| Hall Ticket No: | | | | | | Question Paper Code: 22MBAP101 |
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MBA I Year I Semester (R22) Regular& Supplementary End Semester Examinations, April - 2024 MANAGEMENT PERESPECTIVES AND ORGANIZATIONAL BEHAVIOR

Time: 3Hrs

Max Marks: 60

Attempt all the questions. All parts of the question must be answered in one place only. In Q.no 1 to 5 answer either A or B only. Q.no 6 which is a case study is compulsory.

| Q.No | Question | Marks | СО | BL |
|--------|---|-------|----|----|
| Q.1(A) | What do you mean by management role? What are the various roles that managers perform in an organization? | 10M | 1 | 2 |
| | OR | | | |
| Q.1(B) | Write a short note oni) Henry Fayol 14 Principles of Managementii) Behavioural Management Perspectives. | 10M | 1 | 2 |
| Q.2(A) | Discuss the process and techniques of decision- making. | 10M | 2 | 3 |
| | OR | | | |
| Q.2(B) | What is controlling? Describe steps in the process of controlling. | 10M | 2 | 2 |
| Q.3(A) | Compare and contrast Maslow's needs theory and Herzberg's two-factor theory of motivation? | 10M | 3 | 3 |
| | OR | | | |
| Q.3(B) | Briefly explain the objectives and stages of Johari Window Theory? | 10M | 3 | 2 |
| Q.4(A) | Write a short note on i) Transactional Analysis ii) Likert's System theory | 10M | 4 | 2 |
| | OR | | | |
| Q.4(B) | What do you mean by leadership style? Explain various trait theories of leadership. | 10M | 4 | 2 |
| Q.5(A) | Why is organizational culture important? What are the 4 types of organizational culture? OR | 10M | 5 | 2 |
| Q.5(B) | Distinguish between the organizational climate and the organization's culture. | 10M | 5 | 2 |
| Q.6 | CASE STUDY | 10M | 5 | 5 |

Super Engineering Company was a multi-locational light engineering company. It has manufacturing facilities at Hyderabad, Pondicherry and Indore. The company adopted budgetary system with main emphasis on production and expenses budgets. The budget targets used to be set on the basis of analysis of production facilities and production operations. While two units located at Hyderabad and Pondicherry were working properly and were able to meet their budget targets, Indore unit was not able to do so. Mr. Manohar was transferred to Indore unit as plant manager. He joined the company about eight years back as engineer

trainee and became the assistant plant manager at Hyderabad unit, the biggest of the three units. Manohar was very ambitious and a little bit autocratic. He believed in the exercise of authority and control to carry out his instructions. He was high achiever and believed in getting things done. He got quick promotions in the company.

Immediately after joining at Indore unit as plant manager, Manohar made preliminary study of the plant and issued instructions to all departments to reduce their expenses by five per cent. A fortnight later, he instructed the departments to increase production by ten per cent. He also instructed all supervisors to strictly adhere to budgets. He introduced several new reports and watched the operations very closely. He suspended two supervisors the second month for not meeting the budget targets. Subsequently two supervisors left the plant. With all his efforts, the unit was very much on the right track and within six months exceeded the new budgeted figures by eight per cent. On setting the plant right, he was called back at Hyderabad, the productivity at Indore unit fell below the earlier level land the budget was again in trouble.

Questions:

- (a) Analyze the type of organizational climate created by Manohar at Indore unit?
- (b) Why was there a drop in productivity at the unit after Manohar left it?

| Hall Ticket No: Question Paper Code: 22MBA |
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MBA I Year I Semester (R22) Regular & Supplementary End Semester Examinations, April - 2024

MANAGERIAL ECONOMICS

Time: 3Hrs

Max Marks: 60

Attempt all the questions. All parts of the question must be answered in one place only. In Q.no 1 to 5 answer either A or B only. Q.no 6 which is a case study is compulsory.

