

MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE

(UGC-AUTONOMOUS)

MBA I Year I Semester (R18) Regular & Supplementary End Semester Examinations – JAN 2020

MANAGEMENT AND ORGANIZATIONAL BEHAVIOUR

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 Part A or Part B only. Q.no 6 which is a case study is compulsory.

Q.1(A) Discuss about Hawthorne studies in context of Human Relation Movement and conclusions deriving out of it? 10 M

OR

Q.1(B) Write about the contributions of Scientific School of Thoughts in the field of management? 10 M

Q.2(A) "Planning is looking forward and controlling is a looking back function" justify the statement. 10 M

OR

Q.2(B) Give any five differences between formal and informal organizations? 10 M

Q.3(A) Describe self-actualization, and how Maslow relates it to personality. What are some characteristics of self-actualized individuals? 10 M

OR

Q.3(B) List the factors which affect perception. 10 M

Q.4(A) Distinguish between group and team? Explain different types of groups with their relative importance? 10 M

OR

Q.4(B) Analyze the role of Women Leadership in Indian organizations? 10 M

Q.5(A) Distinguish between organizational climate Vs organizations culture? 10 M

OR

Q.5(B) Describe the symptoms of stress and recommend the strategies to come out from it? 10 M

Q.6 **Case Study** 10 M

Priya singh continued to drum her fingers on her desk. She had a real problem and wasn't sure what to do next. She had a lot of confidence in Jack Reed, but she suspected she was about the last person in the office who did. Perhaps if she ran through the entire story again in her mind she would see the solution.

Priya singh had been distribution manager for software company for almost twenty years. An early brush with the law and a short stay in prison had made her realize the importance of honesty and hard work. Henry Clarkston had given her a chance despite her record, and Priya singh had made the most of it. She now was one of the most respected managers in the company. Few peoples knew her background. Priya singh had hired Jack Reed fresh out of prison six months ago. Priya singh understood how Jack felt when Jack tried to explain his past and asked for another chance. Priya singh decided to give him that chance just as Henry Clarkston had given her one. Jack eagerly accepted a job on the loading docks and could soon load a truck as fast as anyone in the crew.

Things had gone well at first. Everyone seemed to like Jack, and he made several new friends. Priya Singh had been vaguely disturbed about two months ago, however, when another dock worker reported his wallet missing. She confronted Jack about this and was reassured when Jack understood her concern and earnestly but calmly asserted his innocence. Priya Singh was especially relieved when the wallet was found a few days later.

The events of last week, however, had caused serious trouble. First, a new personnel clerk had come across records about Jack's past while updating employee files. Assuming that the information was common knowledge, the clerk had mentioned to several employees what a good thing it was to give ex-convicts like Jack a chance. The next day, someone in bookkeeping discovered some money missing from petty cash. Another worker claimed to have seen Jack in the area around the office strongbox, which was open during working hours, earlier that same day.

Most people assumed Jack was the thief. Even the worker whose wallet had been misplaced suggested that perhaps Jack had indeed stolen it but had returned it when questioned. Several employees had approached Priya Singh and requested that Jack be fired. Meanwhile, when Priya Singh had discussed the problem with Jack, Jack had been defensive and sullen and said little about the petty-cash situation other than to deny stealing the money.

To her dismay, Priya Singh found that rethinking the story did little to solve his problem. Should she fire Jack? The evidence, of course, was purely circumstantial, yet everybody else seemed to see things quite clearly. Priya Singh feared that if she did not fire Jack, she would lose everyone's trust and that some people might even begin to question her own motives.

Case Questions

1. Explain the events in this case in terms of perception and attitudes. Does personality play a role?
2. What should Priya Singh do? Should she fire Jack or give him another chance.

*****END*****

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MBA I Year I Semester (R18) Regular & Supplementary End Semester Examinations – JAN 2020

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 Part A or Part B only. Q.no 6 which is a case study is compulsory.

