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MB-101

Management Concept and Practice

MBA-1st Sem. (Session-2018-20)

Time : 3 Hrs

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The questions are of equal value.

Answer any five questions.

- ✓ 1. Discuss the nature and scope of management.
2. What do you mean by Planning? Discuss its types.
3. Discuss the fourteen principles of Henry Fayol in management thought.
4. What is Management by objective? Why it is necessary in modern organisation?
5. Define staffing. Also discuss the sources of recruitment.
6. What is selection? How it is different from recruitment?
7. Define Communication. Also discuss about the barriers of communication.
8. Discuss the role of different levels of management.
9. What is Directing? Also discuss the different role of leadership in an organization.

P.T.O.

10. Write short notes on any two of the following:

- (a) Role of Manager
- (b) Motivation
- (c) Decision Making Process
- (d) Importance of Controlling

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MB-102

OB

MBA-1st Sem. (Session-2018-20)

Time : 3 Hrs

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The questions are of equal value.

Answer any five questions.

1. Explain the Fiedler's contingency theory of Leadership.
2. What do you mean by Incentive? How positive Incentive is administered in the organization.
3. Explain Motivation. Discuss about Maslow's need hierarchy theory of motivation.
4. What is Job satisfaction? Explain the factors which influences Job Satisfaction.
5. Define communication. Explain the different types of communication.
6. Discuss about theory 'X' and 'Y' of Motivation.
7. Discuss about 'Trait Theory of Leadership'.
8. Define Organisational Climate. What are the factors which influence organisational climate.
9. How can you make your communication effective?

P.T.O.

10. Write short notes on any two of the following:

- (a) Formal and Informal Group
- (b) Types of Personality
- (c) Vroom's Expectancy theory of Motivation
- (d) Financial and Non-Financial Incentive

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Answer any five questions.

1. What do you mean by 'Accounting Principles'? Briefly explain the Accounting Conventions along with suitable examples.
2. "Management Accounting is an accounting for Management". Explain.
3. Define Financial Analysis and discuss the steps involved in Financial statement Analysis.
4. Define Marginal Costing and evaluate its utility for Managerial decision making purposes.
5. What are the tools and techniques of Management Accounting. Explain them in brief.

P.T.O.

6. From the following information calculate material variance:

Standard Output	100 units
Standard Material Per Unit	3 Kg
Standard Price Per Kg	Rs. 2
Actual Output	80 units
Actual Material used	250 Kg
Actual Price Per Kg	Rs. 2.50

7. From the following data Calculate:

- (i) P/V Ratio
- (ii) Profit when sales was Rs. 50000
- (iii) New B.E.P., when selling price is reduced by 20%
- (iv) Sales to earn profit of Rs. 10,000 after reducing selling price by 20%

Fixed Cost	Rs. 10,000
BEP	Rs. 25,000

8. What do you mean by "Fund from Business operation"?
How is it calculated for the preparation of fund Flow statement'?

9. From the following Balance Sheet of J.K. Tyres. You are required to prepare Fund flow statements:

Balance Sheet (As on 31st March)

Particulars	2018 (Rs.)	2019 (Rs.)
(i) Equity and Liabilities:		
1. Shareholders Fund :		
(a) Capital Stock	35,000	43,500
(b) Reserve and Surplus	15,000	19,500
2. Non-Current Liabilities:		
Bonds Payable	22,000	25,000
3. Current Liabilities :		
Trade Payables	30,000	29,000
	1,02,000	1,17,000
(ii) Assets:		
1. Non-Current Assets:		
Tangible Fixed Assets	36,000	36,000
Patents	1,000	900
2. Current Assets:		
Inventories	15,000	15,000
Account Receivables	10,000	20,700
Cash and Cash Equivalents	40,000	44,400
	1,02,000	1,17,000

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10. Write short notes on any two of the following:

- (a) Efficiency-Test Ratio
- (b) Break-Even Point
- (c) Trial Balance
- (d) Variance Analysis



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MB-104

Managerial Economics

MBA-1st Sem. (Session-2018-20)

Time : 3 Hrs

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The questions are of equal value.

