Day : Tuesday

Date : 20/11/2012

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1 0 3 3 5

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 of each of the styles. (15)

Q.2 Making the right decision has a major influence on performance of an organization. Discuss the decision making process that is adhered to decide upon right decisions.. (15)

Q.3 What is the relationship between organizational performance and planning? Discuss steps in planning process. (15)

Q.4 Discuss the need for Corporate Social Responsibility among business organisations in India? (15)

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 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. (20)

Q.7 A retail outlet is into sales of electronic equipments and fashion accessories. Given 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. (20)

Q.8 CK Pralhad has made immense contribution to strategic management especially in 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. (20)

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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.

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

4

Day : Thursday

Date : 22/11/2012

10337

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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Subject : Organisational Behaviour

5

Day : Saturday

Date : 24/11/2012

10338

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 (15) organizational behaviour as a discipline.

Q.2 Why is it important for Managers to have a working knowledge of perception and (15) workplace emotions?

Q.3 What is your opinion about Managers being friends with the people they supervise (15) (in other words overlapping formal and informal groups) ?

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 (20) of merger of Air India and Indian Airlines?

Q.7 The Manesar plant of a leading Auto company was recently in news for certain (20) unfortunate events. Discuss the likely cultural issues, which might have led to such an event.

Q.8 One of the leading corporate organizations launched a strictly performance based (20) reward system. This has resulted in lot of stress among the work force, leading to some conflict between management and the workers union.
   What steps would you suggest to reduce the stress level, without compromising the performance?

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6

Day : Monday

Date : 26/11/2012

10339

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 examples.   (07)

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 highway driving conditions. The following data represents the miles-per-gallon performance under both situations, nearest to one tenth of a mile.   (08)

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?

P. T. O.

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

    a) Business Forecasting Techniques
    b) Probability Distributions
    c) Decision Trees
    d) Classification and tabulation of data
    e) Measures of Dispersion

SECTION - II

Q. 6 a) In a sample of 1000 scores the mean of certain test is 14 and the standard (10) deviation is 2.5. Assuming the distribution to be Normal Find,
    i) How many students have scored between 12 and 15?
    ii) How many scored above 18?

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

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 (10) 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?

    b) If 5 % electric bulbs manufactured by a company are defective. Use poission (10) distribution to find the probability that, in a box of 100 bulbs.
    i) 3 bulbs are defectives.
    ii) 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 (10) 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.

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

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

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

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

Subject : Communication Skills

8

Day : Tuesday   Time : 10.00 AM TO 01.00 PM

Date : 27/11/2012   10340   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 (15) major barriers in business communication?

Q.2 Explain the need and importance of Business presentation. What steps should one (15) follow to give a good presentation?

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 (15) business letter?

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 (20) situation of stationery wastage and provide suggestions to reduce the wastage of stationery.

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 (20) (Assume the necessary details).

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NIZER (2012 Course)/DOODHGANGA (2012 Course) /VEDGANGA (2012 Course) / ANTURGAD (2013 Course)- I (C.B.C.S.) : OCT. / NOV. - 2013

Subject : Management Concepts and Applications (C)

Day : Thursday

Date : 07/11/2013

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15563

Time : 10.00 AM TO 01.00 PM

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

Q.1 What is meant by the term 'Management Role'? Explain each one of them, with suitable examples. [15]

Q.2 Describe the "Systems Approach" to Management, with appropriate examples and diagrams. [15]

Q.3 Give a brief account of importance of "Planning". Discuss various types of plan's length. [15]

Q.4 Define 'Decision Making'. Illustrate the decision making process in detail. [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

Q.6 Do you think leadership style is fixed and unchangeable for a leader or flexible and adaptable? Discuss. [20]

Q.7 Should there be strict government regulations that make it mandatory for companies to compulsorily spend on CSR programmes? Justify your answer with examples. [20]

Q.8 What is a satisficing decision? How does it differ from a maximizing decision? [20]

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Subject : Financial & Management Accounting (C)

Day : Saturday

Date : 09/11/2013

15564

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 and conventions with examples
   a) Convention of Consistency
   b) Accounting Period concept

Q.2 Explain the role of Management Accountant in the managerial functions.

Q.3 Write a note on marginal costing as a technique of cost Control.

Q.4 Write a note on Cost Sheet and show its format.

Q.5 Write short notes on (Any **THREE**):

   a) Margin of safety
   b) Zero Base Budgeting
   c) Labour Cost Variance
   d) IFRS

SECTION-II

Q.6 Pass the following Journal entries in the Books of Madhura

June 2012

1. Invested cash Rs. 1,00,000 into the business.
2. Sold goods worth Rs. 12,00,000 at 5% trade discount to Radhika.
3. Borrowed Rs. 2,00,000 from Amey.
4. Paid for stationery Rs. 15,000.
5. Withdrawn cash for personal use Rs. 5,000.
6. Purchased goods worth Rs. 8,00,000 from Ram & Co.
8. Received commission Rs. 18,000.
9. Returned goods to Ram & Co. worth Rs. 20,000.
10. Paid cash Rs. 78,000 to Sudhir in full settlement of Rs. 80,000.

P. T. O.

Subject : Economics for Business (C)

MBA-G-HR. (2012) ─T

Day : Monday

15565

Time : 10.00 AM TO 01.00 PM

Date : 11/11/2013

Max Marks : 100 Total Pages : 1

N.B.
1) Attempt any **FOUR** questions from Section – I and any **TWO** questions from Section – II.
2) Figures to the right indicate **FULL** marks.
3) Answers to both the sections should be written in the **SAME** answer book.

SECTION – I

Q.1   Discuss nature of study of Economics for Business.   (15)

Q.2   Define 'Firm'. What are functions of firm?   (15)

Q.3   Differentiate between various elasticities of Demand.   (15)

Q.4   Define the term 'Cost'. Differentiate between Explicit and Implicit Cost.   (15)

Q.5   "L.R.A.C. curve is combination of various S.A.C. curves". Explain.   (15)

Q.6   Write short notes on any **TWO**:   (15)
   a) Elasticity of Supply
   b) Slope and Elasticity
   c) Demand Curve

SECTION – II

Q.7   State and explain the "Law of Variable Proportion".   (20)

Q.8   With illustration elaborate concept of Price Discrimination.   (20)

Q.9   Show 'Price' and 'Output' equilibrium under Kinky Demand Curve model of   (20)
       Oligopoly.

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Subject : Statistical & Mathematical Techniques (C)

Day : Friday

Date : 15/11/2013

15567

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) Both the sections should be written in the SAME answer book.
4) Use of non programmable calculator is ALLOWED.

SECTION - I

Q.1 a) What do you mean by frequency distribution? Explain its types. (07)

b) Draw Histogram and Ogive curves for the following frequency 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 In a frequency distribution of 200 students given below. (15)

Marks	10-20	20-30	30-40	40-50	50-60	60-70	70-80
Frequency	10	28	-	60	-	20	16

Find the missing frequencies if the median value of the data is 45. Find the Arithmetic mean and mode of entire data.

Q.3 a) Calculate the mean deviation from Median from the following data: (07)

Marks less than	80	70	60	50	40	30	20	10
No. of Students	100	90	80	60	32	20	13	5

b) The lines of regression of a bivariate population are (08)
$8x - 10y + 66 = 0$ and $40x - 18y = 214$.
The variance of x is 9 find

i) The mean values of x and y.
ii) Correlation coefficient between x and y.

Q.4 a) Obtain the two regression lines for the following data: (07)

X	43	44	46	40	44	42	45	42	38	40	42	57
Y	29	31	19	18	19	27	27	29	41	30	26	10

b) A pair of dice is thrown. Find the probability of getting the sum (08)

i) More than 9
ii) Multiple of 3
iii) Divisible by 3 or 4
iv) Divisible by 2

P. T. O.

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

    a) Forecasting methods
    b) Probability distribution
    c) Data collection sources
    d) Decision Theory
    e) Scatter Diagram

SECTION - II

Q. 6 a) A movie house is filled with 700 people of which 60 % are females, 70 % are (10) seated in no smoking area including 300 females. A person selected at random. Find the probability that,
    i) Person is a male.
    ii) Person is a male or non-smoker.

    b) For a certain frequency table which has only been partly reproduced here, the (10) mean was found to be 1.46.

No. of accidents	0	1	2	3	4	5	Total
No. of days	46	?	?	25	10	5	200

    Calculate missing frequencies.

Q. 7 a) Goals scored by two teams in football session were as follow: (10)

No. of Goals scored in a match	No. of matches played	
	Team A	Team B
0	15	22
1	10	10
2	7	5
3	5	4
4	3	2
5	2	1
Total	42	44

    Calculate the coefficient of variation and state which team is more consistent.

    b) In a certain factory it was found that the variance of the number of absentees (10) is 4 workers per shift. Find the probability that on a given shift.
    i) Exactly two workers will be absent.
    ii) At least two workers will be absent.

Q. 8 The weekly wages of 1000 workers are normally distributed around a mean of (20) Rs. 70 and standard deviation of Rs. 5. Estimate the number of workers whose weekly wages will be,

    a) Between Rs. 70 and 72
    b) Between Rs.69 and 72
    c) More than Rs.75
    d) Less than Rs. 63
    e) Estimate the lowest weekly wages of 100 highest paid workers.

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Subject : Organisational Behaviour (C)

Day : Tuesday

Date : 12/11/2013

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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 organizational behaviour and explain various OB models. **(15)**

Q.2 Define motivation and explain any two theories of motivation. **(15)**

Q.3 As a Manager how would you assess the personality of your subordinates? Explain the personality traits. **(15)**

Q.4 How would you respond to someone who made the following statement: "Organizational cultures are not important as far as managers are concerned"? **(15)**

Q.5 Write notes on any **THREE** of the following: **(15)**

a) Perception
b) High performing teams
c) Burn out
d) Ethics and values.

