

Day : Tuesday
Date : 20/11/2012



Time : 10.00 AM TO 01.00 PM
Max Marks : 100 Total Pages : 1

N.B.:

- 1) Attempt any **FOUR** questions from Section-I.
- 2) Attempt any **TWO** questions from Section-II.
- 3) Both the sections should be written in the **SAME** answer book.
- 4) Figures to the **RIGHT** indicate full marks.

SECTION-I

- Q.1 What leadership styles will represent behavioral leadership? Discuss with examples (15)
of each of the styles.
- Q.2 Making the right decision has a major influence on performance of an organization. (15)
Discuss the decision making process that is adhered to decide upon right decisions..
- Q.3 What is the relationship between organizational performance and planning? Discuss (15)
steps in planning process.
- Q.4 Discuss the need for Corporate Social Responsibility among business organisations (15)
in India?
- Q.5 Write short notes on any **THREE** of the following: (15)
 - a) Mckinsey 7s framework
 - b) Charismatic leadership
 - c) Qualities of an effective control system
 - d) Systems Approach to Management.

SECTION-II

- Q.6 A German Company into manufacturing of machineries required for components of (20)
automobiles plans to foray into India and is in process of establishing a
manufacturing setup. As they would depend on local hiring to carry on operations,
discuss cross-cultural issues that needs to be duly considered so as to manage
effectively for smooth conduct of its operations.
- Q.7 A retail outlet is into sales of electronic equipments and fashion accessories. Given (20)
that the sales revenue has tremendously increased due to customer response and
acceptability, operations have become slightly complex for the owners. Suggest a
suitable control process for the retail outlet.
- Q.8 CK Pralhad has made immense contribution to strategic management especially in (20)
terms of innovation that organizations have to adhere to and that scale of operations
or mass marketing will provide business continuity. He stressed upon the bottom of
the pyramid as a major segment, that if focused upon will be a growth driver for
companies. In light of this, suggest any two companies from India who should
move to the bottom of the pyramid segment, through launch of products.

Day : Wednesday

Date : 21/11/2012



Time : 10.00 AM TO 01.00 PM

Max Marks : 100 Total Pages : 2

N.B.:

- 1) Answer any **FOUR** questions from Section -I. Each question carries **15** marks.
- 2) Answer any **TWO** questions from Section -II. Each question carries **20** marks.
- 3) Answers to both the sections must be written in **ONE** and the **SAME** answer book.

SECTION -I

- Q.1** Explain the following Accounting Concepts with example
- a) Business Entity Concept
 - b) Matching of Cost and Revenue Concept
- Q.2** How the costs are classified on the following basis
- a) Element wise
 - b) Behaviour wise
- Q.3** "Marginal Costing technique is useful for the organisation for decision making"
Discuss the statement.
- Q.4** Distinguish between Financial Accounting and Management Accounting.
- Q.5** Write short notes on (Any **THREE**):
- a) Break Even point
 - b) Cash Budget
 - c) IFRS
 - d) Standard Cost

SECTION-II

- Q.6** Pass the following Journal entries in the Books of Madhura
April, 2012
1. Invested Machinery worth Rs. 5,00,000 into the business.
 2. Paid for office Expenses Rs. 18,000.
 3. Purchased goods worth Rs. 8,00,000 at 5% trade discount from Pritam Ltd.
 4. Received commission Rs. 50,000.
 5. Sold goods to Mohan worth Rs. 10,00,000 at 2% trade discount.
 6. Received cash from Meena Rs. 68,000 in full settlement of her A/c showing balance Rs. 70,000.
 8. Sold motor car of Rs. 4,00,000 for Rs. 4,20,000.
 9. Withdrawn Cash for personal use Rs. 10,000.
 10. Purchased furniture worth Rs. 15,00,000 from Rawat Brothers.

P. T. O.

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Q.7

For production of 10,000 units the following are the budgeted expenses:

	Per Unit (Rs)
Direct materials	Rs. 60
Direct labour	30
Variable overheads	25
Fixed overheads (Rs. 1,50,000)	15
Variable expenses (direct)	5
Selling expenses (10% fixed)	15
Administrative Expenses (Rs. 50,000 rigid for levels of production)	5
Distribution expenses (20% fixed)	5
Total Cost of Sales Per unit	160

Prepare a Flexible Budget for production of 12,000 and 14,000 units showing distinctly marginal cost and total cost.

Q.8

Calculate for following types of labour:

Labour Cost Variance

Labour Rate Variance

Labour Efficiency Variance

Labour	Standard		Actual	
	Hours	Rate (Rs.)	Hours	Rate (Rs)
Skilled	1,000	1,000	1050	990
Semiskilled	800	600	790	590
Unskilled	1,200	300	1,250	300

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**NIZER /DOODHGANGA/VEDGANGA/ GAVILGAD- I (C.B.C.S.) (2012
Course) : OCT / NOV - 2012
Subject : Economics for Business**

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Day : Thursday
Date : 22/11/2012



Time : 10.00 AM TO 01.00 PM
Max Marks : 100 Total Pages : 1

N.B.:

- 1) Attempt any **FOUR** questions from Section-I.
- 2) Attempt any **TWO** questions from Section-II.
- 3) Both the sections should be written in the **SAME** answer book.
- 4) Figures to the **RIGHT** indicate full marks.