| Q.No | Question | Marks | СО | BL |
|--------|---|-------|-----|----|
| Q.1(A) | Discuss about Nature and Scope of Managerial Economics. | 10M | 1 | 2 |
| Q.1(B) | OR Analyze the role of Managerial Economist in decision making process. | 10M | 1 | 4 |
| Q.2(A) | What are the quantitative and qualitative methods of Demand Forecasting? Explain in detail. | 10M | 2 | 4 |
| | OR | | | |
| Q.2(B) | Explain the Law of demand. Discuss some practical applications and exceptions of law of demand. | 10M | 2 | 2 |
| Q.3(A) | Explain Economies of Scale and its types. | 10M | 3 | 2 |
| | OR | | 2.5 | |
| Q.3(B) | Explain the Cost-Output Relationships in the Short Run with suitable diagrams | 10M | 3 | 2 |
| Q.4(A) | Explain the price and output determination of a firm under monopolistic competition. | 10M | 4 | 2 |
| | OR | | | |
| Q.4(B) | Explain the important managerial uses of Break-Even Analysis. | 10M | 4 | 2 |
| Q.5(A) | Explain the three National Income calculation methods. | 10M | 5 | 2 |
| | OR | | | |
| Q.5(B) | Classify different types of Inflation | 10M | 5 | 4 |
| Q.6 | CASE STUDY | 10M | 4 | 5 |

Many European governments are reluctant to allow online betting in an attempt to protect their national gambling businesses. A recent study found that seven countries out of the 27 in the European Union banned online gambling. Of the other 20 only 13 have opened their markets to competition; in the rest gambling is dominated by monopolies owned or licensed by the government. In the Netherlands, for example, residents can only place online bets with a state monopoly: De Lotto. The Ministry of Justice even warned banks in the country that they could be prosecuted if they transferred money to online gambling companies. Other countries have ordered online betting companies to block access to their sites. Their governments argue that this is to protect people from gambling excessively. However the revenue they gain from their own monopolies should not be ignored as a possible motive.

Questions:

- 1. Why might governments want to protect their own monopolies in the gambling sector?
- 2. What might be the effect of greater competition in the gambling industry in these countries?

| Hall Ticket No: | | | | | | Question Paper Code: 22MBAP103 |
|-----------------|--|--|--|--|--|--------------------------------|

MBA I Year I Semester (R22) Regular & Supplementary End Semester Examinations, April - 2024

BUSINESS ENVIRONMENT

Time: 3Hrs

Max Marks: 60

Attempt all the questions. All parts of the question must be answered in one place only. In Q.no 1 to 5 answer either A or B only. Q.no 6 which is a case study is compulsory.

| Q.No | Question | Marks | СО | BL |
|--------|--|-------|----|----|
| Q.1(A) | What is meant by business environment? Explain the components of business environment. | 10M | 1 | 2 |
| | OR | | | |
| Q.1(B) | Discuss the contemporary issues in business. | 10M | 1 | 2 |
| Q.2(A) | Elaborate upon the Politico-Economic Synthesis process in detail. | 10M | 2 | 3 |
| | OR | | | |
| Q.2(B) | Explain the Features and objectives of NITI Aayog | 10M | 2 | 2 |
| Q.3(A) | Analyze the Recent Trends of Finance Commission | 10M | 3 | 3 |
| | OR | | | |
| Q.3(B) | Elaborate the objectives of the monetary and credit policy. | 10M | 3 | 3 |
| Q.4(A) | Define Poverty? Explain the different government schemes addressing Poverty | 10M | 4 | 2 |
| | OR | | | |
| Q.4(B) | Write short note on the following: (a) Corporate Governance (b) Corporate Social Responsibility | 10M | 4 | 2 |
| Q.5(A) | Explain the rights and responsibilities of Consumers under the Consumer Protection Act, 2019 OR | 10M | 5 | 2 |
| Q.5(B) | Explain the Anti – Competitive Agreements | 10M | 5 | 2 |
| Q.6 | CASE STUDY | 10M | 2 | 5 |

India's problem is not lack of resources; it is the inability and unwillingness to mobilize resources into the public sector. The Indian economy is not Facing a resources crisis; it is Confronting a fiscal crisis. The reasons for this are the steady decline over the years in the share of direct taxes in spite of the fact. That both incomes and savings of the top 10 percent of the households in the country have been steadily increasing. The government Does not appear committed to placing greater Reliance on direct taxes to mobilize resources. It is unwilling to taxthe rich and therefore has no option except to fall back on indirect taxes and rely more than ever on borrowing. From those who expect interest and tax concessions from temporarily parting with their resources to enable the Government to Continue its 'development program'. Grave Inter-sectorial Imbalances also exist in India's tax structure because agricultural incomes are virtually tax free. The Raj committee has recommended the introduction of an agricultural tax to remove this inequity, built the state government did nothing. To implement the recommendation. The long-term fiscal policy also did nothing to eliminate this Inter sectorial Inequity.

