

**MASTER OF BUSINESS ADMINISTRATION (CBCS - 2020 COURSE)**

**M.B.A Sem-I : : SUMMER - 2022**

**SUBJECT : MANAGEMENT CONCEPTS & APPLICATIONS**

Day : Monday

Date : 23-05-2022

**S-22767-2022**

Time : 10:00 AM-12:00 PM

Max. Marks : 50

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**N.B.**

- 1) Answer **ANY THREE** questions from Section – I and **ANY TWO** questions from Section – II.
  - 2) Figures to the **RIGHT** indicate **FULL** marks.
  - 3) Answer to both the sections should be written in **SAME** answer book.
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**SECTION – I**

- Q.1** Define Management. Is Management an Art or a Science? Substantiate your views with examples. (10)
- Q.2** Discuss the functions of Management with a diagram. (10)
- Q.3** What is planning? List out key steps involved in planning process (10)
- Q.4** What is organizing? Explain departmentalization with its advantages as well as limitations, in the present environment. (10)
- Q.5** Write short note on **ANY TWO** of the following: (10)
- a) Controlling
  - b) Leadership
  - c) Job Enrichment

**SECTION – II**

- Q.6** You have been assigned a responsibility of coordinating for cyclone relief measures in the Mumbai. How will you go about in finalizing and implementing various relief measures? (10)
- Q.7** You have been appointed as a consultant for the new start-up Company which intends to launch few present generation Mobiles based games and related applications. Present a detail plan on environmental analysis before the launch of your desired new Product. (10)
- Q.8** Explain various activities to be carried out by your department after launching a product on its acceptability as well as negative feedback on the said product. (10)

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**MASTER OF BUSINESS ADMINISTRATION (CBCS - 2020 COURSE)**

**M.B.A Sem-I : : SUMMER - 2022**

**SUBJECT : MANAGERIAL ECONOMICS**

Day : Wednesday  
Date : 25-05-2022

**S-22768-2022**

Time : 10:00 AM-12:00 PM  
Max. Marks : 50

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**N.B.:**

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

- Q.1** Define the term Economics. Discuss the objectives of the firm. [10]
- Q.2** What is Law of Demand? State and explain the determinants of demand. [10]
- Q.3** Discuss the importance of Production Function in Managerial Decision Making. [10]
- Q.4** Classify the various types of Short Run Costs. [10]
- Q.5** Write short notes on **ANY TWO** of the following: [10]
- a) Types of demand
  - b) Game theory
  - c) Phases of Business Cycle

**SECTION – II**

- Q.6** Elaborate the Price and Output Determination under Profit Competition Market. [10]
- Q.7** Explain how Monetary Policy will uplift the economy. [10]
- Q.8** Explain the Law of Diminishing Marginal Returns with suitable diagram. [10]

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**MASTER OF BUSINESS ADMINISTRATION (CBCS - 2020 COURSE)**

**M.B.A Sem-I : : SUMMER - 2022**

**SUBJECT : FINANCIAL & MANAGEMENT ACCOUNTING**

Day : Friday

Date : 27-05-2022

**S-22769-2022**

Time : 10:00 AM-12:00 PM

Max. Marks : 50

**N. B. :**

- 1) Attempt **ANY THREE** 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 **SAME** answer book.
- 4) Use of non-programmable calculator is **ALLOWED**.

**SECTION – I**

- Q. 1** Explain the following Accounting conventions with examples: (10)
- a) Convention of Conservatism
  - b) Convention of Disclosure
- Q. 2** What do you mean by Marginal Costing? Explain usefulness of Marginal Costing in decision making. (10)
- Q. 3** Describe with format the following terms: (10)
- a) Ledger
  - b) Balance sheet
- Q. 4** Define Management Accounting. Explain Advantages of Management Accounting. (10)
- Q. 5** Write short notes on **ANY TWO** of the following: (10)
- a) International Financial Reporting Standards (IFRS)
  - b) Margin of Safety
  - c) Accounting Standards
  - d) Cost Sheet

**SECTION – II**

- Q. 6** Journalise the following transactions in the Books of Mr. Mohan. (10)

2022	Particulars
Jan 1	Deposited Cash Rs. 52,000 in Bank account.
Jan 2	Purchased furniture worth Rs. 8,00,000 from Rachana Ltd.
Jan 3	Sold goods worth Rs. 10,00,000 at 2% trade discount and 2% cash discount.
Jan 4	Paid Rs. 2,00,000 to Rachana Ltd.
Jan 5	Received interest in Bank A/c Rs 45,000.