SECTION-II

Q.6 The Hindi movie 'Chak De' is a classic case of converting groups into a cohesive and performing Team. Critically discuss the strategies adopted by the Coach in this transition. **(20)**

Q.7 The IT sector is currently witnessing a sluggish business. What steps would you, as the Team head in an IT Firm, initiate to keep your Team members highly motivated? **(20)**

Q.8 Do you think that the unfortunate events taking place at the Manesar plant of one of the leading Auto-Company in India were attributable to the cultural differences/ environment? If yes, why, if not, why not. **(20)**

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Subject : Communication Skills (C)

Day : Saturday

Date : 16/11/2013

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15568

Time : 10.00 AM TO 01.00 PM

Max Marks : 100 Total Pages : 1

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) Answer to both sections to be written in the **SAME** answer book.

SECTION - I

Q.1   Discuss the communication process in detail.

Q.2   Explain how business meeting is conducted?

Q.3   Explain the purpose & types of business letters. Discuss the characteristics of effective business letters.

Q.4   Explain the techniques & style of writing report.

Q.5   Write short notes on any **TWO**

a)   Group discussion

b)   Types of communication

c)   Invitation for employee birthday

SECTION - II

Q.6   How knowledge of Body language helps the sales manager during business communication? Explain it with reference to the situation of convincing the customers.

Q.7   You are the production manager of your company. Prepare monthly production report of last month along with the suggestions to improve the quality of production.

Q.8   Draft a reply to customer complaint regarding delayed delivery, explain the reasons for delay.

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NIZER /DOODHGANGA/VEDGANGA/ GAVILGAD- I (C.B.C.S.) (2012 Course) : APRIL / MAY - 2013

Subject : Management Concepts and Applications

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 Discuss how follower readiness affects choice of leadership style in situational (15) leadership theory?

Q.2 Discuss the importance of planning to organizations. Elaborate on steps of (15) planning?

Q.3 What are the qualities of an effective control system? (15)

Q.4 The role of a manager is complex today given the dynamic nature under which organizations function. Elaborate.

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

a) Mckinsey 7s framework
b) Hierarchy of goals
c) Cross cultural issues in Management
d) Risk and uncertainty affect decision-making.

SECTION-II

Q.6 Consider any one-business leader from among large business houses in India. (20) Attempt to describe a suitable leadership style of the leader using the leadership theories that you have learnt. How do you think that the leader may fit the leadership style that you have chosen?

Q.7 You are the C.E.O. of a major Indian Pharma Company. Suggest suitable corporate (20) social responsibility initiatives for your company.

Q.8 You are the Marketing Head of on IT company engaged in manufacture and (20) marketing of Laptops and its accessories. What decisions would you arrive at and implement to ensure a high market share for your product among the youth segment in India.

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I

Subject : Financial & Management Accounting

13

Day : Friday

Time : 10.00 AM TO 01.00 PM

Date : 03/05/2013

12952

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 Concept and convention with examples.
a) Going Concern Concept   b)Convention of Conservatism

Q.2 Explain the advantages and limitations of Management Accounting.

Q.3 "Budgetary Control is a popular technique of Cost Control used by the organisation". Discuss the statement.

Q.4 Write a note on classification of Costs.

Q.5 Write short notes on (Any **THREE**):
a) Opportunity Cost
b) Ledger
c) Morgin of Safety
d) Principles of Double entry Book- Keeping

SECTION-II

Q.6 From the following Trial Balance of the Mr. Sudhir prepare Trading, Profit and Loss A/c and Balance Sheet as on 31st March, 2012

Particular	Dr.Amt Rs	Cr.Amt Rs
Opening Stock	5,00,000	
Debtors	6,00,000	
Investments	30,00,000	
Plant and Machinery	90,00,000	
Furniture	40,00,000	
Creditors		4,00,000
Sales		40,00,000
Purchase Return		50,000
Capital		1,00,00,000
Purchases	20,00,000	
Wages	8,00,000	
Dividend Received		50,000
Outstanding Salary		20,000
Salary	5,00,000	
Office Expenses	80,000	
Rent	40,000	
Bank Overdraft		1,00,000
Bills Receivables	3,00,000	
Bills Payable		2,00,000
Loan		60,00,000
	2,08,20,000	2,08,20,000

P. T. O.

1

Adjustments:

i) The closing stock was valued at Rs. 3,00,000

ii) Depreciate Plant & Machinery and Furniture at 10%.

iii) Provide for Outstanding Office Expenses Rs. 20,000

iv) Provide for Reserve for Doubtful Debts Rs. 5,000.

Q.7   The following information is available for product P and Q.

	P	Q
Selling Price Per unit	Rs 100	Rs 40
Marginal Cost	Rs 60	Rs 25
Fixed Cost	Rs. 20,000	Rs. 12,00,000
Units Sold	1,000 units	1,00,000 unit

Calculate Product P and Q.
   a) P/v Ratio
   b) Break even point
   c) Profit earned if 1,500 units of product P are sold.
   d) Margin of safety P and Q

Q.8   Calculate for material A, B, C
           Material Cost Variance
           Material Price Variance
           Material Usage Variance

Material	Standard		Actual	
	Qty.(kg)	Rate (Rs.)	Qty (kg)	Rate (Rs)
A	800	50	820	52
B	50	1500	55	1400
C	100	90	110	100

*   *   *   *   *

2

Subject : Economics for Business

15

Day : Saturday

Date : 04/05/2013

12953

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 Discuss 'Nature and scope' of the study of Economics for Business. (15)

Q.2 Critically examine 'Law of Demand.' (15)

Q.3 Explain Price Elasticity of Demand and examine various methods of its (15) measurement.

Q.4 Why it is that shape of Demand Curve is sloping downwards from left to right? (15)

Q.5 Write short notes on (Any **Two**) (15)

a) Consumer's surplus

b) Diamond Water Paradox

c) Price Discrimination.

SECTION-II

Q.6 Discuss different methods of "Demand Forecasting." (20)

Q.7 State and explain "Law of Returns to Scale." (20)

Q.8 Show "Excess capacity" in monopolistic market. (20)

*   *   *

16

Day : Monday
Date : 06/05/2013

|||||| ||| |||||| ||||| ||| |||| Time : 10.00 AM TO 01.00 PM
1 2 9 5 4   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 'Organizational Behaviour'. State the importance and discuss the challenges (15) of organizational behaviour.

Q.2 What is 'Perception'? State its process and application to situation in organization. (15)

Q.3 How would you assess the personality of your subordinates? State any three- (15) personality traits.

Q.4 What steps you would like to take as a Manager in order to develop a culture of (15) ethics in organization.

Q.5 Write notes on any **THREE** of the following: (15)

   a) Organizational conflicts
   b) Components of attitude
   c) Group Dynamics
   d) Strategies to overcome organizational stress.

SECTION-II

Q.6 If some one who reported to you at work had a low expectancy for successful (20) performance, what could you do to increase this person's expectancy?

Q.7 As a Manager what steps would you follow to convert 'groups' into effective and (20) performing 'teams.'

Q.8 Rajiv has sought voluntary retirement from State Bank of India and has joined the (20) ICICI Bank Ltd. What cultural issues, according to you, is, Mr. Rajiv, likely to face.

*   *   *

Subject : Statistical & Mathematical Techniques

17

Day : Tuesday   Time : 10.00 AM TO 01.00 PM
Date : 07/05/2013   ‖‖‖‖‖‖ 12955   Max Marks : 100 Total Pages : 3

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)   Both the sections should be written in the **SAME** answer book.
4)   Use of non programmable calculator is **ALLOWED**.

SECTION - I

Q. 1   **a)**   What are the types of data? Explain the sources of collection of primary data.   (07)

      b)   In a city the income tax department had the data as follows for the number of   (08) tax payers alone with the range of income tax they paid for a particular year. Represent the data graphically with the help of a histogram and frequency polygon.

Tax paid in Rs. '000	20-24	25-29	30-34	35-39	40-45	45-49	Total
No. of Tax payers	45	130	200	65	45	15	500

Q. 2   Find the missing frequency if the arithmetic mean is 28 for the data given below.   (15) Also find its median and mode for the completed distribution table

Profits per shop	0-10	10-20	20-30	30-40	40-50	50-60
No. of shops	12	18	27	-	17	6

Q. 3   **a)**   Compute the Coefficient of Quartile Deviation from the following data: (07)

Marks	10	20	30	40	50	80
No. of Students	4	7	15	8	7	2

      b)   You are given variance of $y = 16$ (08)

         The regression equations are : $4x - 5y + 33 = 0$ *and* $20x - 9y = 107$

         Find:

         i)   Average value of x *and* y.

         ii)   Correlation Coefficient between x *and* y.

Q. 4   **a)**   A galvanized rubber ball is heated to make it stronger. The more it is heated   (07) upto a level, the stronger it becomes. The following table represents the time in minutes the ball is heated and its corresponding strength in units of hardness.

Ball No.	1	2	3	4	5	6	7	8	9	10
Time	15	12	20	17	12	25	22	9	18	30
Hardness	180	140	230	190	160	300	270	110	240	320

       Determine the Coefficient of Correlation between the heated time and strength of hardness.

                                                     P. T. O.

b) A box contains 25 articles including 5 defectives. Two articles are drawn one after the other at random. What is the probability that they are both defective when,

   i) The first is replaced before drawing the second.
   ii) The first is not replaced.