SECTION-I

- Q.1** Analyze the relationship between Economics for Business and decision-making. (15)
- Q.2** Discuss main determinants of "Demand." (15)
- Q.3** Define "Cross Elasticity" of Demand. How it is measured? (15)
- Q.4** Show how Long Run Average Cost Curve is a combination of various "Short Run Curves." (15)
- Q.5** Write short notes on (Any Two) (15)
- a) Consumers surplus
 - b) Water Diamond Paradox
 - c) Price Discrimination.

SECTION-II

- Q.6** Discuss different methods of "Demand Forecasting." (20)
- Q.7** State and explain law of variable proportions. (20)
- Q.8** Compare price and output equilibrium under perfect competition and monopoly. (20)

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Day : Saturday

Date : 24/11/2012



Time : 10.00 AM TO 01.00 PM

Max Marks : 100 Total Pages : 1

N.B.:

- 1) Attempt any **FOUR** questions from Section-I.
- 2) Attempt any **TWO** questions from Section-II.
- 3) Both the sections should be written in the **SAME** answer book.
- 4) Figures to the **RIGHT** indicate full marks.

SECTION-I

- Q.1** Define the concept 'Organizational Behaviour' and write a note on emergence of organizational behaviour as a discipline. (15)
- Q.2** Why is it important for Managers to have a working knowledge of perception and workplace emotions? (15)
- Q.3** What is your opinion about Managers being friends with the people they supervise (in other words overlapping formal and informal groups) ? (15)
- Q.4** Why should the Manager be well versed in the various motivation theories? (15)
- Q.5** Write notes on any **THREE** of the following: (15)
- a) Role and implications of power and politics
 - b) Organizational culture
 - c) Personality determinant
 - d) SOBC - Model.

SECTION-II

- Q.6** What, according to you, are the organizational/ cultural issues affecting the success of merger of Air India and Indian Airlines? (20)
- Q.7** The Manesar plant of a leading Auto company was recently in news for certain unfortunate events. Discuss the likely cultural issues, which might have led to such an event. (20)
- Q.8** One of the leading corporate organizations launched a strictly performance based reward system. This has resulted in lot of stress among the work force, leading to some conflict between management and the workers union. (20)
What steps would you suggest to reduce the stress level, without compromising the performance?

Day : Monday

Date : 26/11/2012



Time : 10.00 AM TO 01.00 PM
Max Marks : 100 Total Pages : 2

N. B. :

- 1) Answer ANY FOUR questions from Section -I. Each question carries 15 marks.
- 2) Answer ANY TWO questions from Section -II. Each question carries 20marks.
- 3) Both the sections should be written in the SAME answer book.
- 4) Use of non programmable calculator is ALLOWED.

SECTION - I

Q.1 a) Define statistics. Explain the use of statistics in business with suitable (07)
examples.

b) Draw Histogram and frequency polygon for the following distribution. (08)

Marks less than	10	20	30	40	50	60	70	80	90
No. of Students	4	6	24	46	67	86	96	99	100

Q.2 The expenditure of 1000 families is given below: (15)

Expenditure in Rs.	400-590	600-790	800-990	1000-1190	1200-1390
No. of Families	50	-	500	-	50

The median of the distribution is Rs. 870/- Calculate missing frequencies and for the completed distribution table calculate mode and mean.

Q.3 a) Explain the term correlation and also explain its types in brief. (07)

b) In a beauty contest three Judges have ranked 10 candidates as follows: (08)

Judge - 1	6	1	4	8	7	5	3	10	9	2
Judge - 2	3	5	6	1	8	2	4	10	9	7
Judge - 3	1	2	3	4	5	6	7	8	9	10
Candidate	A	B	C	D	E	F	G	H	I	J

Which pair of Judges have nearest approach towards beauty?

Q.4 a) What are the types of data? Explain the sources of collection of primary data. (07)

b) One company tested 15 automobiles on a tank full of gas both in city and (08)
highway driving conditions. The following data represents the
miles-per-gallon performance under both situations, nearest to one tenth of a
mile.

City	18.2	18.7	17.9	18.3	19.8	19.0	19.1	18.3	16.0	16.6	17.4	19.7	19.8	18.2	19.6
Highway	20.6	19.0	21.8	21.6	22.2	21.6	18.9	21.3	20.0	19.6	22.0	22.4	20.8	18.6	20.5

By calculating coefficient of variation what statement can you make about the
difference in performance for city and highway driving?

