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MBAH 401



First Semester M.B.A. Degree Examination, January 2018
(Choice Based Credit System)
BUSINESS ADMINISTRATION
Principles and Practice of Management

Time : 3 Hours

Max. Marks : 70

SECTION – A

(Compulsory)

Note : Answer to the question should **not** exceed **six** pages :

(1×15=15)

1. Explain how managers can successfully lead business taking clue from Scientific and administrative management principles in management.

SECTION – B

Note : Answer **any five** questions. **Each** question carries **8** marks. Answer to the question should **not** exceed **five** pages.

(8×5=40)

2. Explain the concept of organizational structure. What are the basis on which departmentation is done ? Explain with examples.
3. Discuss the functions of management with neat diagram.
4. Bring out the factors affecting centralization/decentralization. Also highlight the merits and demerits of centralization and decentralization with examples.
5. Planning and control are the inseparable twins of management. Explain.
6. Explain the techniques of co-ordination.
7. Outline the functions of Direction in Management with suitable illustration.
8. What is staffing ? Discuss the process of staffing.
9. "Control is the continuous process" - Explain.

P.T.O.



SECTION – C

(Compulsory)

Note : Answer the following question should **not** exceed **six** pages :

(1×15=15)

10. Case Study :

One major problem of deep concern for the general manager (production) is lack of interest exhibited by workers at the shop floor. Of late the company is facing problems such as lack of care in routine assembly jobs and components level jobs etc.

In a recent meeting, he discussed the issues with Mr. Jain and Mr. Sudhir Kumar to production managers, two production managers Mr. Lal. Mr. Lal told him that for recurring problems, absenteeism is also a major concern along with unions in difference. After much deliberation, Mr. Jain and Mr. Lal were assigned the task to restructure the jobs and shop floor operations. The develop a point programme where, one, the workers were assigned multiple jobs and two, job rotation was to be introduced. The suggestions were implemented but within 10 days the workers expressed dissatisfaction and even threatened to strike. Their representative accused the management of starting this programme for harassing old workers. He said that workers were overloaded with jobs and their stability is in danger.

Questions :

- 1) What according to you is reason behind the failure of this programme ?
- 2) What do you have done if you were to implement this programme ?
- 3) Why did the situation appear threatening to the workers, even though it was meant to provide them with varied and interesting work and remove monotony ?

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MBAH 402

First Semester M.B.A. Examination, January 2018

BUSINESS ADMINISTRATION

Accounting for Managers

Time : 3 Hours

Max. Marks : 70

SECTION – A

(2×10=20)

Note : Answer **any two** questions. **Each** question carries **10** marks. Answer to the question should **not** exceed **five** pages **each**.

1. What do you mean by Accounting Concepts and Conventions ? Explain the following Accounting Concepts :
 - a) Business Entity Concept
 - b) Money Measurement Concept.
2. Critically examine the implications of IFRS in the present scenario.
3. Explain the how flotation costs and management desire to retain control affects the firm's capital structure decision.

SECTION – B

(3×12=36)

Note : Answer **any three** questions. **Each** question carries **12** marks. Answer to the question should **not** exceed **six** pages.

4. Prepare Journal entries in the books of Arjun and Karan and also prepare Arjun's Account in the ledger of Karan and Karan's Account in the ledger of Arjun from the following transactions between them.

2010,

October

- 1 Opening debt of Kiran to Arjun Rs. 1,500
- 8 Arjun sold goods to Karan on account Rs. 2,000
- 15 Karan returned goods to Arjun Rs. 1,000
- 18 Arjun received cash from Karan Rs. 1,000 and allowed Karan discount Rs. 50
- 21 Karan sold goods to Arjun on credit Rs. 1,500
- 23 Arjun received cash from Karan Rs. 800 in full settlement

P.T.O.