Q.1(A)	What is meant by Managerial Economics? Explain its Nature and Significance.	10 M
OR		
Q.1(B)	Discuss the role of Managerial Economist in changing business world.	10 M
Q.2(A)	Define Law of Demand. State its exceptions.	10 M
OR		
Q.2(B)	Write about A) Supply Function B) Elasticity of Supply	10 M
Q.3(A)	Explain Law of Variable Proportions.	10 M
OR		
Q.3(B)	Give an account on a) Cobb Douglas Production Function b) Iso-Quants and Iso- Cost	10 M
Q.4(A)	How Price and Output are determined under Monopoly	10 M
OR		
Q.4(B)	Critically explain Break- Even Analysis.	10 M
Q.5(A)	Differentiate Gross National Product and Gross Domestic Product with examples	10 M
OR		
Q.5(B)	Define National Income? Explain various measurement methods of National Income.	10 M
Q.6	Case Study	10 M

The demand for gas

The freezing cold spell at the beginning of 2016 not only increased demand for road salt but it increased demand for gas in the UK. Usage reached 454 cubic metres; the previous record was 449m set in January 2009. The National Grid which is responsible for energy in the UK issued several warnings in a matter of days that demand could outstrip supply and asked supplier so increase the supply. The National Grid also told major gas users, such as power plants, to reduce demand. Big generators, such as E. On, have both gas-fired and coal-fired power stations and are able to choose between the two. In total, 27 large gas users were asked to switch - 12 in the East Midlands and 15 in the North West.

Questions

1. Illustrate the effect of the cold spell on the demand for gas using a demand curve diagram.
2. Illustrate the effect of the National Grid instructing major gas users to reduce their demand.
3. Analyse two other factors that you think influence demand for gas.
4. Do you think demand for gas is price elastic or price inelastic? Explain your reasoning.

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MBA I Year I Semester (R18) Regular & Supplementary End Semester Examinations – JAN 2020

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 Part A or Part B only. Q.no 6 which is a case study is compulsory.

Q.1(A)	Define business environment and explain nature and types of environment?	10 M
OR		
Q.1(B)	Explain the concept of competitive structure of industries?	10 M
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Q.2(A)	Explain the various economic systems in detail?	10 M
OR		
Q.2(B)	“Success of a firm depends on the stability of political scenario of the State.” Explain the statement?	10 M
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Q.3(A)	“LPG Has Brought Tremendous Changes In The Way Business Carried Out In India.” Comment The Statement?	10 M
OR		
Q.3(B)	What is meant by globalization and explain its features and stages of globalization?	10 M
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Q.4(A)	Bring out the social responsibility towards poverty and Poverty Alleviation Programs?	10 M
OR		
Q.4(B)	What do you understand by ethics and how is ethics managed in a business unit?	10 M
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Q.5(A)	Explain the consumer protection and consumerism in India?	10 M
OR		
Q.5(B)	Discuss about the consumer rights and exploitation of consumers?	10 M

Q.6	Case Study	
	The Costs of Delay	

The public sector Indian Oil Corporation (IOC), the major oil refining and marketing company which was also the canalizing agency for oil imports and the only Indian company in the Fortune 500, in terms of sales, planned to make a foray in to the foreign market by acquiring a substantial stake in the Balal Oil field in Iran of the Premier Oil. The Project was estimated to have recoverable oil reserves of about 11 million tonnes and IOC was supposed to get nearly four million tonnes.

When IOC started talking to the Iranian company for the acquisition in October 1998, oil prices were at rock bottom (\$11 per barrel) and most refining companies were closing shop due to falling margins. Indeed, a number of good oil properties in the Middle East were up for sale. Using this opportunity, several developing countries “made a killing by acquiring oil equities abroad.”

10 M

IOC needed Government permission to invest abroad. Application by Indian company for investing abroad is to be scrutinized by a special committee represented by the Reserve bank of India and the finance and commerce ministries. By the time the government gave

the clearance for the acquisition in December 1999 (i.e. more than a year after the application was made), the prices had bounced back to \$24 per barrel. And the Elf of France had virtually taken away the deal from under IOC's nose by acquiring the Premier Oil.

The RBI, which gave IOC the approval for \$ 15 million investment, took more than a year for clearing the deal because the structure for such investments were not in place, it was reported.

Questions:

1. Discuss internal, domestic and global environments of business revealed by this case
2. Discuss whether it is domestic or global environment that hinders the globalization of Indian business.
3. Even if Elf had not acquired Premier Oil, what would have been the impact of the delay in the clearance on IOC.
4. What would have been the significance of the foreign acquisition to IOC.
5. What are the lessons of this case.