Q. 5 Write short notes on **ANY THREE** of the following:

   a) Decision theory
   b) Scatter Diagram
   c) Probability Distributions
   d) Forecasting Methods
   e) Frequency Distribution

SECTION - II

Q. 6 The weekly wages of 1000 workers are normally distributed around a mean of Rs. 70 and standard deviation of Rs. 5. Estimate the number of workers whose weekly wages will be,

   a) Between Rs. 70 and 72
   b) Between Rs.69 and 72
   c) More than Rs.75
   d) Less than Rs. 63
   e) Estimate the lowest weekly wages of 100 highest paid workers.

Q. 7 a) You are given below the daily wages paid to workers in two tool and die making factories A and B.

Daily Wages	No of Workers	
	Factory 'A'	Factory 'B'
20-30	15	25
30-40	30	40
40-50	44	60
50-60	60	35
60-70	30	20
70-80	14	15
80-90	7	5

   i) Which factory pays higher average wages? By how much?
   ii) In which factory are wages more variable?

b) It is known that 15 % of the males and 10 % of the females in a town having equal number of them are unemployed. A person is selected at random from the town. What is the probability that,
   i) He is employed.
   ii) He is male known that he is employed.

Q. 8 **a)** An insurance company receives on an average 2 telephone calls every 12 **(10)** minutes. Find the probability that,

i) No call

ii) Three calls are received in 30 minutes

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

b) Ten competitors in a painting competition are ranked by three judges as **(10)** follows:

Judges	1	2	3	4	5	6	7	8	9	10
A	6	5	3	10	2	4	9	7	8	1
B	5	8	4	7	10	2	1	6	9	3
C	4	9	8	1	2	3	10	5	7	6

Discuss which pair of judges has the nearest approach to painting.

* * * * *

3

NIZER /DOODHGANGA/VEDGANGA/ GAVILGAD- I (C.B.C.S.) (2012
Course) : APRIL / MAY - 2013
Subject : Communication Skills

20

Day : Wednesday

Date : 08/05/2013

12956

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 Discuss the concept and importance of business communication. Explain the (15)
principles of effective communication with suitable examples.

Q.2 Explain the significance of listening in Business Organization. Discuss how an (15)
individual can improve the listening skills.

Q.3 Explain the steps for effectively conducting the meetings. (15)

Q.4 Elaborate on the various types of reports. (15)

Q.5 Write short notes on any **TWO** of the following: (15)
a) Press release
b) Audio-visual aids
c) e-mail etiquettes

SECTION-II

Q.6 As a Supervisor on the shop floor of Auto Component Manufacturing unit, prepare (20)
a report on present production problems and suggestions to improve the production.

Q.7 Draft a purchase letter for ordering stationary for official use (include the terms and (20)
conditions of payments).

Q.8 Design a brochure for a Business conference on a relevant theme of your choice. (20)
(assume the necessary details).

* * *

1

Subject : Management Concepts and Applications (C)

90

Day : Saturday

Date : 12/04/2014

‖‖‖‖‖‖‖‖‖‖‖‖
18262

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 Discuss transformational and transactional leadership styles? Do you agree that (15) transformational leadership may lead to high productivity in organizations? Justify.

Q.2 Managerial decision-making is influenced by many factors. Discuss (15)

Q.3 What are the criteria for effective goals? Discuss "Management by Objectives" as a (15) goal setting process.

Q.4 Briefly state the contribution of Henry Fayol and Fredrick Taylor to management. (15) Do their principles hold relevance to modern management practices?

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

a) Leader vs Manager
b) C K Pralhad's contribution in strategic management
c) Trait theory of leadership
d) Cross cultural issues in management.

SECTION-II

Q.6 Illustrate managerial aspects pertaining to planning when organizing and (20) conducting events of large scale such as commonwealth games or Olympics.

Q.7 Suggest a suitable control process for an organization providing logistic support. (20)

Q.8 Beverage companies producing soft drinks may exploit the ground water resources (20) leading to drying up of wells and other natural water resources in the areas of location of their production plants. This issue is of key concern as local communities may resort to protests due to drying up of water resources and possible contamination of soil due to waste as a byproduct of the production process. Suggest suitable Corporate Social Responsibility programs to such companies so as to even out the problem caused to local communities.

* * *

1

Subject : Financial & Management Accounting (C)

Day : Sunday

Date : 04/05/2014

18263

Time : 10.00 AM TO 01.00 PM

Max Marks : 100 Total Pages : 2

N.B.

1) Attempt any **FOUR** Questions from Section - I carrying 15 marks. And any **TWO** Questions from section - II carrying 20 marks.
2) Solve both sections in the **SAME** answer book.
3) Use of calculator is **ALLOWED**.

SECTION - I

Q.1 Explain the following Accounting concepts with suitable examples
a) Entity Concept   b) Cost Concept

Q.2 Distinguish between Financial Accounting and Management Accounting

Q.3 How the classification of costs is done on the basis of Elements and Functions?

Q.4 What do you mean by Cost sheet? Give the format of cost sheet.

Q.5 a) Write a note on IFRS.
b) Explain the utility of Variance analysis.

Q.6 Write short notes on any **THREE**
a) Opportunity cost
b) Financial Statements
c) Objectives of Budgetary control
d) Marginal cost.

SECTION - II

Q.7 Prepare a cash budget for the quarter ended 30th September 2012 based on the following information

Cash balance on 1st July 2012   Rs. 2,50,000

Salaries and wages estimated monthly   Rs. 1,00,000

Interest Payable August 2012   Rs. 50,000

	June Rs.	July Rs.	August Rs.	September Rs.
Estimated Cash sales	-	14,00,000	15,20,000	12,10,000
Credit Sales	10,00,000	8,00,000	14,00,000	12,00,000
Purchases	6,00,000	15,00,000	20,00,000	15,00,000
Other Expenses	-	20,000	22,000	21,000

Credit sales are collected 50% in the month of sales are made and 50% in the following month.

Creditors are paid after one month.

Expenses are paid at the lag of half month.

P.T.O.

92

Q.8 Following details are available from the records of A Ltd. for a month, regarding the standard labour hours and rates of an hour for product Dimex for one unit.

	Hours	Rate per hour Rs.
Skilled	10	400
Semi-Skilled	8	300
Unskilled	15	100

The actual production for the product was 1,000 units for which the actual hours worked and rates were as below.

	Hours	Rate per hour Rs.
Skilled	10,500	430
Semi-Skilled	8,200	310
Unskilled	14,900	100

Compute for product Dimex:
a) Labour Cost Variance
b) Labour Rate Variance
c) Labour Efficiency Variance

Q.9 Pass the following Journal entries in the books of Savita for the year 2012
March 1: Deposited cash into Bank account Rs. 25,000.
March 4: Purchased goods from Pritam Ltd. worth Rs. 12,00,000 at 5% trade discount.
March 7: Paid for carriage Rs. 15,000
March 9: Sold goods to Radha worth Rs. 20,00,000.
March 11: Paid cash to Sunits Rs. 48,000 in full settlement of Rs. 50,000.
March 15: Received cash from Anita Rs. 78,000 in full settlement of Rs. 80,000.
March 20: Sold machinery worth Rs. 9,00,000 for Rs. 9,20,000.
March 25: Received commission Rs. 16,000 from Rekha.

*   *   *

2

NIZER (2012 Course)/DOODHGANGA (2012 Course) /VEDGANGA (2012 Course) / ANTURGAD (2013 Course)- I (C.B.C.S.) : APRIL / MAY - 2014

Subject : Economics for Business (C)

Day : Monday

Date : 21/04/2014

18264

Time : 10.00 AM TO 01.00 PM

Max Marks : 100 Total Pages : 1

93

N.B.

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

SECTION – I

Q.1   With block diagram explain nature of study of managerial economics.   (15)

Q.2   Why does "Firm" exist? What are functions of "Firm".   (15)

Q.3   Distinguish between "Price", "Income" and "Cross" elasticity of Demand.   (15)

Q.4   What is "Cost"? Differentiate between "Fixed" and "Variable" cost.   (15)

Q.5   Show that Long Run Average Cost is nothing but combination of various Short Run Average Costs.   (15)

Q.6   Write short notes on any TWO: (15)
     a) Elasticity of Supply
     b) Slope and Elasticity
     c) Demand Curve

SECTION – II

Q.7   State and explain "Law of Returns to scale".   (20)

Q.8   With illustration elaborate concept of Price Discrimination.   (20)

Q.9   Distinguish between "price" and "Output" equilibrium under Monopoly and "Perfect" competition.   (20)

*   *   *

Subject : Organisational Behaviour (C)

Day : Sunday

Date : 18/05/2014

18265

Time : 10.00 AM TO 01.00 PM 94

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

Q.1 Provide in brief the meaning and importance of study of Organizational [15] Behaviour. What kind of Organizational Behaviour challenges does a manager come across while managing people in Global economy.

Q.2 Discuss the concept of motivation with the help of Path-goal theory of [15] motivation.

Q.3 Give meaning of attitude. Explain components of attitude and its functions. [15]

Q.4 Outline the process of group formation. Explain the characteristics of High [15] Performing Teams for organizational growth and sustainance.

Q.5 Explain the concept of effective organizational design. Which model of [15] organization would be suitable for service sector in today's global economy? Justify your answer.

Q.6 Write short notes on **ANY THREE** of the following: [15]
a) Causes of stress
b) Negotiation
c) Assessment of personality
d) Perceptual distortion

SECTION – II

Q.7 BigMc is a franchisee between a fast food American giant and a family owned [20] Indian business. They have ambitious plan, of covering all major Indian cities above 10 lacs and setting up units across the national highways. Being American the products are mostly bakery and are rather bland in taste. They use majorly non-veg ingredients including beef and pork. What kind of cultural understanding is required to ensure the success of the venture?