5. The book value of plant and machinery on 1-1-2013 was Rs. 2,00,000. New Machinery for Rs. 10,000 was purchased on 1-10-2013 and for Rs. 20,000 on 1-7-2014. On 1-4-2015 a machinery of which book value had been Rs. 30,000 on 1-1-2013 was sold for Rs. 16,000 and the entire amount was credited to Plant and Machinery account. Depreciation had been charged at 10% p.a. on the book value on 1-1-2013 as per SLM. It was decided on 31-12-2015 that depreciation at the rate of 20% p.a. on DBM should be charged with retrospective effect since 1-1-2013. Show the plant and machinery account with detailed working notes.

6. The following is the details of Badami Limited on 31st March, 2015 :

Particulars	Amount (Rupees)
Cash in hand	640
Cash at bank	12,730
Purchase A/c	1,40,775
Sales A/c	2,58,880
Returns Inwards A/c	2,780
Returns Outwards A/c	1,600
Wages A/c	20,580
Fuel and Power A/c	4,830
Carriage on Sales	3,300
Carriage on Purchases	2,140
Stock A/c (1 st April, 2014)	25,860
Building A/c	30,100
Freehold Land A/c	20,100
Machinery A/c	20,100
Patents A/c	7,600
Salaries A/c	15,100
General Expenses A/c	13,100
Insurance A/c	700
Drawings A/c	15,345
Capital A/c	82,100
Sundry Debtors A/c	14,600
Sundry Creditors A/c	6,400



Taking into account the following adjustments, prepare Trading and Profit and Loss Account and the Balance Sheet.

- a) Stock on hand on 31st March 2015 is Rs. 26,800.
- b) Machinery is to be depreciated at the rate of 10% and patents at the rate of 20%.
- c) Salaries for the month of March 2015 amounting to Rs. 1,500 were unpaid.
- d) Insurance includes a premium of Rs. 170 on a policy expiring on 31st September 2015.
- e) Wages include a sum of Rs. 2,000 sent on the erection of a cycle shed for employees and customers.
- f) A provision for bad and doubtful debts is to be created to the extent of 5% on Sundry Debtors.

7. Enter the following transactions in the cash book with cash, bank and discount columns :

2010

October

- 1 Muthu commenced business with Rs. 10,000
- 2 Remitted into current account Rs. 9,000
- 6 Paid to Kannan by cheque Rs. 4,000 and discount allowed by him Rs. 100
- 10 Cash sales Rs. 4,000
- 11 Paid into bank Rs. 3,000
- 15 Monsi paid into bank Rs. 2,000
- 19 Issued a cheque to Lilly for furniture Rs. 2,000
- 20 Received from Gopal Rs. 500 and discount allowed Rs. 50
- 22 Withdrew from bank Rs. 200
- 25 Cash purchase paid by cheque Rs. 800
- 31 Paid salaries by cheque Rs. 1,200

8. Discuss the adjustment entries required for preparing Final Accounts of a sole trader with appropriate examples.



SECTION – C
(Compulsory)

(1×14=14)

Note : Answer to the question should **not** exceed **six** pages.

9. Following is the trail balance of Lakshmi Co.Ltd. as at 31st March, 2015 :

Particulars	Debit	Credit
Stock, 31 st March, 2014	75,000	
Sales		3,50,000
Purchases	2,45,000	
Wages	50,000	
Discount		5,000
Furniture and Fittings	17,000	
Salaries	7,500	
Rent	4,950	
Sundry expenses	7,050	
Surplus account 31 st March 2014		15,030
Dividend paid	9,000	
Share capital		1,00,000
Debtors/Creditors	37,500	17,500
Plant and Machinery	29,000	
Cash at Bank	16,200	
Reserve		15,500
Patent and trade mark	4,830	
Total	5,03,030	5,03,030

Prepare statement of profit and loss for the year ended 31st March, 2015 and Balance Sheet (Vertical format) as at that date. Take into consideration the following adjustments :

- a) Stock on 31st March 2015 was valued at Rs. 82,000.
- b) Depreciation on fixed assets @ 10%.
- c) Make a provision for income tax at 50%.
- d) Ignore corporate dividend tax.