*****END*****

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MBA I Year I Semester (R18) Regular & Supplementary End Semester Examinations – JAN 2020
FINANCIAL 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 Part A or Part B only. Q.no 6 which is a case study is compulsory.

Q.1(A) Define Accounting and explain briefly the concepts and conventions of accounting with suitable examples. 10 M

OR

Q.1(B) Journalise the following transactions of M/s SriRama & co as on April 2008 10 M

On April 1st SriRama started business with a capital of Rs.20,000
April 2nd He paid into the Bank Rs.15,000
April 3rd He purchased goods for cash Rs.5,000
April 5th He withdraw cash from Bank for office use Rs.8,000
April 6th He sold goods for cash Rs.6,000 to Mr. Yash.
April 12th He purchased furniture for cash Rs.2,000 from Chandram & co.
April 14th He purchased goods from Mr. Mittu on credit for Rs.4,000
April 19th He paid wages Rs.3,000 for installation of a new plant purchased for Rs.10,000
April 20th He used goods valued at Rs.200 of the business for his domestic purpose.
April 29th He sold goods to Mr. Kohli for Rs.2,000 and received a cheque.

Q.2(A) What do you mean by subsidiary books? Name the principal subsidiary books used for recording credit transactions and also give a brief account of each. 10 M

OR

Q.2(B) The following trial balance belongs to Amir Khan with the help of which prepare Final Accounts. 10 M

Particulars	Dr.	Cr.
Drawing and capital	18,000	1,00,000
Furniture	32,500	
Equipment	15,000	
Loan payable		15,000
Interest on loan	900	
Sales		1,00,000
Purchases	75,000	
Opening stock(1.4.05)	25,000	
Trade expenses	15,000	
Wages	2,000	
Insurance	1,000	
Commission received		4,500
Sundry debtors	28,100	
Cash at bank	20,000	
Sundry creditors		10,000
Interest received		3,000
Total	2,32,500	2,32,500

Adjustments: a) Closing stock as on 31st March 2006, was valued at Rs.60,000
b) Wages were outstanding by Rs.500
c) Provide depreciation @ 10% on furniture.

Q.3(A) Define Debenture and explain various types of debentures with examples. 10 M

OR

Q.3(B) Smrithi & Co. Pvt. Ltd., issued 20,000 shares of Rs. 100 each on 1st April, 2019. 10 M
The amount payable on these shares was as follows:

Rs. 30 per share on application.

Rs. 20 per share on allotment.

Rs. 50 per share on first and final call.

Applications were received for 22,000 shares. 2,000 Applications were rejected. The remaining shares were duly allotted, calls made and money realised except on 50 shares on call. These 50 shares were forfeited. The forfeited shares were reissued at Rs.95 per share. Journalize the transactions.

Q.4(A) Describe the significance of financial analysis and explain various types of analysis. 10 M

OR

Q.4(B) Explain Cash Flow Statement? Differentiate between cash flow statement and Funds flow statement. 10 M

Q.5(A) Discuss the features, merits and demerits of Computerized Accounting. 10 M

OR

Q.5(B) Describe the role of Computerised Accounting in the modern business world. 10 M

Q.6 Case Study 10 M

Using the following accounting variables construct the Balance sheet.

Gross Profit (20% of Sales) \$ 60,000

Share holders Equity \$ 50,000

Credit Sales to Total Sales 80 %

Total Assets Turnover @ 3 Times

Stock Turnover @ 8 Times

Average Collection Period (360 days in a Year) 18 Days

Current Ratio 1.6 : 1

Long term Debt to Equity 40 %

END

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MBA I Year I Semester (R18) Regular & Supplementary End Semester Examinations – JAN 2020

BUSINESS LAW AND REGULATION

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 Part A or Part B only. Q.no 6 which is a case study is compulsory.