Q.8 Shyam Ahuja has done MBA in marketing from one of best institutes in India. [20] Although he hails from a small town he has proved himself academically. He has big dreams for himself and wants to be known as marketing icon in India. You have selected him in the campus interview as you think that he has potential. How would you motivate him to move up, become star performer and reach the top?

Q.9 You are in charge of recruitment and selection department in Future System Ltd. [20] You want to recruit highly talented and high performance candidates for you IT organization. Design and present a skill matrix specifically stating the skill-sets required. Explain how would you use these skill-sets to assess the personality of candidate.

* * * *

Subject : Communication Skills (C)

95

Day : Friday

Date : 02/05/2014

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18267

Time : 10.00 AM TO 01.00 PM

Max Marks : 100 Total Pages : 1

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) Answer to both sections to be written in the **SAME** answer book.

SECTION - I

Q.1   Explain the concept & purpose of communication. What are the guidelines of effective communication?

Q.2   Explain the meaning & importance of nonverbal communication in business. Discuss it with examples of any two business situations.

Q.3   Differentiate between formal & informal business communication. According to you which patterns is more effective & why?

Q.4   Explain the role of presentation skill in business communication with the help of suitable example.

Q.5   Write short notes on any **TWO**
   a)   Impact of IT on business communication
   b)   Listening skills
   c)   Newsletters

SECTION - II

Q.6   Draft a reply to the enquiry for your product giving suitable quotation (Assume the necessary details).

Q.7   Prepare an 'Advertisement Design' for the print advertisement of any product of your choice. Also state which print media aption is suitable for your advertisement.

Q.8   Draft a circular of the meeting to be organized in next week along with the agenda of meeting.

      *   *   *

1

Subject : Management Concepts and Applications   (C)

Day : Monday

Date : 10/11/2014

|||||| ||||| ||||| ||||| |||||
20977

Time : 10.00 AM TO 01.00 PM

Max Marks : 100   Total Pages : 1

N.B.

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

SECTION - I

Q. 1   Briefly state contribution of Fredrick Taylor to management. Do the principles   (15)
hold relevance to modern management practices? Justify.

Q. 2   What are the important steps of decision making process? Also discuss   (15)
impediments to decision making and ways out to reduce the effect of such
impediments.

Q. 3   Is 'Planning' an integral function of management? What are the steps to effective   (15)
planning process?

Q. 4   What are the styles of leadership behaviour as per the University of Michigan   (15)
Studies?

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

   a)   Management by Objectives.
   b)   Systems Approach of Management
   c)   Contribution of Michael Porter to management

SECTION - II

Q.6   Beverage companies producing soft drinks may exploit the ground water resources   (20)
leading to drying up of wells and other natural water resources in the areas of
location of their production plants. This issue is of key concern as local
communities may resort to protests due to drying up of water resources and
possible contamination of soil due to waste as a byproduct of the production
process. Should such companies initiate activities and programmes to win society
confidence? If so, suggest suitable Corporate Social Responsibility programs to
such companies so as to even out the problems caused to local communities.

Q. 7   As a consultant to an organization which is into appliance manufacturing for   (20)
consumer durables industry, you have observed that various departments don't
have processes and systems in order. The raw materials department lacks effective
inventory setups, leading to large inventory levels. The department that forge and
prepare the various components, waste raw material. The assembly department has
damaged tools and equipments required for completion of production jobs. Overall
the rejection rate of the final appliances has been rising. All this has been due to
speed up of production of the appliances as demanded. Suggest suitable Control
technique and a Control system.

Q. 8   A multinational organization which operates in strategic geographic areas globally,   (20)
has employees from Asia and Europe in its Corporate Office. Discuss various cross
cultural issues in managing employees from various countries across these
continents.

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2

Subject : Financial & Management Accounting (C)

Day : Tuesday

Date : 11/11/2014

||||| ||| ||||| ||||| |||
20978

Time : 10.00 AM TO 01.00 PM

Max Marks : 100   Total Pages : 2

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) Use of non programmable **CALCULATOR** is allowed.

4) Figures to the right indicate **FULL** marks.

SECTION - I

Q.1   "The role of Management Accountant has been widened in today's globalized   [15]
        era". Discuss the statement with examples.

Q.2   Write a note on following Accounting Concepts: [15]
   a)   Matching of Cost and Revenue Concept
   b)   Going concern concept

Q.3   How the costs are classified functionwise and elementwise?   [15]

Q.4   Explain importance of "Standard Costing" as a technique of cost control.   [15]

Q.5   Write short notes on **ANY THREE** of the following: [15]
   a)   Cash Budget
   b)   Break Even Analysis
   c)   Ledger
   d)   Cost Sheet

SECTION - II

Q.6   Prepare a Cash Budget for the Quarter April, May and June with the following   [20]
        information:

	Sales	Material	Labour	Overheads
March	4,00,000	1,00,000	1,50,000	80,000
April	4,50,000	1,50,000	2,00,000	1,20,000
May	5,00,000	2,00,000	2,50,000	2,00,000
June	6,00,000	3,00,000	3,50,000	2,20,000

   a)   The opening balance of cash Rs. 1,00,000.
   b)   20% sales are on cash basis and the rest credit sales realises in the next month.
   c)   The credit period for material cost is 1 month.
   d)   Labour and overheads are paid in the same month.
   e)   Dividend of Rs. 50,000 is receivable in the month of June.

P.T.O.

1

3

Q.7 The following Trial Balance is available of Mr. Satish. You are requir prepare Trading A/C, Profit and Loss A/c and Balance Sheet as on 31.3.201

Trial Balance as on 31.3.2013

Particulars	Dr. Amount (Rs.)	Cr. Amount (Rs.)
Land and Building	10,00,000	
Opening Stock	2,00,000	
Purchases	6,00,000	
Salary	4,00,000	
Sales		20,00,000
Factory Expenses	4,00,000	
Wages	5,00,000	
Administrative Expenses	2,00,000	
Selling and Distribution Expenses	1,50,000	
Machinery	6,00,000	
Debtors	3,00,000	
Creditors		1,20,000
Outstanding Expenses		30,000
Commission		50,000
Capital		15,00,000
Bills Receivable	50,000	
Loan from Bank		7,00,000
Total	**44,00,000**	**44,00,000**

Adjustments:
a) The closing stock was valued at Rs. 3,00,000. Market Price Rs. 3,50,000.
b) Depreciate Machinery by 10%.
c) Prepaid Administrative Expenses Rs. 20,000.

Q.8 The following data is available of Akash Ltd.

Year	Sales (Rs.)	Profit (Rs.)
2012	1,20,000	9,000
2013	1,40,000	13,000

Assuming that the cost structure and selling price remain unchanged in the years, find out:
a) P/V Ratio
b) Break even point
c) Margin of Safety
d) Profit when sales are Rs. 1,50,000.
e) Sales required to earn a profit of Rs. 20,000.

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Subject : Economics for Business (C)

Day : Wednesday

Date : 12/11/2014

20979

Time : 10.00 AM TO 01.00 PM

Max Marks : 100   Total Pages : 1

N.B.:

1) Attempt **ANY FOUR** questions from section-I carrying 15 mark each.
2) Attempt **ANY TWO** questions from section-II carrying 20 marks each.
3) Answer to both the section should be written in **SAME** answer book.

SECTION-I

Q.1   State and explain various steps involved in managerial decision making process.

Q.2   State and explain firms Value Maximization principle.

Q.3   Clearly distinguish between "Slope and Elasticity".

Q.4   State and explain "Law of Returns".

Q.5   Write short notes on (**ANY TWO**)
   a) Nature of managerial economics
   b) Transfer pricing
   C) Oligopoly

SECTION-II

Q.6   Compare 'Price and output' equilibrium under prefect competition and monopoly.

Q.7   With suitable diagram explain "Breakeven analysis".

Q.8   Explain meaning of 'demand forecasting'. What is its significance?

*   *   *   *   *

Subject : Organisational Behaviour (C)

5

Day : Thursday

Date : 13/11/2014

|||||| ||||| |||||| ||| ||||| |||
20980

Time : 10.00 AM TO 01.00 PM

Max Marks : 100   Total Pages : 1

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

SECTION-I

Q.1 Identify trends in the models of organizational behaviour as they have developed (15) over a period of time and point out why the trends are moving in the directions that they are.

Q.2 What do you understand by attitudes? What are its components? How is an attitude (15) formed? Explain with suitable examples.

Q.3 "Most people believe that biological factors are important in determining the (15) personality of a person." Comment on this statement by taking various biological factors relevant for personality and their impact.

Q.4 Substantiate the claim that Group Task influence the group's performance and (15) satisfaction.

Q.5 Define organizational culture and also explain the main characteristics and (15) components of culture.

Q.6 Write short notes on any **THREE** of the following: (15)
   a) Two factor theory of motivation
   b) Learning curve
   c) Indicators of power
   d) Morale.

SECTION-II

Q.7 Assume that you are an HR Manager of a BPO Company. What can organization do (20) to reduce employee stress?

Q.8 "Experiential learning helps employees to investigate and act on significant (20) organizational issues." Explain the statement quoting examples of experiential learning and its success.

Q.9 Research in Organizational Behaviour and other disciplines increasingly recognizes (20) that for organizational performance, employee motivation plays a key role. Use all three components of expectancy theory of motivation to explain how employees can be motivated for better performance.

*   *   *

Subject : Statistical & Mathematical Techniques (C)

6

Day : Friday

Date : 14/11/2014

|||||||| |||| |||| |||| ||||
20981

Time : 10.00 AM TO 01.00 PM

Max Marks : 100   Total Pages : 2

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) Use of non programmable **CALCULATOR** is allowed.
4) Figures to the right indicate **FULL** marks.