**P. T. O.**

**Q. 7** From the following information available prepare a Flexible Budget of Hindustan Ltd. for 52,000 and 55,000 units. (10)

Cost per unit at the level of 50,000 units is as follows:

Particulars	CPU (Rs.)
Direct Material	120
Direct Labour	80
Direct Expenses	50
Selling Expenses (10 % Fixed)	30
Factory Overheads (100 % Fixed)	80

**Q. 8** Sunita Ltd. has implemented Standard Costing as a tool of Cost Control. From the information available, you are required to calculate for Skilled and semi-skilled labour: (10)

- i) Labour Cost Variance
- ii) Labour Rate Variance
- iii) Labour Efficiency Variance

Labour	Standard Time	Standard Rate	Actual Time	Actual Rate
Skilled	800 hours	Rs. 1000/hr	820 hours	Rs. 1000/hr
Semi-skilled	1200 hours	Rs. 500/hr	1100 hours	Rs. 490/hr

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**MASTER OF BUSINESS ADMINISTRATION (CBCS - 2020 COURSE)**

**M.B.A Sem-I : : SUMMER - 2022**

**SUBJECT : ORGANIZATIONAL BEHAVIOR**

Day : Monday  
Date : 30-05-2022

**S-22770-2022**

Time : 10:00 AM-12:00 PM  
Max. Marks : 50

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**N.B.:**

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

- Q.1** Explain the concept of Organizational Behaviour (OB) and How with the knowledge of OB, we can overcome diversity issues being faced due to globalization in India. [10]
- Q.2** Describe the Big-Five personality traits and their implications for understanding behavior in organizations. [10]
- Q.3** Elaborate on Adam Stacy's Equity theory of motivation. [10]
- Q.4** What is 'Managerial Grid'? How does it explain the effective leadership behavior? [10]
- Q.5** Write short notes on **ANY TWO** of the following: [10]
- a) Group Shift and Group think
  - b) Conflict management
  - c) Perception process

**SECTION – II**

- Q.6** The COVID'19 pandemic has resulted in a lot of job-cuts in many companies. Thus increasing the stress level of individuals. In such a situation prepare a list of guidelines for managing the stress. [10]
- Q.7** Assume yourself a group leader working in BPO. Illustrate the ways you will adopt to increase the group cohesiveness and improve the performance. [10]
- Q.8** Suppose you were starting a new restaurant. What kind of culture would help promote organizational effectiveness? How would you try to build such culture? [10]

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2020 COURSE)

M.B.A Sem-I : : SUMMER - 2022

SUBJECT : STATISTICAL TECHNIQUES

Day : Wednesday  
Date : 01-06-2022

S-22771-2022

Time : 10:00 AM-12:00 PM  
Max. Marks : 50

N.B.:

- 1) Attempt ANY THREE questions from Section – I and ANY TWO questions from Section – II.
- 2) Answers to both the section should be written in SAME answer book.
- 3) Use of non-programmable CALCULATOR is allowed.
- 4) Use graph paper WHEREVER necessary.
- 5) Figures to the right indicate FULL marks.

SECTION – I

- Q.1 Define Statistics. Explain advantages and limitations of Statistics. [10]
- Q.2 Explain the types of classification in brief. [10]
- Q.3 Calculate Quartile Deviation and Coefficient of Quartile Deviation for the following data: [10]

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

- Q.4 The following data gives the distribution of outlay of the budget of a state under major heads of development expenditure. [10]

Head	Expenditure (in Cr.)
Agriculture and Community Development	10,000
Irrigation and power	4,000
Industry and Mining	8,000
Transport and Communication	6,000
Miscellaneous	2,000

Represent the above information by Pie-chart.