Public sector enterprises failed to generate the contemplated reinvestable surplus and the small surplus that becomes available from these enterprises was not Attributable to Improved efficiency. The fiscal deficit reflects the total resource gap, which Equals the excess of total government expenditure over total government revenue and grants. The fiscal deficit thus fully indicates the indebtedness of the government.

Questions:

- 1. Suggest some remedies for the new fiscal policy to combat fiscal crisis.
- 2. Inter-sectorial Imbalances also exist in India's tax structure because agricultural incomes are virtually tax free. Justify the statement.

| Tall Ticket No: | | | | | Question Paper Code: 22MBAP1 | 04 |
|-----------------|------|------|------|--|------------------------------|----|
| | | | | | | |

MBA I Year I Semester (R22) Regular & Supplementary End Semester Examinations, April - 2024

ACCOUNTING FOR MANAGERS

Time: 3Hrs

Max Marks: 60

Attempt all the questions. All parts of the question must be answered in one place only. In Q.no 1 to 5 answer either A or B only. Q.no 6 which is a case study is compulsory.

| Q.No | | Quest | ion | | Marks | СО | BL |
|--------|---|--|--|---|-------|----|----|
| Q.1(A) | Outline the concer accounts under this | d classify the | 10M | 1 | 3 | | |
| | | | OR | | | | |
| Q.1(B) | Enter the following 2019 | transactions in | Journal | | 10M | 1 | 4 |
| | 3rd Purchased 15th Paid instal 20th Purchased Rs.2000. I 23rd Furniture office. 25th Sold furnit allowed his 28th Received a settlement a | into bank Rs.9 Machinery for lation charges timber from N He allowed 10% costing Rs.500 Ture to Naresh m 5% trade dis cheque from N and sent the che eque to Naveen | OOO. Rs.5000 and paid of machinery Rs. aveen of the list properties of the list price of the list price of the list price of count. Varesh for Rs.930 areque to bank. In full settlement | ishing the Rs.1000 and in full | | | |
| Q.2(A) | Contrast between P | rofit & Loss acc | count and Balanc | e Sheet. | 10M | 2 | 2 |
| | | | OR | | | | |
| Q.2(B) | Implement the doub Profit & Loss accoun | | | | 10M | 2 | 3 |
| | Particulars | Debit (Rs.) | Particulars | Credit (Rs.) | | | |
| | Purchases Returns Rent Stock Debtors | 1,25,000 1,000 2,500 15,000 30,000 | Sales Returns Rent Creditors Discount | 1,75,000 4,700 500 25,000 1,000 | | | |
| | Salaries Wages Machinery Cash Insurance Discount Drawings | 22,500 10,800 20,000 29,400 2,500 5,000 6,300 | Capital | 63,800 | | | |