SECTION - I

Q.1 a) What are the various methods of collecting statistical data? Which of these is most reliable and why?   [07]

b) In a recent study on causes of strikes in mills, an experimenter collected the following data   [08]

Causes	Economic	Personal	Political	Rivalry	Others
Occurrences (in %)	58	16	10	6	10

Represent the data by bar chart.

Q.2 Calculate mean, median, mode for the following data: [15]

Earnings (Rs.)	66 - 67	67 - 68	68 - 69	69 -70	70 - 71	71 - 72
No. of persons	15	24	40	20	14	11

Q.3 a) Calculate Standard Deviation from the following data: [07]

Value	90 - 99	80 - 89	70 - 79	60 - 69	50 - 59	40 - 49	30 - 39
Frequency	2	12	22	20	14	4	1

b) From the following data calculate the rank correlation coefficient after making adjustment for tied ranks: [08]

X	48	33	40	19	16	16	65	24	16	57
Y	13	13	24	6	15	4	20	9	6	19

Q.4 a) Obtain the equations of the two lines of regression for the data given below: [07]

X	1	2	3	4	5	6	7	8	9
Y	9	8	10	12	11	13	14	16	15

b) Calculate the quartile deviation for the following frequency distribution: [08]

X	60	62	64	66	68	70	72
f	12	16	18	20	15	13	9

P.T.O.

1

Q.5   Write short notes on **ANY THREE** of the following: [15]

    a)   Decision Tree

    b)   Classification of Data

    c)   Baye's Theorem

    d)   Types of Correlation

    e)   Probability Distribution

SECTION - II

Q.6   a)   In a sample of 100 electric bulbs. what are the probabilities of 0, 1, 2, 3, 4 and 5   [10] defectives if it is known from past experience that 2% of the bulbs are found to be defective?

    b)   A box containing 500 bolts of which 20 are defective. Find the probability that   [10] a bolt chosen at random from the box is not defective.

Q.7   a)   Given that :   [10]

$\sum x = 120$. $\sum y = 432$. $\sum xy = 4492$. $\sum x^2 = 1392$, $\sum y^2 = 18252$ and $n = 12$.

Find out:

    i)   The two regression lines.

    ii)   The regression coefficients.

    b)   Calculate Karl Pearson's coefficient of correlation from the following data using   [10] 20 as the working mean for price.

Price	14	16	17	18	19	20	21	22	23
Demand	84	78	70	75	66	67	62	58	60

Q.8   A departmental store purchases christmas trees which can be ordered only in   [20] lots of 100. Each tree costs Rs. 25 and sells at Rs. 40 each. Unsold trees, however. have no salvage value. The probability distribution obtain from analysis of past sales data is given below:

Tree sold	100	200	300	400	500
Probability	0.20	0.35	0.25	0.15	0.05

    a)   Set up payoff table.

    b)   How much quantity should the departmental stores buy to maximize its *profit*?

                                 *   *   *   *

NIZER (2012 Course)/DOODHGANGA (2012 Course) /VEDGANGA (2012 Course) /
ANTURGAD (2013 Course)- I (C.B.C.S.) : WINTER - 2014

Subject : Communication Skills (C)

8

Day : Saturday

Date : 15/11/2014

|||||||||||||||||||||||||
20982

Time : 10.00 AM TO 01.00 PM

Max Marks : 100   Total Pages : 1

N.B.

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

SECTION - I

Q.1 "Effective communication skills have become the main stay at entry level as well as for career sustenance". Comment. (15)

Q.2 Elucidate the methods you would employ in removing the barriers to communication. You may use assumptions against the back drop of information technology. (15)

Q.3 What do you understand by 'verbal' and 'non-verbal' communication? Cite suitable examples for each. (15)

Q.4 Enlist the salient features of a notice, news-letter, circular and memorandum. (15)

Q.5 "Listening plays a vital role in all types of communication, sometimes superseding the importance of speaking". Explain and illustrate. (15)

SECTION - II

Q.6 "Both, the agenda as well as the minutes of a meeting are 'kick-starters' in their own way". Justify, along with an explanation of characteristic features of each. (20)

Q.7 Discuss the common errors made while using internet-based communication. Identify the areas of communication that have become fast-paced owing to increased use of technology. (20)

Q.8 What is the objective behind conducting Group Discussions? Highlight the specific skills that are tested in the process. Identify the disadvantages of this process if any. (20)

*   *   *

Subject : Management Concepts and Applications (C)

1

Day : Monday

Date : 06/04/2015

23481

Time : 10.00 AM TO 01.00 PM

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

Q.1 What is meant by the term 'Managerial Skill? What are those skills and how do the required managerial skills differ in the organizational hierarchy? [15]

Q.2 Why has Frederick Taylor been called the "Father of Scientific Management" and Henri Fayol the "Father of Modern Management Theories"? [15]

Q.3 What is 'Planning' and what is its importance in the management process? Briefly describe various steps in planning. [15]

Q.4 What is meant by 'Satisficing' and 'Bounded Rationality'? Why do manager not strive to find the economically best solution for many organizational decisions? [15]

Q.5 Write short notes on **ANY TWO** of the following: [15]

a) C.K. Prahalad's contribution

b) McKinsey 7S Framework

c) Charismatic Leadership

d) Transactional Leadership

SECTION - II

Q.6 What is the Managerial Grid? How can it be used for assessing or analyzing training needs? [20]

Q.7 Beverage companies producing soft drinks may exploit the groundwater resources leading to drying up of wells and other natural water resources in the areas of location of their production plants. This issue is of key concern as local communities may resort to protests due to drying up of water resources and possible contamination of soil due to waste as a byproduct of the production process. Suggest suitable CSR programmes to such companies so as to even out the problem caused to local communities. [20]

Q.8 You are the CEO of Walmart-Asia Region. What steps would you will initiate as regards to strategic planning to enter Indian Market? [20]

*   *   *   *

Subject : Financial & Management Accounting   C   2

Day : Wednesday   ‖‖‖‖‖‖‖‖‖‖‖‖‖   Time : 10.00 AM TO 01.00 PM
Date : 08/04/2015   23482   Max Marks : 100   Total Pages : 2

N.B.

1) Attempt any **FOUR** Questions from Section - **I** carrying **15** marks. And any **TWO** Questions from section - II carrying **20** marks.
2) Solve both sections in the **SAME** answer book.
3) Use of calculator is **ALLOWED**.

SECTION - I

Q.1   "Role of Management Accountant has been broadened due to Globalization" Discuss the statement with suitable examples.

Q.2   Explain the following Accounting Conventions with suitable examples
       a) Convention of Conservatism b) Convention of Consistency

Q.3   Explain the advantages and limitations of Budgetary Control as a technique of cost control.

Q.4   Explain the classification of costs on the basis of behaviour i.e Fixed cost, Variable cost and Semi Variable cost.

Q.5 a) Give the Proforma of Cost Sheet.
     b) Explain the utility of Marginal Costing for decision making.

Q.6   Write short notes on any **THREE**
     a) IFRS
     b) Balance Sheet
     c) Ledger
     d) Labour Efficiency Variance

SECTION - II

Q.7   Pass the following Journal entries in the books of Amit for the year 2012
       July 1: Invested Rs. 50,000 into the business.
       July 4: Purchased goods from X Ltd. worth Rs. 6,00,000 at 5% trade discount.
       July 8: Paid for advertisement Rs. 25,000.
       July 12: Sold goods to Kanta worth Rs. 14,00,000.
       July 14: Received rent Rs. 40,000.
       July 16: Received cash from Anupama Rs. 28,000 in full settlement of Rs. 30,000.
       July 19: Purchased an equipment worth Rs. 7,00,000 from Amey Ltd.
       July 26: Paid for stationery Rs. 20,000.

P.T.O.

Q.8 The following details are available for Parinita Ltd. producing product for years 2011 and 2012.

Years	2011	2012
Sales	Rs. 40,00,000	Rs. 45,00,000
Profit	Rs. 4,00,000	Rs. 5,00,000

You are required to calculate:
a) P/V ratio
b) Margin of Safety for 2011 and 2012
c) Fixed Cost
d) Profit if sales are Rs. 50,00,000
e) Sales required to earn the profit of Rs. 6,00,000.

Q.9 Following details are available from the records of Akshay Ltd. for a regarding the standard material for product Betex for one unit.

Material	Quantity Kg.	Price Rs
A	18	200
B	15	150
C	12	300

The actual production for the product was 1,000 units for which the actual material used and price are given below.

Material	Quantity Kg.	Price Rs
A	18,800	180
B	15,400	155
C	12,100	310

Calculate for Material A, B and C:
a) Material Cost Variance
b) Material Price Variance
c) Material Usage Variance

*   *   *

Subject : Economics for Business C

4

Day : Thursday

Date : 09/04/2015

|| ||||| ||| |||| ||||| ||
23483

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) Both the sections should be written in the **SAME** answer book.
3) Both the sections should be written in the **SAME** answer.
4) Figures to the **RIGHT** indicate full marks.

SECTION-I

Q.1 Define Economics for Business. In support of your answer give suitable (15) illustrations.

Q.2 Explain the term Demand, Demand Schedule, Demand function and Demand curve. (15)

Q.3 What is Income Elasticity of Demand? How do we measure it? (15)

Q.4 "All Giffen Goods are Inferior Goods but all inferior goods are not Giffen Goods" – (15) Appraise.