- Q.5 Write short notes on ANY TWO of the following: [10]
- a) Testing of Hypothesis
  - b) Binomial Distribution
  - c) Requisites of a good classification

SECTION – II

- Q.6 In a beauty contest, three judges have ranked 10 candidates as follows: [10]

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

Which pair of judges have nearest approach towards beauty?

- Q.7 The following contingency table shows the classification of 1000 workers in a factory according to the disciplinary action taken by the management and their promotional experience. [10]

Disciplinary action	Promotional Experience		Total
	Promoted	Not promoted	
Offenders	30	670	700
Non-Offenders	70	230	300
Total	100	900	1000

Use the Chi-square test to ascertain whether the disciplinary action taken and promotional experience are associated? (Given :  $\chi^2_{0.05} = 3.84$ )

- Q.8 In a data entry job the arithmetic mean of the number of mistakes per page is 0.3. What percent of pages will have, [10]
- a) One mistake
  - b) Two mistakes
- (Given :  $e^{-0.3} = 0.7408$ )

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**MASTER OF BUSINESS ADMINISTRATION (CBCS - 2020 COURSE)**

**M.B.A Sem-I :SUMMER- 2022**

**SUBJECT : LEGAL ASPECTS OF BUSINESS**

Day : Friday

Date : 3/6/2022

**S-22772-2022**

Time : 10:00 AM-12:00 PM

Max. Marks : 50

**N.B.:**

- 1) Attempt any **THREE** 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 **SAME** answer book.

**SECTION-I**

- Q.1** What do you understand by 'Capacity to Contract'? State the rules regarding contract by minor. (10)
- Q.2** Define 'Unpaid Seller'. Explain his rights against the goods and the buyer personally. (10)
- Q.3** Briefly explain the various modes by which an 'Agency' may be created. (10)
- Q.4** Differentiate between Memorandum of Association and Articles of Association. (10)
- Q.5** Write Short Notes on: (ANY TWO). (10)
- a) Rights of Consumer
  - b) Role of Certifying Authorities under the IT Act, 2000
  - c) Contract of Indemnity

**SECTION-II**

- Q.6** Explain in detail the Arbitration and Conciliation Act, 1996 (10)
- Q.7** A, is a religious Guru of B. A purchases B's house for Rs. 5,00,000/- when the market value is Rs. 9,00,000/-. Can B treat the deed of Conveyance void? Justify your answer with essential conditions of undue influence. (10)
- Q.8** What are the different types of IPR? (10)

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**MASTER OF BUSINESS ADMINISTRATION (CBCS - 2020 COURSE)**  
**M.B.A Sem-I :SUMMER- 2022**  
**SUBJECT : BUSINESS COMMUNICATION**

Day : Saturday  
Date : 4/6/2022

**S-22773-2022**

Time : 10:00 AM-12:00 PM  
Max. Marks : 50

**N.B.**

- 1) Attempt any **THREE** questions from Section – I. Attempt any **TWO** questions from Section – II.
- 2) Figures to the right indicate **FULL** marks.
- 3) Solve both the sections in the **SAME** answer sheet.

**SECTION – I**

- Q.1** Discuss the various channels of communication with their effectiveness and limitations. (10)
- Q.2** Explain the term 'Feedback'. Why is it essential for Managers to take feedback from time to time? (10)
- Q.3** Write a detailed note on 'Techniques for Effective Presentation.' (10)
- Q.4** Enlist the various barriers to listening. Add a note on 'Strategies for Effective Listening'. (10)
- Q.5** Write short notes on **ANY TWO**: (10)
- a) Process of communication
  - b) Role of technology in communication
  - c) SQ3R technique of reading

**SECTION – II**

- Q.6** You are required to call a meeting of the Finance Department to finalize budget allocation for the next financial year. Prepare a NOTICE for the meeting along with the AGENDA. (10)
- Q.7** Differentiate between positive and negative messages. Support your answer by drafting short messages for both the types. (10)
- Q.8** Explain the key points to prepare before: (10)
- i) Participating in Group Discussion
  - ii) Appearing for Job Interview

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