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MBAH 403

I Semester M.B.A. Degree Examination, January 2018
(Choice Based Credit System)
BUSINESS ADMINISTRATION
Organisational Behaviour

Time : 3 Hours

Max. Marks : 70

SECTION – A
(Compulsory)

Note : Answer to the question should **not** exceed **six** pages. **(1×15=15)**

1. Explain in detail the types of groups in organizations and the various group decision making techniques.

SECTION – B

Note : Answer **any five** of the following questions. **Each** question carries **8** marks.
Answer to the questions should **not** exceed **five** pages. **(5×8=40)**

2. What are the reasons for organizational power and politics ? Explain how organizational politics are managed.
3. Define change. Why are people resistant to change ? Explain Lewin's three step model for organizational change.
4. Explain the sources and strategies of resolving conflicts.
5. Explain the path goal leadership theory with an illustration.
6. Explain the key issues in creating, developing and sustaining high performance teams in a modern typical cross cultural organization.
7. Distinguish between motivation and satisfaction. Explain any two theories of motivation.
8. Examine the various stress management techniques.
9. Explain the process of learning and its implication to organizations.

P.T.O.



SECTION – C
(Compulsory)

Note : Answer to the question should **not** exceed **six** pages.

(1×15=15)

10. Jerry is director of marketing for a large toy company. Presently, his team of executives consists entirely of white males. The company says it is committed to diversity and equal opportunity. In a private conversation with Robert, the company president, about the makeup of top-level management in the marketing department, Jerry admitted that he tends to promote people who are like him.

Jerry stated, "It just seems like when a promotion opportunity exists in our department, the perfect person for the job happens to be a white male. Am I supposed to actively seek women and minorities, even if I don't feel that they are the best person for the job ? After all, we aren't violating the law, are we ?"

Robert responded, "So far the performance in your department has been good, and as far as I know, we are not violating any discrimination laws. Your management team seems to work well together and we don't want to do anything to upset that, especially considering the big marketing plans we have for this coming fiscal year."

The big marketing plans Robert is referring to have to do with capturing a sizable share of the overseas market. The company thinks that a large niche exists in various countries around the world — and who better to fill that niche than an organization that has proved it can make top-quality toys at a competitive price ? Now the marketing team has the task of determining which countries to target, which existing toys will sell and which new toys need to be developed.

- 1) Do Jerry and Robert understand what "management of diversity" means ? How would you advise them ?
 - 2) Considering the marketing plans, how could they benefit from a more diverse management team ? Be specific.
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MBAH 404

First Semester M.B.A. Degree Examination, January 2018

BUSINESS ADMINISTRATION

Business Research Methods

Time : 3 Hours

Max. Marks : 70

SECTION – A
(Compulsory)

Note : Answer **any two** of the following questions. **Each** question carries **10** marks.
Answer to the question should **not** exceed **five** pages. **(2×10=20)**

1. Explain how sampling and statistical inference are useful for any research work.
2. What is Chi-Square test ? Explain the significance in statistical analysis of any research problem with example.
3. What is statistical estimation ? Discuss the categories of estimation.

SECTION – B

Note : Answer **any three** of the following questions. **Each** question carries **12** marks.
Answer to the question should **not** exceed **six** pages. **(3×12=36)**

4. Discuss the relevance and application of probability theory in business decision making. Give suitable examples.
5. A sample of 600 persons selected at random from a large city gives the results that males are 53%. Is there reason to doubt the hypothesis that males and females are in equal numbers in the city ? Use 1% level of significance.
6. The owner of a McDonald fast food outlet has recorded that he could sell between 12 and 15 'MacAloo Burgers' per day. So, he estimates the likely sales and stores them in the refrigerator. The shelf life of these burgers is one day, the cost of preparation is INR 170 and services charges cost INR 50. Using the given below probability distribution find out how many MacAloo burgers should he stock each day in order to minimize his expected loss.

Number of Burgers demanded	12	13	14	15
Probability	0.4	0.3	0.2	0.1

P.T.O.



7. Ten young recruits were put through a strenuous physical training programme by the army. Their weights (in kg) were recorded before and after with the following results.

Recruit	1	2	3	4	5	6	7	8	9	10
Weight before	127	195	162	170	143	205	168	175	197	136
Weight after	135	200	160	182	147	200	172	186	194	141

Using 5% level of significance should we conclude that the programme affects the average weight of young recruits.