| Q.3(A) | g) Interest on of What is a Funds Flo the various sources a | g Rent Rs. 500 arance Rs. 500 s. 1000 n on Machiner bad debts @ capital 5 % an w Statement? nd uses of fur | y 5% 5% d interest on o How is it prods? OR | epared? What | are 10M | 3 | 2 |
|----------------------|---|---|---|-----------------|---------|---|---|
| Q.3(B) | Following are the sur 31-3-21 and 31-3-20 | | ince sheet of a | i Rolla Liu. As | on row | 3 | 7 |
| | Particulars | 22, | 2021 | 2022 | | | |
| | | | 2021 | 2022 | | | |
| | Liabilities: | | 5.00.000 | 5.00.000 | | | |
| | Share Capital | | 5,00,000 | 5,00,000 | | | |
| | General Reserves | | 1,50,000 | 1,25,000 | | | |
| | Profit & Loss A/c | | 76,500 | 76,250 | | | |
| | Term loans | | 1,55,000 | 1,75,000 | | | |
| | Creditors | | 2,31,250 | 2,75,000 | | | |
| | Provision for Tax | | 76,250 | 84,250 | | | |
| | Total | | 11,89,000 | 12,35,500 | | | |
| | Assets: | | 4.55.000 | 5.00.000 | | | |
| | Premises | | 4,75,000 | 5,00,000 | | | |
| | Machinery | | 4,22,000 | 3,75,000 | | | |
| | Equipment | | 41,000 | 45,000 | | | |
| | Stock | | 74,000 | 1,00,000 | | | |
| | Debtors | | 1,60,000 | 2,00,000 | | | |
| | Cash | | 7,000 | 3,000 | | | |
| | Bank | | 10,000 | - 10 700 | | | |
| | Goodwill | | | 12,500 | | | |
| | Total | | 11,89,000 | 12,35,500 | | | |
| | Additional Information 1) Interim divide 2) Depreciation (3) Machinery of (4) Income tax prepare Cash flows | nd paid Rs. 25 on premises is Rs. 75,000 wa ovision for the | provided at 5 as acquired du | ring the year. | | | |
| Q.4(A) | Distinguish between | Absorption co | osting and Ma | rginal Costing | g. 10M | 4 | 3 |
| | | | OR | | | | |
| Q.4(B) | The following inform 2018. Sales Variable Cost Fixed cost You are required to | Rs.60,000 Rs.30,000 Rs.15,000 calculate: | | | | 4 | 4 |
| | a) Calculate the P/V | | _ | | level. | | |
| Manager and the same | b) Calculate the effe | ect of 10% inc | rease in sales | price. | | | |
| Q.5(A) | Compare and contra accounting systems, limitations | | | | zed 10M | 5 | 3 |

limitations.

| • | _ |
|------|---|
| - 10 | _ |
| | |

| Q.5(D) | now does rally software facilitate computerized accounting? | 10M | 5 | 2 |
|--------|---|-----|---|---|
| Q.6 | CASE STUDY | 10M | 3 | 3 |

From the following date complete the Balance sheet.

- a) Gross profit (20% of sales) Rs. 60,000
- b) Share capital Rs.50,000
- c) Credit sales to total sales is 80%
- d) Total assets turnover (on sales) 3 times
- e) Closing stock turnover (to cost of sales) 8 times
- f) Average collection period (for 360 days) 18 days
- g) Current ratio 1.6
- h) Long term debt to equity 40%

Balance Sheet

| Liabilities | Amount | Assets | Amount | | | | | | |
|----------------|--------|--------------|--------|--|--|--|--|--|--|
| Share capital | 5 | Fixed assets | 5 | | | | | | |
| Long term debt | 5 | Stock | 3 | | | | | | |
| Creditors | ? | Debtors | 5 | | | | | | |
| | | Cash | 3 | | | | | | |
| | 5 | | ? | | | | | | |

| Hall Ticket No: Question Paper Code: 22 |
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MBA I Year I Semester (R22) Regular & Supplementary End Semester Examinations, April - 2024

BUSINESS STATISTICS FOR MANAGERS

Time: 3Hrs

Max Marks: 60

Attempt all the questions. All parts of the question must be answered in one place only. In Q.no 1 to 5 answer either A or B only. Q.no 6 which is a case study is compulsory.