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 Explain the Law of Variable proportion with the help of "Isoquants." (20)

Q.8 Explain equilibrium of firm facing "Kinky Demand Curve." (20)

*   *   *

1

Subject : Organisational Behaviour (C)

5

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

Q.1 Explain the concept of Organizational Behaviour. Which model is suitable for services sector of modern era? Justify your answer by comparing all models of Organizational Behaviour study? **[15]**

Q.2 Compare and contrast the theory of motivation by Maslow with Vroom's Expectancy theory of motivation. **[15]**

Q.3 Explain the perception process and discuss how perception supports to build right values and attitude at work place? **[15]**

Q.4 Provide the overview of personality determinants and methods of personality assessment for managerial positions in an organization. **[15]**

Q.5 Discuss the meaning of organizational stress, its causes and describe various strategies for overcoming organizational stress. **[15]**

Q.6 Write short notes on **ANY THREE** of the following: **[15]**
a) High performing teams
b) Conflict resolution
c) Organizational culture
d) Workplace emotions

SECTION – II

Q.7 Unique Power Systems, a joint venture company in the field of diesel generator sets and truck engines has recently undergone restructuring. The share of Indian partner has been acquired by the American company. The CEO and the senior executives are now deputed from parent American company. This has led to drastic changes in the work culture. As the HR head what steps would you suggest to handle the situation? **[20]**

Q.8 Abhay Sinha was one of the star performers in sales department of a FMCG company. Presently he has been transferred from Pune to Chennai. He was working in Pune for last 15 years and has two children studying in 10th and 12th std. respectively. It was observed by the senior executives that the performance of Abhay Sinha has not been up to the mark. It was also observed that he was asking for leaves more frequently. There was a rumour of his resignation and joining competitor. As a HR Manager, How will you resolve the problem? **[20]**

Q.9 Fastwheels Auto Ltd. is a company engaged in truck manufacturing. They have a manufacturing facility near Pune. They have adopted a modular structure of production based on outsourcing components. It is observed that for the last six months, the company's inventory has more than doubled, sales are stagnant and market share is actually declining. It is noticed that a blame-game has started among the inventory, production and sales/marketing department. What steps as CEO would you initiate to inculcate team spirit and synergy the in organization? **[20]**

*   *   *   *

Subject : Statistical & Mathematical Techniques C

6

Day : Saturday

Date : 11/04/2015

23485

Time : 10.00 AM TO 01.00 PM

Max Marks : 100   Total Pages : 2

N.B.:

1) Answer any **FOUR** question from Section-I. Each question carries **15** marks.
2) Answer any **TWO** from Section -II. Each question carries **20** marks.
3) Answers to both the sections should be written in **SAME** answer book.
4) Use of non programmable **CALCULATOR** is allowed.
5) Graph paper will be provided if needed.

SECTION-I

Q.1 a) Explain the importance of diagrammatic and graphical representation of data. (07)

b) The data on number of leaves availed by employees of a firm in the past three months is as follows: (08)

Leaves	7 - 14	14 - 21	21 - 28	28 - 35	35 - 42	42 - 49
No of Employees	15	17	20	25	18	14

Draw 'More than' and 'Less than' Ogive curves. Hence locate median graphically.

Q.2   An incomplete distribution is given as follows: (15)

Income (in '000s)	0 - 10	10-20	20-30	30-40	40-50	50-60	60-70
Number of persons	10	20	-	40	-	25	15

i) Find the missing frequencies when total frequency is 170 and median is 35.
ii) Find arithmetic mean for the completed data.

Q.3 a) The consumption of printing paper reams (in units) for the first 11 months by a computer operator are: 10, 11, 12, 15, 18, 22, 8, 10, 12, 15, 25.
Find median. (07)

b) Compute mean deviation and its coefficient for the following data. (08)
25, 45, 56, 67, 78, 112, 120, 144, 156, 178.

Q.4   Scores of two batsman in ten innings are: (15)

Batsman A	32	28	47	63	71	39	10	60	96	14
Batsman B	49	57	30	45	50	32	51	39	55	52

i) Find average scores of both batsmen.
ii) Find coefficient of variation
iii) Which batsman is more consistent?

P. T. O.

Q.5 Write short notes on (Any **THREE**)

a) Arithmetic mean
b) Decision making environments
c) Binomial distribution
d) Primary and Secondary data
e) Coefficient of Determination

SECTION-II

Q.6 The data regarding sales and expenditure (in thousands) on sales promo schemes of a company for the past 10 year are given

Year	1	2	3	4	5	6	7	8	8
Sales (in units)	20	25	35	32	40	44	48	50	55
Expenditure	220	210	280	300	370	250	325	400	375

i) Find regression coefficients
ii) Find two regression lines
iii) Estimate the sales when sales expenditure is Rs. 4,50, 000?

Q.7 a) The local authorities of a certain city installed 20,000 sodium lamps in main streets of the city. The life of a lamp is assumed to follow nor distribution with mean life of 1350 burning hours and standard deviation burning hours.

i) find the probability that a bulbs selected at random burns for at l 1200 hours
ii) find number of lamps expected to fail in the first 900 hours.

b) Three machines A, B and C with capacities proportional to 4:3:3 are produ identical items. The percentages that the machines produce defectives are 3% and 5% respectively. At the end of a day from the total production item is selected at random and is found defective. What is the chance tha came from machine B?

Q.8 Attempt any **TWO**:

a) Two regression lines are:

$$6x + 2y = 18$$
$$5x + 5y = 25$$

i) Find $(\bar{x}, \bar{y})$
ii) find regression coefficients
iii) Compute correlation coefficient

b) The mean of a binomial distribution is 40 and variance 24.
Find n, p and q with usual notations.

c) The wages of workers for two companies are

	A	B
Mean	360	450
Standard deviation	2.8	4.2
Number of workers	120	260

i) Find combined mean and s. d.
ii) Find coefficient and variation and state which company has mo consistency in wages?

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Subject : Communication Skills (C)

Day : Monday

Date : 13/04/2015

Time : 10.00 AM TO 01.00 PM

Max Marks : 100   Total Pages : 1

23486

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 'Communication'? Explain how barriers occur in communication process and how they can be reduced. (15)

Q.2 Explain the need and importance of negotiation skill for managers. How one should prepare himself/herself for negotiation. (15)

Q.3 What is a business report? Discuss various aspects of report writing. (15)

Q.4 Discuss the impact of 'IT' on business communication. Explain the etiquettes of writing an email. (15)

Q.5 Write short notes on any **TWO** of the following: (15)
   a) Mass communication
   b) Importance of presentation skills
   c) Use of non-verbal communication.

SECTION-II

Q.6 As a Business development executive for a FMCG company, draft a report on present market condition in your region. Provide suggestions and recommendations to improve the sales. (20)

Q.7 Draft a sales letter for promoting the sales of a new brand of Colored Television, Include information on various schemes available. (20)

Q.8 Draft an invitation letter for all the stakeholders of your company regarding the opening of a new branch of retail showroom (assume the product line). (20)

*   *   *

Subject : Management Concepts and Applications (C)

Day : Wednesday

Date : 18/11/2015

|||||||||||||||
26463

Time : 10.00 AM TO 01.00 PM

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) Figures to the right indicate **FULL** marks.
3) Both the sections should be written in the **SAME** answer book.

SECTION - I

Q. 1   'Management is the art of getting things done through others'. Critically (15) analyze this statement.

Q. 2   Explain the process of Decision Making with the help of a suitable example.   (15)

Q. 3   Who is a Leader? What are the qualities required to become a successful (15) leader? Explain them in brief.

Q. 4   Why controlling is required? Enumerate various controlling techniques (15) available to managers.

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

   a) Delegation of Authority

   b) Decentralization

   c) McKinsey 7s framework

   d) Corporate Social Responsibility

SECTION- II

Q. 6   'Leadership style is fixed and unchangeable for an individual leader'. Do you (20) subscribe this idea? Support your opinion with the help of suitable examples.

Q. 7   You are the HR Manager of an Engineering Firm. You have to organize a (20) picnic for a group of 25 employees on a weekend. Apply the steps of planning to make the event a success.

Q. 8   You are working with an MNC operating in India. Apply the 14 principles (20) proposed by Henry Fayol in organizing the foundation day of your organization. Make you own assumption.

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Subject : Financial & Management Accounting (C)

Day : Saturday

Date : 21/11/2015

||||| ||| |||| ||||| ||| |||||
26464

Time : 10.00 AM TO 01.00 PM

Max Marks : 100   Total Pages : 2

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) Use of non programmable **CALCULATOR** is allowed.
4) Figures to the right indicate **FULL** marks.

SECTION - I

Q.1 Distinguish between Financial Accounting and Management Accounting. **[15]**

Q.2 Explain the principles of Double Entry Book Keeping with example. **[15]**

Q.3 Write the features of: **[15]**
   a) Fixed Cost
   b) Variable Cost
   c) Factory Cost

Q.4 Explain the objectives and advantages of Budgetary Control. **[15]**

Q.5 Write short notes on **ANY THREE** of the following: **[15]**

   a) Margin of Safety

   b) IFRS

   c) Journal

   d) Entity Concept

SECTION - II

Q.6 The following data is available of Akshay Ltd. **[20]**

Year	Sales (Rs.)	Profit (Rs.)
2010	5,00,000	12,000
2011	6,00,000	15,000

Assuming that the cost structure and selling price remain unchanged in the two years, find out:
a) P/V Ratio
b) Break even point
c) Margin of Safety
d) Profit when sales are Rs. 7,00,000.
e) Sales required to earn a profit of Rs. 25,000.

P.T.O.