Answer any five questions.

1. What is Managerial Economics? Discuss its scope.
2. Discuss about the concept and types of demand.
3. Critically examine the different methods of demand forecasting.
4. Define Isoquant. What are its properties? Explain.
5. What is Return to scale? Discuss different types of return to scale.
6. How price and output decisions are taken in Monopoly? Explain.
7. Explain the different concepts related to national income.
8. What is Business Cycle? Discuss its phases.
9. Explain Break Even Analysis with diagram. What are its features? Enumerate.

P.T.O.

10. Write short notes on any two of the following:

- (a) Market Demand
- (b) Elasticity of Demand
- (c) Law of Diminishing Return
- (d) Concept of Profit

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MB-105

Quantitative Techniques

MBA-1st Sem. (Session-2018-20)

Time : 3 Hrs

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The questions are of equal value.

Answer any five questions.

1. Calculate Mean, Median and Mode for the following data:

Marks : 0 20 40 60 80 100 120

(more than)

No. of students : 80 76 50 28 18 9 3

2. Give a brief description of different measures of central tendency. What are the properties of a good average? Enumerate.

3. Compute Coefficient of variation and Inter-Quartile range from the following data:

Class Interval : 5-10 10-15 15-20 20-25 25-30 30-35 35-40

Frequency : 18 30 46 28 20 12 6

4. What is correlation? Explain with suitable illustration its role in taking some business problem.

P.T.O.

5. Calculate the coefficient of correlation by using Rank method from the following data:

X : 40 50 60 60 80 50 70 60

Y : 30 120 160 170 130 200 210 130

6. Examine the True Reversal Test and Factor Reversal Test of Index number with the help of a suitable example.
7. Define Probability and explain the importance of this concept in statistics.
8. Two dice are rolled simultaneously. Find the probability that at least 1 appears.
9. Find the inverse of the Matrix:

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

10. Write short notes on any two of the following:
- (a) Mutually Exclusive Events
 - (b) Dependent Events
 - (c) Universal sets
 - (d) Presentation of sets

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MB-106

MIS



MBA-1st Sem. (Session-2018-20)

Time : 3 Hrs

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The questions are of equal value.

Answer any five questions.

1. What is MIS? Explain the role of computer in management Information System.
2. What is Database Management System? Discuss the objective, advantage and disadvantage of database management system.
3. Explain System Development Life Cycle. Discuss the different phases of system Development Life Cycle.
4. Discuss the different types of DBMS database model in details.
5. What is network topology? Discuss the different types of topology used in computer network.
6. Explain M-Commerce. Describe the services provided by M-Commerce in online business.

P.T.O.

7. What is System? Explain V model in details.

8. What is E-Commerce? Explain the importance of
- E-Commerce in modern business.

9. What is Data warehouse? Discuss the difference between
data warehouse and data mining.

10. Define and distinguish between

(a) Application Software and System Software

(b) Volatile memory and Non-Volatile memory

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MB-107

Business Ethics and governance

MBA-1st Sem. (Session-2018-20)

Time : 3 Hrs

Full Marks : 70

Candidates are required to give their answers in their own words as far as practicable.

The questions are of equal value.

Answer any five questions.

1. Explain the term Business ethics? What are empirical and external ethics?
2. Explain the significance of Business ethics in 21st century Scenario.
3. What are the Roles associated with the Board of Directors in Corporate Governance?
4. Ethics and Materialism Cannot go together? Explain with example.
5. What are the Arguments for and against corporate Social responsibility of Business.
6. Write Significance of Ethics in Corporate governance.
7. Define Decisions. What is ethical decision, clarify it with its process?

P.T.O.

8. 'Why do you consider the study of ethics is important for today's Business Practices?
9. What are values? What is the Benefits of values driver management system?
10. Write short notes on any two of the following:-
 - (a) Characteristics of ethics
 - (b) Morale
 - (c) Ethical dilemma of Business
 - (d) Information disclosure-ethical consideration