8. The following table represent the number of units of production per day turned out by 5 different workers using 4 different types of machines.

Workers	Machine types			
	A	B	C	D
1	44	38	47	36
2	46	40	52	43
3	34	36	44	32
4	43	38	46	33
5	38	42	49	39

Test whether the mean productivity is same for different machines and the 5 men differ with respect to mean productivity.

SECTION – C

(Compulsory)

(1×14=14)

9. Yes Bank is engaged in banking business and planning to expand its business even in rural and remote areas. Executive Director of the bank is entrusted to do a study and prepare a research proposal which will help the bank to make business decisions. Assuming that you are in place of Executive Director, how will you prepare the research proposal which will help to the bank to expand its business in rural and remote areas ?

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MBAS 405

First Semester M.B.A. Degree Examination, January 2018
BUSINESS ADMINISTRATION
Economics for Managers

Time : 3 Hours

Max. Marks : 70

SECTION – A

(Compulsory)

Note : Answer to the question should **not** exceed **six** pages : **(1×15=15)**

1. Explain the importance of the study of managerial economics.

SECTION – B

Note : Answer **any five** questions. **Each** question carries **eight** marks.

Answer to the question should **not** exceed **five** pages. **(5×8=40)**

2. State and explain the law of demand. Are there any exceptions to the law ?
3. Is price elasticity same throughout a given demand curve ? Illustrate.
4. Explain the different cost concepts and its importance in managerial economics.
5. Explain briefly the important methods of demand forecasting.
6. What are Iso-quants ? Explain the laws of returns to scale.
7. What are the characteristic features of monopolistic competition ? How is price and output determined under monopolistic competition.
8. Critically evaluate Risk and Dynamic theories of profit.
9. What is meant by discretionary fiscal policy ? How does discretionary fiscal policy help in curing recession and attaining equilibrium at full employment level ?

P.T.O.



SECTION – C
(Compulsory)

Note : Answer to the question should **not** exceed **six** pages.

(1×15=15)

10. A departmental store conducted a study of the demand for shirt's. It found that the average daily demand (D) in terms of price(P) is given by the equation :

$$D = 700 - 5P$$

- i) How many shirts per day can the store expect to sell at a price of Rs. 100 per shirt ?
 - ii) If the store wants to sell 100 shirts per day, what price should it charge ?
 - iii) What is the highest price anyone would be willing to pay ?
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MBAS 408

First Semester M.B.A. Degree Examination, January 2018
BUSINESS ADMINISTRATION
Computer Applications in Business
(Choice based Credit System)

Time : 3 Hours

Max. Marks : 70

SECTION – A
(Compulsory)

Note : Answer to the question should **not** exceed **six** pages.

(1×15 = 15)

1. Explain the Operating Support Systems with examples.

SECTION – B

Note : Answer **any five** questions. **Each** question carries **8** marks. Answer to the question should **not** exceed **five** pages.

(5×8 = 40)

2. Discuss the impact of Information Technology on international business firms.
3. Discuss the ethical issues in E-commerce.
4. What are B2B models ? Explain its utility.
5. Explain with an example the relational data base file organization.
6. Explain the steps in preparing the charts and graphs in MS Excel.
7. Explain the Decision support system with an example.
8. Describe the planning issues of MIS.
9. What are the benefits and limitations of EDI ?

P.T.O.

**SECTION – C**
(Compulsory)

Note : Answer to the question should **not** exceed **six** pages. (1×15 = 15)

10. The director of information systems of a major engineering firm is pondering whether to break apart and totally reconfigure his computer operations center. At present, a single large computer supports the company's batch and online systems. Workloads are quite erratic and in the past year long response time delays on the online systems, combined with batch schedules, have put him under considerable pressure to provide more responsive service.

Questions :

- a) Suggest several alternative hardware configurations and evaluate them in terms of both overall efficiency and responsiveness to user needs.
- b) What other actions might be taken to improve responsiveness to user needs without Re-configuring the hardware ?