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Q. 5 Write short notes on ANY THREE of the following: (15)

- Business Forecasting Techniques
- Probability Distributions
- Decision Trees
- Classification and tabulation of data
- Measures of Dispersion

SECTION - II

Q. 6 a) In a sample of 1000 scores the mean of certain test is 14 and the standard deviation is 2.5. Assuming the distribution to be Normal Find, (10)

- How many students have scored between 12 and 15?
- How many scored above 18?

b) Find two regression equations for the following two series. What is the most likely value of x when $y = 20$ and most likely value of y when $x = 22$ (10)

X	35	25	29	31	27	24	33	36
Y	23	27	26	21	24	20	29	30

Q. 7 a) A product is manufactured by a company for which it has 3 machines M_1 , M_2 and M_3 . In which M_1 produces 50 %, M_2 produces 30 % and M_3 produces 20 % of the total product. Past experience shows that M_1 produces 4 % defectives, M_2 produces 5 % defectives and M_3 produces 6 % defectives. At the end of a day from the total production 1 unit of production is selected at random and is found to be defective. What is the chance that machine M_1 has produced it? (10)

b) If 5 % electric bulbs manufactured by a company are defective. Use poisson distribution to find the probability that, in a box of 100 bulbs. (10)

- 3 bulbs are defectives.
- More than 3 bulbs are defectives.

(Given : $e^{-5} = 0.007$)

Q. 8 a) The mean and standard deviation of 150 items was found to be 58 and 15 respectively. At the time of calculation two items were wrongly taken as 3 and 37 instead of 13 and 17. Find the correct mean and standard deviation. (10)

b) The data about the sales and advertisement expenditure of a firm is given below: (10)

	Sales (in Crores of Rs.)	Advertisement Expenditure (in Crores of Rs.)
Means	40	6
S. D.	10	1.5
Coefficient of Correlation = 0.9		

- Estimate the likely sales for a proposed advertisement expenditure of Rs. 10 crores.
- What should be the advertisement expenditure if the firm proposes a sales target of 60 crores of Rupees?

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Day : Tuesday

Date : 27/11/2012



Time : 10.00 AM TO 01.00 PM
Max Marks : 100 Total Pages : 1

N.B.:

- 1) Attempt any **FOUR** questions from Section-I.
- 2) Attempt any **TWO** questions from Section-II.
- 3) Both the sections should be written in the **SAME** answer book.
- 4) Figures to the **RIGHT** indicate full marks.

SECTION-I

- Q.1 Briefly explain the concept and scope of Business Communication. What are the major barriers in business communication? (15)
- Q.2 Explain the need and importance of Business presentation. What steps should one follow to give a good presentation? (15)
- Q.3 Explain the process of conducting a business meeting. (15)
- Q.4 Explain the purpose of a business letter. Explain the essentials contents of effective business letter? (15)
- Q.5 Write short notes on any **TWO** of the following: (15)
- a) Types of reports
 - b) Do's and Don'ts in group discussion
 - c) Listening skills

SECTION-II

- Q.6 As an In-charge of a administrative office of a company prepare a report on present situation of stationery wastage and provide suggestions to reduce the wastage of stationery. (20)
- Q.7 Draft a reply to the customer's complaint letter (Assume the necessary details). (20)
- Q.8 Prepare an advertisement for the product of your choice to increase the sales (Assume the necessary details). (20)

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Subject : Management Concepts and Applications (C)

Day : Thursday



Time : 10.00 AM TO 01.00 PM

Date : 07/11/2013

Max Marks : 100 Total Pages : 1

N.B.:

- 1) Attempt ANY FOUR questions from Section - I and attempt ANY TWO questions from Section - II.
- 2) Answers to both the sections should be written in the SAME answer book.
- 3) Figures to the right indicate FULL marks.

SECTION - I

- (15) Q.1 What is meant by the term 'Management Role'? Explain each one of them, [15]
with suitable examples.
- (15) Q.2 Describe the "Systems Approach" to Management, with appropriate examples [15]
and diagrams.
- (15) Q.3 Give a brief account of importance of "Planning". Discuss various types of [15]
plan's length.
- (15) Q.4 Define 'Decision Making'. Illustrate the decision making process in detail. [15]
- (15) Q.5 Write short notes on ANY TWO of the following: [15]
- a) Michael Porter's contribution
 - b) McKinsey 7S Framework
 - c) Visionary Leadership
 - d) Transformational Leadership

SECTION - II

- (20) Q.6 Do you think leadership style is fixed and unchangeable for a leader or flexible [20]
and adaptable? Discuss.
- (20) Q.7 Should there be strict government regulations that make it mandatory for [20]
companies to compulsorily spend on CSR programmes? Justify your answer
with examples.
- Q.8 What is a satisficing decision? How does it differ from a maximizing decision? [20]