1

Q.7 The following Trial Balance is available of Mr. Satish. You are required to [20] prepare Trading A/C, Profit and Loss A/c and Balance Sheet as on 31.3.2013

Trial Balance as on 31.3.2013

Particulars	Dr. Amount (Rs.)	Cr. Amount (Rs.)
Land and Building	5,00,000	
Opening Stock	1,00,000	
Purchases	3,00,000	
Salary	2,00,000	
Sales		10,00,000
Factory Expenses	2,00,000	
Wages	2,50,000	
Administrative Expenses	1,00,000	
Selling and Distribution Expenses	75,000	
Machinery	3,00,000	
Debtors	1,50,000	
Creditors		60,000
Outstanding Expenses		15,000
Commission		25,000
Capital		7,50,000
Bills Receivable	25,000	
Loan from Bank		3,50,000
Total	**22,00.000**	**22,00,000**

Adjustments:
a) The closing stock was valued at Rs. 1,50,000. Market Price Rs. 1,75,000.
b) Depreciate Machinery by 10%.
c) Provide R.D.D. on Debtors @5%.

Q.8 Sagar Ltd. uses Standard Costing for Cost Control. The following particulars [20] are available for material X, Y and Z:

Material	Standard		Actual	
	Quantity (Kg)	Price (Rs.)	Quantity (Kg)	Price (Rs.)
X	120	500	130	510
Y	400	200	390	205
Z	500	100	495	100

You are required to calculate for Material X, Y and Z.
a) Material Cost Variance
b) Material Price Variance
c) Material Usage Variance

*　　*　　*　　*

2

Subject : Economics for Business (C)

Day : Monday

Date : 23/11/2015

26465

Time : 10.00 AM TO 01.00 PM

Max Marks : 100   Total Pages : 1

N.B.:

1) Attempt any **FOUR** questions from section – I. Each question carries **15** marks.
2) Attempt any **TWO** questions from section – I. Each question carries **20** marks.
3) Figures to the right indicate **FULL** marks.

SECTION - I

Q.1	In what sense Managerial Economics is Applied Economics?	(15)
Q.2	Discuss nature of study of Managerial Economics.	(15)
Q.3	Define demand curve. Why its slope is falling?	(15)
Q.4	With diagram explain various types of cost curves.	(15)

Q.4   With diagram explain various types of cost curves.   (15)

a) Giffen Good

b) Elasticity of supply

c) Value maximization principle

SECTION - II

Q.6	"Monopolist may even incur losses"-Do you agree? Justify.	(20)
Q.7	With diagram explain 'Breakeven Analysis'.	(20)
Q.8	Explain the concept of Kinky Demand Curve under Oligopoly.	(20)

*   *   *

1

Subject : Organisational Behaviour (C)

Day : Tuesday

Date : 24/11/2015

26466

Time : 10.00 AM TO 01.00 PM

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

Q.1 Elucidate the concept of organizational behaviour and trace its evolution. **[15]**

Q.2 Explain the concepts of 'need', 'drive', 'goal' in motivation cycle. Discuss the criticism of Maslow's theory of Hierarchy of Needs. **[15]**

Q.3 Enlist and describe different types of teams in an organization. **[15]**

Q.4 Define learning. Explain using examples learning by classical conditioning and operant conditioning. **[15]**

Q.5 Discuss the different organizational stressors. Also discuss at least five different strategies for managing them. **[15]**

Q.6 Write short notes on **ANY THREE** of the following: **[15]**

a) Workplace emotions

b) Job attitudes

c) Bases of power

d) Win-win Negotiation

SECTION – II

Q.7 To improve job satisfaction of the employee, it is suggested by McGregor that managers must concentrate on both hygiene and motivators. Illustrate the application of both these factors in motivating the employees working in an auto-component manufacturing unit. **[20]**

Q.8 Amar and Amit are company workers on a project. Both are very good in designing. However their boss, Sarvesh gives Amar the designing job and Amit the work of managing client interaction. Amit does not like and refuses, to cooperate with Amar in sharing information of client with him. How can this conflict be managed? **[20]**

Q.9 Describe in detail the determinants of your own personality, giving specific examples. **[20]**

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Subject : Statistical & Mathematical Techniques (C)

Day : Thursday

Date : 26/11/2015

26467

Time : 10.00 AM TO 01.00 PM

Max Marks : 100   Total Pages : 2

N.B. :

1) Attempt **Any FOUR** questions from Section-I and **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

Q.1 a) Draw frequency curve for the following distribution: (07)

Age (yrs)	17-19	19-21	21-23	23-25	25-27	27-29	29-31
No. of students	7	13	24	30	22	15	6

b) Represent the following data by means of a Histogram. (08)

Weekly wages ('00'Rs.)	10-15	15-20	20-25	25-30	30-40	40-60	60-80
No. of workers	7	19	27	15	12	12	8

Q.2 Find out the Mean, Median and the Mode in the following series : (15)

Size (below)	5	10	15	20	25	30	35
Frequency	1	3	13	17	27	36	38

Q.3 Calculate the coefficient of correlation for the ages of husbands and wives : (15)

Age of Husband (yrs)	23	27	28	29	30	31	33	35	36	39
Age of Wife (yrs)	18	22	23	24	25	26	28	29	30	32

Q.4 A fair die is thrown twice, determine the probabilities of getting the face point (15) sums

a) At the most 8

b) At least 10

c) Exactly 8 or 10

P.T.O.

1

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

     i)   Classification of data

     ii)   Baye's theorem

     iii) Application of Normal distribution

     iv) Types of decision making

SECTION-II

Q.6   From the data given below find :   (20)

     i)   The two regression coefficients

     ii)   The two regression equations

     iii) The coefficients of correlation between the marks in Economics and statistics.

     iv) The most likely marks in statistics when marks in economics are 30.

Marks in Economics	25	28	35	32	31	36	29	28	34	32
Marks in Statistics	43	46	49	41	36	32	31	30	33	39

Q.7   Assuming the probability of a male birth as ½ , find the chances that a family (20) of 3 children will have

     i)   At least one girl

     ii)   Two boys and one girl

Q.8   A departmental store purchases Christmas trees which can be ordered only in (20) lots of 100. Each tree costs Rs.25 and sells at Rs.40 each. Unsold trees, however, have no salvage value. The probability distribution obtain from analysis of past sales data is given below :

Tree sold	100	200	300	400	500
Probability	0.20	0.35	0.25	0.15	0.05

     a)   Set up payoff table.

     b)   How much quantity should the departmental stores buy to maximize its profile?

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2

NIZER (2012 Course)/DOODHGANGA (2012 Course) /VEDGANGA (2012 Course) / ANTURGAD (2013 Course)- I (C.B.C.S.) : WINTER - 2015

Subject : Communication Skills (C)

Day : Friday

Date : 27/11/2015

|||||||||||||||||||||||||
26468

Time : 10.00 AM TO 01.00 PM

Max Marks : 100   Total Pages : 1

N.B.:

1) Attempt **ANY FOUR** questions from Section – I and **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

Q.1 List the six stages in a two-way communication process and briefly describe [15] each stage.

Q.2 Explain the importance of 'listening' in oral communication. [15]

Q.3 What purpose does 'internal communication with organizations' serve? Enlist [15] and explain the various types of internal communication.

Q.4 "Public relations is a very delicate area requiring effective use of method, media [15] and management". Comment.

Q.5 Write short notes on **ANY TWO** of the following: [15]
  a) Para – Language and Body Language
  b) Group Discussion Skills
  c) Newsletters
  d) Impact of Information Technology on Communication

SECTION – II

Q.6 You work with the managing director of a medium-sized sports equipment [20] manufacturing company. Your employer will shortly be going overseas on a business trip. He asks you to make all the preparations for a board meeting to be held two days after his return. The main items for discussion will be next year's budget, salary increase for regional managers and sponsorship.
  a) Write the memo you would send to the board members, giving them necessary details and asking them to submit to you any additional items which they wish to be included on the agenda and
  b) Prepare the agenda for the meeting.

Q.7 Your company will be opening its new branch in a nearby town next month and [20] is arranging an opening ceremony to mark the occasion. Prepare an invitation which can be printed to send to a number of special clients. Suggest effective use of the internet and telecommunications for the same.

Q.8 You work for Samson Equipments Pvt. Ltd., a large manufacturing company. [20] In a recent board meeting it was decided to review the company's staff benefits. At present they include only a company medical scheme and a subsidized canteen. The HR director asks you to research the additional benefits which could be introduced. You should also recommend three benefits which you consider would be most welcomed by all members of staff. Compile your report based on the notes you have made pertaining to possible additional benefits.

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Subject : Management Concepts and Applications (C)

Day : Monday

Date : 11/04/2016

29302

Time : 10.00 AM TO 01.00 PM

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) Figures to the right indicate **FULL** marks.
3) Both the sections should be written in the **SAME** answer book.

SECTION - I

Q. 1   Define management. Discuss the evolution of management thoughts at length. (15)

Q. 2   What are the functions of a manager? Do all of them are equally important at all levels of management? Elaborate. (15)

Q. 3   What is Planning? Describe in detail various steps involved in Planning. (15)

Q. 4   What is Leadership? Discuss various styles of leadership with appropriate example. (15)

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

    a) Authority

    b) Key Result Areas

    c) Hierarchy of Objectives

    d) Delegation

SECTION- II

Q. 6   Should there be strict regulations regarding the social responsibility of an organization? Justify your answer. (20)

Q. 7   As an MBA aspirant, how a recently graduated student can get benefited by the concept of Decision Making? Make your own assumptions. (20)

Q. 8   Explain the process of controlling with the help of a suitable example. (20)

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Subject : Financial & Management Accounting (C)

Day : Wednesday

Date : 13/04/2016

29303

Time : 10.00 AM TO 01.00 PM

Max Marks : 100   Total Pages : 2

N.B.:

1) Attempt any **FOUR** questions from Section – I and any **TWO** questions from Section – II.
2) Figures to the right indicate **FULL** marks.
3) Answers both the sections should be written in the **SAME** answer book.
4) Use of non-programmable calculator is allowed.