Q.1(A)	Discuss the rules regarding communication of offer and acceptance.	10 M
OR		
Q.1(B)	What are the various ways in which a contract may be discharged.	10 M
Q.2(A)	Define partnership? Explain the essential elements of a partnership.	10 M
OR		
Q.2(B)	Explain the rights and duties of partnership.	10 M
Q.3(A)	Memorandum of Association is the supreme legal document of the company". Comment	10 M
OR		
Q.3(B)	State and discuss powers and duties of Directors of a company.	10 M
Q.4(A)	Define GST and explain the features and benefits of GST to Indian industries.	10 M
OR		
Q.4(B)	Explain registration procedure and filing of returns under GST.	10 M
Q.5(A)	Define information technology act and explain scope and applications of IT act 2000.	10 M
OR		
Q.5(B)	Critically analyze the concept of e-governance in the IT Act-2000.	10 M
Q.6	Case Study	10 M

Electronic Records using Digital Signature

In an E-trade agreement, signature is based exclusively on asymmetric methods or techniques. It has been described as a special door, which can be opened with a four key lock. The two keys are on every side of the door, and each of these two keys belong to a single party. Both the parties stand respectively on each side of the door and both of them have different keys. One of them is coincidental with the key possessed by the other party, since they have agreed on the shape and notches in the key (public key). However, the other party is not, and none of the parties knows exactly, what kind of notches the other key will have. The only thing is sure that the door can only be opened when the four keys are in it. Once both the parties have locked the keys into the door it is possible to open it and for the parties to be sure that they can negotiate through that open door safely without being afraid that an outsider might interfere in their business.

Question:

1. Discuss with reference to authentication of electronic records using digital signatures

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Course Code -18MBAP106

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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 Part A or Part B only. Q.no 6 which is a case study is compulsory.

- Q.1(A) i) What is Cramer's rule? Explain 3M
 ii) Solve the system of linear equations 7M
 $9x + 10y + 2z = 80$, $15x + 5y + 4z = 90$, $6x + 10y + 3z = 85$

OR

- Q.1(B) i) How do you find Minima and Maxima of a function? 3 M
 ii) A firm has the revenue function $R = 200x - 0.01x^2$ and the cost function $C = 50x + 20,000$. Obtain the maximum profit. 7M

- Q.2(A) i) Describe how statistics is useful for managerial Decision making. 5 M
 ii) Find Median for the following data 5M

Profit (Rs.Crores)	10-20	20-30	30-40	40-50	50-60	60-70	70-80
Number of companies	10	14	18	24	16	12	6

OR

- Q.2(B) The following table gives the frequency distribution of expenditure on education per family per month among middle class families in two towns. 10 M

Expenditure in Rs thousands	Town -A	Town -B
3-6	28	34
6-9	292	284
9-12	389	401
12-15	212	202
15-18	59	48
18-21	18	21
21-24	2	5

Find the arithmetic means and S.Ds .of the expenditure for both the towns

- Q.3(A) Find the coefficient of correlation by Karl Pearson's method between the two variables x and y 10 M

X	70	60	57	43	45	40	38	35	32	26	24	20
Y	60	50	30	40	25	35	27	53	55	45	30	35

OR

Q.3(B) The following data about the sales and advertising expenditure of a firm

10 M

	Advertisement Expenditure (in crores of Rs)	Sales (in crores of Rs)
Mean	10	90
S.D	3	12
Correlation co-efficient (r) = 0.8		

- (i) Construct the two lines of regression
(ii) What should be the advertisement expenditure if the firm proposes a sales target of 60 crores of rupees?

Q.4(A) A Television manufacturing company produces 25%, 35% and 40% of LED TV sets in three plants P_1, P_2 and P_3 respectively. It is known that 5%, 4% and 2% of the TV sets produced from P_1, P_2 and P_3 are defective. If a TV set is selected at random and is found to be defective, What is the probability that it was produced by (i) Plant - P_1
(ii) Plant- P_2

10 M

OR

Q.4(B) A random variable X has the following probability distribution:

10M

X	0	1	2	3	4	5	6	7
P(X)	0	K	2K	2K	3K	K	5K	K

Determine: (i) K value (ii) $P[X > 3]$ (iii) $P[1 < X < 6]$ (iv) Mean (v) Variance

Q.5(A) If a bank receives on the average 3 bad cheques per day, what is the probability that bank will receive (i) Exactly 2 bad cheques (ii) at most 2 bad cheques (iii) at least one bad cheque on a particular day.