| Q.No | | Marks | CO | BL | | | | | | | | | | |
|--------|--|---------|------------|---------------|------------|------------|-------------|----------------|---------------|-------------|-------------|-----|---|---|
| Q.1(A) | Find Mean a | nd Me | dian fo | or the fo | ollowi | ng da | ıta: | | | | | 10M | 1 | 2 |
| - , , | | | | | | | | | | | | | | |
| | f_i 5 | 1 | .6 | 25 | 3 | 1 | 40 | | 24 | | 7 | | | |
| | | | | | | OR | | | | | | | | |
| Q.1(B) | Calculate Bo | wley's | coeffici | ient of | skewi | ness f | or fol | lowing | dat | ta: | | 10M | 1 | 3 |
| . , | Class 0-9 | 10- | | | 30-39 | | -49 | 50-59 | $\overline{}$ | 60-69 | 70-79 | | | |
| | f_i 8 | 32 | 2 1 | 42 | 216 | 2 | 40 | 124 | | 33 | 5 | | | |
| Q.2(A) | In a bolt factory machines A, B, C manufacture 20%, 30% and 50% of the total of their output and 6%, 3%, and 2% are defective respectively. A bolt is drawn at random and found to be defective. Find the probabilities that it is manufactured from (a) machine A, (b) Machine B and (c) Machine C. | | | | | | | | | | 10M | 2 | 3 | |
| | (-, | | | | | OR | | | | | | | | |
| Q.2(B) | A random va | riable | 'X' has | the fol | lowin | g dist | ribut | ion: | | | | 10M | 2 | 3 |
| | X = x | 0 | 1 | 2 | 3 | 4 | 5 | 6 | | 7 | 8 | | | |
| | p(X=x) | а | 3 <i>a</i> | 5 <i>a</i> | 7 <i>a</i> | 9 <i>a</i> | 11a | 130 | а | 15 <i>a</i> | 17 <i>a</i> | | | |
| | Find (a) the | value o | of a (b) | P(X < | 6), a | and (c |) the | mean | and | varia | nce, | | | |
| Q.3(A) | Out of 800 f | ys, (b) | 3 girls | , (c) eitl | | | | | | | expect to | 10M | 3 | 2 |
| | probabilities | ior bo | ys and | giris. | | OR | | | | | | | | |
| Q.3(B) | The weekly wages of 1000 workers are normally distributed around a mean of Rs.7000 an S.D of Rs. 500. Estimate the number of workers whose weekly wages will be (a) between Rs 7000 and Rs 7200 (b) more than Rs.6900 (c) less than Rs. 6500 | | | | | | | | | | f workers | 10M | 3 | 3 |
| Q.4(A) | Before an increase in excise duty on tea, 800 persons out of a sample of 1000 persons were found to be tea drinker. After an increase in duty, 900 people were tea drinkers in a sample of 1200 people. Test whether there is a significant decrease in the consumption of tea after the increase in excise duty at 5% level of significance. OR | | | | | | | | | | 10M | 4 | 3 | |
| Q.4(B) | A random sa 88, 83, 95, population r | 98, 10 | 7, 100 | . Do tl | nese | data | supp | ort the | e as | sump | | 10M | 4 | 4 |
| Q.5(A) | Obtain the control of | orrelat | | fficient 0 64 | | he fol | lowin 40 | g data) 55 | : | 64 70 | | 10M | 5 | 3 |

Q.5(B) From the data given below construct the two regression equations. Also 10M 5 find the most likely marks in Statistics when marks in Economics are 30.

| Marks | 25 | 28 | 35 | 32 | 31 | 36 | 29 | 38 | 34 | 32 |
|---------------|----|----|----|----|----|----|----|----|----|----|
| in Economics: | | | | | | | | | | |
| Marks in | 43 | 46 | 49 | 41 | 36 | 32 | 31 | 30 | 33 | 39 |
| Statistics : | | | | | | | | | | |

Q.6 CASE STUDY 10M 4

The following information is about a sample of 500 voters and their political party preference. Use the appropriate test to know whether there is any association between gender and preference of political party. Use 0.05 level of significance.

| | Political Party | | | | | | | | | | | | | |
|--------|-----------------|------------|----------|-------------|-------|--|--|--|--|--|--|--|--|--|
| | | Republican | Democrat | Independent | Total | | | | | | | | | |
| Gender | Male | 120 | 90 | 40 | 250 | | | | | | | | | |
| | Female | 110 | 95 | 45 | 250 | | | | | | | | | |
| | Total | 230 | 185 | 85 | 500 | | | | | | | | | |

| Hall Ticket No: | | | | | | Question Paper Code: 22MBAP106 |
|-----------------|--|--|--|--|--|--------------------------------|
| | | | | | | |

MBA I Year I Semester (R22) Regular & Supplementary End Semester Examinations, April - 2024

DESIGN THINKING

Time: 3Hrs

Max Marks: 60

Attempt all the questions. All parts of the question must be answered in one place only. In Q.no 1 to 5 answer either A or B only. Q.no 6 which is a case study is compulsory.

