : 105

Time : 3 Hours] [Maximum Marks { Regular : 60  
ICDEOL : 70

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*Note :-* Attempt *five* questions in all, selecting *one* question from each Unit.

**Unit-I**

1. Discuss the nature of Business Ethics. Explain the relevance of Business Ethics in Management.
2. Explain how justice principles are associated with rights fairness and equality.

## **Unit-II**

3. "Practicing human values at workplace can help in stress management." Discuss the above statement.
4. What do you understand by the term value system ?  
Discuss in detail the different types of values.

## **Unit-III**

5. Write detailed notes on the following :
  - (a) Spirituality at workplace
  - (b) Work Ethos
6. Define TQM. Explain basic principles of TQM.

## **Unit-IV**

7. Discuss the role of Yoga in improving inner capacity of human beings.
8. What is Spirituality ? Explain in detail paths to spirituality.

### **Unit-V**

9. Discuss in detail relevance of teaching ethics in Management Schools.
10. "Indian Culture is rich source of values." Explain the statement throwing light on dominant Indian Values.

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**MBA (CBCS) Ist Semester Examination**

**8788**

**ACCOUNTING FOR MANAGERS**

(Core)

Paper : 106

Time : 3 Hours]      [Maximum Marks : { Regular : 60  
ICDEOL : 70

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**Note** :- Attempt *five* questions in all, selecting *one* question from each Unit. All questions carry equal marks.

**Unit-I**

1. What do you understand by Accounting ? Discuss briefly about its functions. Also highlights the various concepts and coventions of Accounting.
2. What do you understand by Accounting Cycle ? Briefly explain various Accounting concepts and conventions with special emphasis on its utility to accounting professionals.

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## Unit-II

3. What do you understand by Adjustments in Final Accounts ? Draw the format of trading and profit and loss account.
4. You are required to prepare Trading and Profit & Loss Account and Balance sheet from the following balances and adjustments for the year ending on 31-12-2022 (Give Working Notes) :

### Trial Balance

Particulars	Debit Balance (₹)	Credit Balance (₹)
Purchases/Sales	1,30,295	1,80,500
Cash in hand	500	
Cash at Bank	9,500	
Stock as on 1-1-22	40,000	
Wages	22,525	
Retuns	2,400	195

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Repairs	1,675	
Debtors/Creditors	30,000	30,305
Bad Debts	2,310	
Loan (12% p.a.)		20,000
Discounts	800	530
Capital		37,500
Interest on Loan	600	
Salaries	8,000	
Sales tax	800	
Octroi	500	
Insurance	1,000	
Charity	125	
Rent	2,000	
Machinery	16,000	
<b>Total</b>	<b>2,69,030</b>	<b>2,69,030</b>

**Adjustments :**

- (i) Wages include ₹ 2,000 for erection of new machinery installed on 1-1-2022.

- (ii) Provide for depreciation on Machinery @ 5% p.a.
  - (iii) Stock on 31-12-2022 is ₹ 40,925.
  - (iv) Salaries Unpaid ₹ 800.
  - (v) Further bad Debts ₹ 400.
  - (vi) Make a provision of 5% on debtors for doubtful debts.
  - (vii) Rent is paid for one year up to 31st March, 2023.
  - (viii) Unexpired insurance ₹ 300.
- (Hint : Deduct wages by ₹ 2,000 and add this amount in the cost of the Machinery).

### Unit-III

5. What is Depreciation ? Why is it called non-cash expense ?  
Discuss the various methods of recording depreciation.
6. X. Ltd. purchased a second-hand machine for ₹ 5,00,000 and spent ₹ 1,00,000 on its repairs. Depreciation is to be provided @ 10% p.a. according to Straight Line Method This machine is sold for ₹ 4,50,000. Accounting year is is financial year. Calculate the profit or loss on sale of machine in each of the following alternative cases :

**Case (a)** If date of purchase is 1-4-2021 and date of sale is 31-3-2024.

**Case (b)** If date of purchase is 1-4-2021 and date of sale is 30-9-2023.

**Case (c)** If date of purchase is 1-7-2021 and date of sale is 31-3-2024.

**Case (d)** If date of purchase is 1-7-2021 and date of sale is 30-9-2023.

**Required :** Prepare proper working notes.

#### **Unit-IV**

7. What is Fund Flow Statement ? What is the need and significance of preparing fund flow statement ? Explain the steps involved in the preparation of fund flow statement.
8. From the following information, calculate the schedule of change in working capital, funds from operation, and prepare Fund Flow statement.

Particulars	31-3-2020 (₹)	31-3-2021 (₹)
<b>Liabilities :</b>		
Share Capital	1,00,000	1,50,000
Reserves	30,000	30,000
Profit and Loss A/c	20,000	22,000
9% Debentures	50,000	50,000
Sundry Creditors	30,000	35,000
Provision for Taxation	5,000	10,000
<b>Total</b>	<b>2,35,000</b>	<b>2,97,000</b>
<b>Assets :</b>		
Land and Building	1,00,000	90,000
Plant and Machinery	80,000	90,000
Stock	20,000	25,000
Sundry Debtors	5,000	7,500
Investments	—	5,000
Cash	15,000	69,500
Goodwill	15,000	10,000
<b>Total</b>	<b>2,35,000</b>	<b>2,97,000</b>

## Unit-V

9. "Ratio analysis is a tool to examine the health of business with a view to make financial results more intelligible."

Explain this statement.

10. (a) The following information of a company is given :

Current Ratio 2.8

Acid-test ratio (Quick ratio) 1.5

Working capital ₹ 1,62,000

You are required to compute :

- (i) Current assets
  - (ii) Current liabilities
  - (iii) Liquid Assets
- (b) Discuss about the application of marginal costing in managerial decision-making.