10 M

OR

Q.5(B) The weekly wages of 1000 workers are normally distributed around a mean of Rs.980 and S.D of Rs. 40. Estimate the number of workers whose weekly wages will be
(i) between Rs 800 and Rs 980
(ii) below Rs.850
(iii) above Rs 1020

10 M

Q.6

Case Study

10 M

Ten competitors in a beauty contest are ranked by three judges in the following order. Analyze the data and determine which pair of judges has the nearest approach to common taste in beauty.

1 st Judge	1	6	5	10	3	2	4	9	7	8
2 nd Judge	3	5	8	4	7	10	2	1	6	9
3 rd Judge	6	4	9	8	1	2	3	10	5	7

END

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MBA I Year I Semester (R18) Regular & Supplementary End Semester Examinations – JAN 2020

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 Part A or Part B only. Q.no 6 which is a case study is compulsory.

Q.1(A)	Explain a few management lessons learnt from Mahabharata.	10 M
OR		
Q.1(B)	Define Indian ethos? Write about the Indian ethos principles, practiced by Indian companies?	10 M
Q.2(A)	Define stress? Explain a few technique of stress management, how helps the managers to achieve the goals of organization in 21 century?	10 M
OR		
Q.2(B)	Justify the statement, "Relevance of Value Based Management in Global Change."	10 M
Q.3(A)	"Family plays a vital role in the success of a business" Justify the comment with suitable examples from Indian family business.	10 M
OR		
Q.3(B)	Discuss the Laws of Karma? How does karma help the managers for achieving the objectives of modern organization?	10 M
Q.4(A)	What is moral? List out the Kohlberg's six stages of moral development.	10 M
OR		
Q.4(B)	Explain about teleological approach and the deontological approach briefly?	10 M
Q.5(A)	Define ethical decision making? How does it help the managers to overcome the organizational goals in 21 century?	10 M
OR		
Q.5(B)	Discuss briefly about ethical dilemmas in different business areas of finance, marketing HRM and international business.	10 M
Q.6	Case Study	10 M

In January 2005, Nestle announced that it would make Peter Brabeck-Letmathe (Brabeck) as its Chief Executive Officer (CEO), the combined CEO and Chairman of the Company. Brabeck, who has served Nestle for eight years as its CEO, is the next to succeed Rainer Gut (Gut) as the Chairman of Nestle after Gut retired on April 14th 2005. Reacting to the decision of Nestle, Ethos Foundation (Ethos), along with a group of other pension funds, submitted their proposals at Nestle's AGM demanding the company to change its policy of promoting the role of combined Chairman and CEO. Other proposals of Ethos included reduction of the tenure for directors on board from five years to three years and also decrease in the threshold shareholding equity for filing resolutions at the annual meetings from 1 million francs (as prevailing at Nestle) to 100,000 francs.

It was opined that Nestle was not following the standard practice of international corporate governance that mandates two different individuals to hold the positions of Chairman and CEO. Moreover, 95% of FTSE 350 companies follow the practice of separating the roles of Chairman and CEO. While in Britain, France and Switzerland, the practice of separating the role of the Chairman from the CEO is getting more prominence; in Germany, the two are separated under law. The tide is also turning in the US where companies had traditionally combined the responsibilities of the CEO and Chairman. By 2005, one-third of the Fortune 500 companies have split the roles of CEO and Chairman.

It was observed that Nestle was unsuccessful in finding a competent person for the post of CEO. Gavin Anderson, CEO of Governance Metrics International (GMI) commented, "The Board has failed in succession planning." However, Nestle argued that it followed the decision of its Board of Directors and its Executive Board that voted Brabeck as the best man to hold both the positions. Brabeck said, "For us, the decision must be about a well thought-through governance construct that seeks the smoothest and most cost-effective division of responsibility for strategy, control and execution between the board of directors and the executive board. We have come to the conclusion that – under present conditions – the best solution for Nestle is the double mandate."

Questions:

1. Why the Nestle was not followed the standard practice of International Corporate Governance that mandates two different individuals to hold the positions of Chairman and CEO?
2. How the Brabeck, the combined CEO and Chairman of the Company Nestle justified its decision?

END