SECTION - I

Q.1 Define Management Accounting. Explain Objectives and Scope of Management Accounting. (15)

Q.2 Explain the following Accounting Concepts with examples: (15)

   a) Matching of Cost and Revenue Concept
   b) Business Entity Concept

Q.3 What do you mean by Cost Sheet? Give the format of cost sheet. (15)

Q.4 Explain in detail Standard Costing as a technique of Cost Control. (15)

Q.5 Write short note on any **TWO** of the following: (15)
   a) Journal
   b) Convention of Conservatism
   c) Margin of Safety

SECTION - II

Q.6 Prepare Trading and Profit and Loss Account for the year ended 31st March 2015 (20)

Particulars	Debit (Rs.)	Credit (Rs.)
Opening Stock	89,500	
Purchase and Sales	2,56,600	3,56,400
Manufacturing Wages	41,000	
Returns	2,800	5,400
Salaries	11,000	
Rent and Taxes	5,600	
Discount	5,900	5,000
Capital and Drawings	10,500	1,09,000
Debtors and Creditors	62,000	59,600
Commission	2,800	5,600
Plant and Machinery	26,000	
Traveling Expenses	1,900	
Office repairs and renewals	3,400	
Insurance	400	
Bad debts	8,600	
Furniture and Fittings	9,000	
Loan from Desai	-	20,000
Bills Receivable	2,000	
Cash and Bank Balance	15,000	
Investments	9,000	
Bills Payable	-	2,000
Total	5,63,000	5,63,000

P.T.O.

Adjustments:

a) The Closing Stock was Rs. 1,20,000.

b) Depreciate Plant & machinery by 10%.

c) The provision for doubtful debts is Rs. 500.

d) Commission includes Rs. 600/- received but not yet earned.

Q.7 The following information is available of Preetam Ltd., for products P & Q. (20)

	Product P	Product Q
Selling Price (Rs.)	500	800
Marginal Cost	350	680
Number of unit sold	10,000	20,000
Fixed cost (Rs.)	8,00,000	18,00,000

Calculate for product P & Q.

a) P/v Ratio

b) Profit

c) Margin of safety

d) Profit if 12,000 of P and 18,000 units of Q are sold.

Q.8 From the following particulars are available for 9,000 units. Prepare Flexible (20) Budget for Nutan Ltd. For 8,000 units and 10,000 units.

Direct Particulars	Cost Per Unit (Rs.)
Material	100
Direct Wages	80
Direct Expenses	20
Variable Overheads	60
Selling overheads (60% fixed)	40
Distribution overheads (40% fixed)	20

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29303

NIZER (2012 Course)/DOODHGANGA (2012 Course) /VEDGANGA (2012 Course) /
ANTURGAD (2013 Course)- I (C.B.C.S.) : SUMMER - 2016

Subject : Economics for Business (C)

Day : Saturday

Date : 16/04/2016

29304

Time : 10.00 AM TO 01.00 PM

Max Marks : 100   Total Pages : 1

N.B.:
1) Attempt any **FOUR** questions from section – I. Each question carries 15 marks.
2) Attempt any **TWO** questions from section – I. Each question carries 20 marks.
3) Figures to the right indicate **FULL** marks.

SECTION - I

Q.1   Explain with example how principles of economics are applied in decision   (15)
making by firms manager.

Q.2   Discuss the scope of study of Managerial Economics.   (15)

Q.3   Explain that straight line demand curve has same slope but elasticity is   (15)
different at different points.

Q.4   With diagram show elastic & inelastic supply curve.   (15)

Q.4   Write short notes on (**Any TWO**)   (15)
a)   Cross elasticity of demand
b)   Giffen Goods
c)   Value Maximization principle

SECTION - II

Q.6   Show price & Output equilibrium under Monopoly.   (20)

Q.7   State & explain law of variable proportion & its application.   (20)

Q.8   Explain the concept of Kinky Demand Curve under Oligopoly.   (20)

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Subject : Organisational Behaviour (C)

Day : Monday   ‖‖‖‖‖‖‖‖‖‖‖   Time : 10.00 AM TO 01.00 PM

Date : 18/04/2016   **29305**   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

Q.1 Define Organizational Behaviour? Explain giving your own examples the [15] autocratic model of organizational behaviour in detail.

Q.2 What is job satisfaction? Explain the relationship between job satisfaction and [15] employee turnover.

Q.3 Explain the concept of learning. What are the schedules of reinforcement? [15] Which among them is the most useful?

Q.4 Discuss 'Power'. What are power bases and power tactics? [15]

Q.5 Explain the approaches that a manager can use in handling conflict in an [15] organization.

Q.6 Write short notes on **ANY THREE** of the following: [15]
   a) Type 'A' personality
   b) Causes of stress
   c) Types of Values
   d) Dominant Culture in an organization

SECTION – II

Q.7 Suggest motivational techniques which can be implemented for the employees [20] working in BPO (Assume necessary details).

Q.8 With the advent of mobile and computer technologies, it is found that even after [20] completing work hours, employees are connected to work. This results in increased stress. Draft a note addressed to the employees of your organization as to how can they cope up with such a stress and what measures they can adopt for overcoming the work related stress?

Q.9 A bank is proposing for expansion in various developing areas in India. However, [20] many middle level and low level managers are disinterested to take up the posting to such positions. What could be the reasons of such attitude; suggest strategies that can be implemented to overcome the given problem?

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Subject : Statistical & Mathematical Techniques (c)

Day : Wednesday

Date : 20/04/2016

|||||||||||||||||||||||||||
29306

Time : 10.00 AM TO 01.00 PM

Max Marks : 100   Total Pages : 2

N.B. :

1) Attempt **Any FOUR** questions from Section-I and **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

Q.1 a) Convert the following distribution into more than frequency distribution. (07)

Weekly wages (less than 00 Rs.)	20	40	60	80	100
Number of workers	41	92	156	194	201

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

Variable	10-20	20-30	30-40	40-50	50-60	60-70	70-80
Frequency	12	30	35	65	45	25	18

Q.2 a) Find the Mean Deviation from the Mean for the following data. (07)

Class Interval	0-10	10-20	20-30	30-40	40-50	50-60	60-70
Frequency	8	12	10	8	3	2	7

b) Calculate the mean and standard deviation from the following data. (08)

Value	90-99	80-89	70-79	60-69	50-59	40-49	30-39
Frequency	2	12	22	20	14	4	1

Q.3 a) Compute Karl Pearson's coefficient of correlation between X and Y from the following observations. (07)

X	1	2	3	4
Y	1	4	9	16

b) From the following data calculate the rank correlation coefficient after making adjustment for tied ranks. (08)

X	48	33	40	9	16	16	65	24	16	57
Y	13	13	24	6	15	4	20	9	6	19

P.T.O.

Q.4 From the following data obtain the two regression equations.

Sales	91	97	108	121	67	124	51	73	111	57
Purchase	71	75	69	97	70	91	39	61	80	47

Q.5 Write short notes on **ANY THREE** of the following :

i) Decision tree

ii) Primary and Secondary sources

iii) Types of correlation

iv) Baye's theorem

SECTION-II

Q.6 a) A box contains 3 red and 7 white balls one ball is drawn and in its place a ball of the other colour is put in the box. Now one ball is drawn at random from the box. Find the probability that it is red.

b) A bag contains four balls. Two balls are drawn at random and are found to be white. What is the probability that all the ball are white.

Q.7 If 5% of the electric bulbs manufactured by a company are defective, use (poisson distribution to find the probability that in a sample of 100 bulbs.
i) None is defective
ii) 5 bulbs will be defective (Given $e^{-5} = 0.007$)

Q.8 Give the following pay off (profit) matrix use Hurwicyz crieterion and find (20) which action to be taken. Give the coefficient of optimism $\alpha = 0.1$

States of Nature	Actions			
	A_1	A_2	A_3	A_4
S_1	10	05	08	06
S_2	03	09	15	02
S_3	-3	04	06	10

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Subject : Communication Skills (C)

2930

(15)

Day : Thursday

Date : 21/04/2016

29307

Time : 10.00 AM TO 01.00 PM

Max Marks : 100   Total Pages : 1

(15)

N.B.:

1) Attempt **ANY FOUR** questions from Section – I and **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

Q.1 Explain the "process of communication" with a suitable diagram. Highlight the importance of feedback in the communication cycle. [15]

Q.2 What does the expression, 'non-verbal communication' mean? Discuss the points to be remembered when communicating with someone orally. [15]

(10) Q.3 Explain the purpose of 'memo', 'agenda' and 'minutes' in company meetings. [15]

(10) Q.4 "Customer Relations Management is a very crucial area in the conduct of business". Explain, how and why? [15]

(20) Q.5 Write short notes on **ANY TWO** of the following: [15]
a) Listening Skills
b) Guidelines for Effective Commission
c) Guidelines in preparing a brochure
d) Negotiation Skills

SECTION – II

(20)

Q.6 Draft a 'Notice' for the workers of your factory announcing a suggestion scheme for suggesting a marketing slogan for the company's product. [20]

Q.7 Students of your institute have some genuine difficulties and problems. They wish to bring them to the notice of the Director. Discuss the communication points involved in finding a non-agitational method of doing this. Draft your report. [20]

Q.8 Draft an effective communication to companies, in your capacity as "Placement Cell student representative", making suitable use of Information Technology, Telecommunication, Internet and the Social Media. [20]

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