| Q.No | Question | Marks | СО | BL |
|--------|---|-------|----|----|
| Q.1(A) | What is design thinking? Elucidate about design thinking. | 10M | 1 | 2 |
| | OR | | | |
| Q.1(B) | Examine SWOT Analysis for your Self-awareness. | 10M | 1 | 4 |
| Q.2(A) | Discuss Steps in Empathy process and Assessment tools | 10M | 2 | 5 |
| | OR | | | |
| Q.2(B) | How might we Statements" plays a very important role in Design thinking. Comment. | 10M | 2 | 2 |
| Q.3(A) | Brainstorming is the fun part of the design thinking process. Comment. | 10M | 3 | 5 |
| | OR | | | |
| Q.3(B) | Explain in detail about the concept of Idea clustering. | 10M | 3 | 2 |
| Q.4(A) | Market testing is a crucial step in design thinking. Comment. | 10M | 4 | 5 |
| | OR | | | |
| Q.4(B) | Describe the concept of Competitive uniqueness. | 10M | 4 | 2 |
| Q.5(A) | Explain the importance of Reflective thinking. | 10M | 5 | 2 |
| | OR | | | |
| Q.5(B) | What is business model presentation? Elucidate the business model presentation with an example. | 10M | 5 | 5 |
| Q.6 | CASE STUDY | 10M | 5 | 5 |

The following note by Brad Smith, former CEO of Intuit, sums up what a design-thinking culture feels like: We did not limit our conversations to employees directly involved in developing our products—we tried to get everyone thinking about design. We asked people in the finance department to consider how easy it is to submit a purchase order and whether that process could be streamlined. In HR we talked about the overall design of the job application and interview process—from the time candidates first encounter the employment section of our website right up to the moment someone is hired. Intuit has 8,000 employees, and we want them all thinking about how to improve the design of products and services, even if those offerings are intended for internal support only.

Questions:

- 1. From the above case, explain the importance of the design thinking process in organizations.
- 2. Suggest some of the innovative strategies that will promote the design thinking process in the organizations.

| Hall Ticket No: | | | | | | | | | | | Question Paper Code: 22MBAP107 |
|-----------------|--|--|--|--|--|--|--|--|--|--|--------------------------------|
|-----------------|--|--|--|--|--|--|--|--|--|--|--------------------------------|

MBA I Year I Semester (R22) Regular & Supplementary End Semester Examinations, April - 2024

INDIAN ETHOS AND BUSINESS ETHICS

Time: 3Hrs

Max Marks: 60

Attempt all the questions. All parts of the question must be answered in one place only. In Q.no 1 to 5 answer either A or B only. Q.no 6 which is a case study is compulsory.

| Q.No | Question | Marks | CO | BL |
|--------|---|-------|----|----|
| Q.1(A) | Evaluate the effectiveness of value-based management in promoting long-term organizational sustainability and stakeholder satisfaction. OR | 10M | 1 | 5 |
| Q.1(B) | Distinguish between Indian v/s Western Management? | 10M | 1 | 4 |
| Q.2(A) | Illustrate the role of Indian ethos in managerial practices with relevant examples. | 10M | 2 | 2 |
| | OR | | | |
| Q.2(B) | "Indian scriptures are the foundation of Management." Justify the statement with appropriate examples. | 10M | 2 | 5 |
| Q.3(A) | Discuss the Indian and Gurukul education Systems of Learning? | 10M | 3 | 3 |
| | OR | | | |
| Q.3(B) | "Law of Karma decides the success or failure of a firm." Justify the statement. | 10M | 3 | 5 |
| Q.4(A) | Compare and contrast Absolutismand Relativism approaches to ethics. | 10M | 4 | 4 |
| | OR | | | |
| Q.4(B) | Describe Kohlberg's six stages of moral development. | 10M | 4 | 2 |
| Q.5(A) | Identify and analyze ethical dilemmas encountered in finance and marketing functional areas. | 10M | 5 | 4 |
| | OR | | | |
| Q.5(B) | Explain the purpose and benefits of developing codes of ethics and conduct in organizations. | 10M | 5 | 2 |
| Q.6 | CASE STUDY | 10M | 5 | 5 |

Suppose you are an officer in-charge of implementing a social service scheme to provide support to old and destitute women. An old and illiterate woman comes to you to avail the benefits of the scheme. However, she has no documents to show that she fulfils the eligibility criteria. But after meeting her and listening to her you feel that she certainly needs support. Your enquiries also show that she is really destitute and living in a pitiable condition. You are m a dilemma as to what to do. Putting her under the scheme without necessary documents would clearly be violation of rules. But denying her the support would be cruel and inhuman.

Answer the following questions:

- (a) Can you think of a rational way to resolve this dilemma?
- (b) Give your reasons for it.