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Course Code: 14MBA11T01

MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE

(UGC-AUTONOMOUS)

MBA I Year I Semester (R14) Supplementary End Semester Examinations – Dec 2016

(Regulations: R14)

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

Q.1(A) Why ethics matter in business? What are the social responsibilities of business? 10M

OR

Q.1(B) "Organization is a system of interlinking various subsystems". Discuss. 10M

Q.2(A) What is the basis for saying that planning is an important managerial function? Distinguish between strategic and operational Plans. 10M

OR

Q.2(B) Why Control is called one of the significant functions of management and explains why predetermined standards are necessary for effective managerial control? 10M

Q.3(A) 'Personality is the sum total of ways, individuals behave in different situations.' Discuss the statement in the light of different personality types. 10M

OR

Q.3(B) Critically examine the basic assumption of Herzberg's Two Factors Motivational Theory. 10M

Q.4(A) Explain Managerial grid Model and discuss which leadership style brings about win-win situation in organization. 10M

OR

Q.4(B) Do you think that Indian women are coming forward to undertake leadership positions? Explain with examples. 10M

Q.5(A) What are the determinants of organizational culture? Discuss the factors contributing to creating sustainable culture. 10M

OR

Q.5(B) Define conflict. Discuss the sources and consequences of organizational conflicts. 10M

Rex Justice is a long term employee of the Carfax Corporation, and for the last several years he has been a supervisor in the financial section of the firm. He has been very loyal to Carfax and works hard to follow the company policies and procedures and the orders of the managers above him. In fact, upper level management thinks very highly of him; they can always count on Rex to meet any sort of demand that the company places on him. He is valued and well-liked by all the top managers. His employees in the financial section have the opposite opinion on Rex. They feel that he is too concerned with pleasing the upper level brass and not nearly concerned enough with the need and concerns of the employees in his department. For example, they feel that Rex never really pushes hard enough for substantial slice of the budget. Relative to other departments in the company, they feel they are underpaid and overworked. Also when one of them goes to Rex with a new idea or suggestion for improvement, he always seems to have five reasons why it cannot be done? There is considerable dissatisfaction in the department, and everyone thinks that Rex is just a puppet for management. Performance has begun to suffer because of his style and leadership. Upper level management seem to be oblivious to the situation in the Finance Section.

Questions

1. How would you explain Rex's leadership style in terms of one or more of the approaches you have studied?
2. What advice would you give Rex to improve his approach to leadership?

*****END*****

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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 B only. Q.no 6 is compulsory

Q.1(A) “Managerial Economics is the discipline which deals with the application of economic theory to business management.” Discuss 10M

OR

Q.1(B) Define managerial economics? Explain the role of managerial economist in the modern business world. 10M

Q.2(A) Define the concepts of elasticity and also classify various types of demand elasticity. 10M

OR

Q.2(B) What is the need of demand forecasting? Discuss the complex statistical techniques of demand forecasting. 10M

Q.3(A) What is production function? Discuss the Cobb-Douglas production function. 10M

OR

Q.3(B) Discuss the nature of cost-output relationship in the short-run with the help of total cost, total variable cost and total fixed cost curves. 10M

Q.4(A) Would you prefer a low penetration price to a high initial price for a new product? Discuss. 10M

OR

Q.4(B) What is oligopoly? Discuss the different bases for classifying an oligopoly situation. 10M

Q.5(A) Explain the concept of national income and discuss its relevance to business. 10M

OR

Q.5(B) Distinguish between 10M
i) GDP & GNP
ii) Consumer price index and Producer price index.

Q.6 A firm has two factories, the product being the same in the both cases. The following is the relevant information about the two factories. 10M

Particulars	Factory-I	Factory-II
Capacity per annum	10000 units	15000 units
Variable cost per unit	Rs.70	Rs.55
Fixed cost per annum	Rs.400000	Rs.900000
The demand is only 20000 units p.a. State how the capacity in two factories should be utilized.		

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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 B only. Q.no 6 is compulsory

Q.1(A) Define business. Describe the characteristics of today's business. 10M

OR

Q.1(B) Discuss the policy of Government of India on foreign direct investment in Indian industry. 10M

Q.2(A) Bring out the challenges of globalization. 10M

OR

Q.2(B) Critically evaluate the impact of new economic policy on balance of payments in India. 10M

Q.3(A) What is fiscal policy? Discuss its objectives in detail. 10M

OR

Q.3(B) What are the instruments of fiscal policy and how do they impact the India's economy? 10M

Q.4(A) Discuss the various measures of money supply adopted by Reserve Bank of India. 10M

OR

Q.4(B) Critically examine the working of monetary system in India. 10M

Q.5(A) Discuss the role of SEBI in the capital markets in India. 10M

OR

Q.5(B) What is the scope of Consumer Protection Act, 1986? Discuss the medical negligence under this Act. 10M

Q.6 Analyze the case and answer the questions raised at the end: 10M

Economists have been trying, with some frustration, to paint stripers on India since 1991. It is more appropriate to picture India as an elephant that has begun to lumber and move ahead; it may never have speed but it will always have stamina. India's positioning between capitalism and democracy suggests that India might have a more stable, peaceful and negotiated transition into the future than, say, china. It will also avoid some of the harmful side effects of an unprepared capitalist society, such as Russia. Although slower, India is likely to preserve its way of life and its civilization of diversity, tolerance and spirituality against of the global culture. If does then it is, a wise elephant!

Questions:

(a) Discuss the present business environment in India.

(b) Based on the above points how would you assess the future business environment in India?

(c) What culture would you suggest?

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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 B only. Q.no 6 is compulsory

Q.1(A) What is double entry system of accounting? Discuss the nature and scope of 10M accounting.

OR

Q.1(B) Given below the trial balance of Raju & Bros. as on 31.3.2016. Prepare trading, profit & loss accounts and a balance sheet as on that date. 10M

Debit Balances	Rs.	Credit balances	Rs.
Land	15,300	Sales	41,500
Purchases	21,000	Return outwards	500
Salaries	2,200	Interest	240
Rent	600	8% Loan	3,000
Postage	300	Capital	16,000
Opening stock	3,100		
Building	1,700		
Furniture	1,000		
Debtors	6,000		
Cash in hand	1,300		
Stationery	240		
Wages	5,200		
Freight	560		
Insurance	900		
Repairs	700		
Bad debts	120		
Return inwards	1,020		
Total	61,240	Total	61,240

Additional information:

(a) The value of stock on 31.3.2016 is Rs. 6,980.

(b) Depreciation on building is to be charged at 10% p.a and on furniture @ 5% p.a.

Q.2(A) What are the concepts of depreciation? Explain the causes and objectives of providing depreciation. 10M

OR

- Q.2(B) Record the following transactions in the stores ledger using FIFO method. 10M
 1/1/14: Opening stock – 2000 units @ Rs.2/- each
 5/1/14: Purchases – 1000 units @ Rs.2.20/- each
 10/1/14: Purchases – 1500 units @ Rs.2.40/- each
 20/1/14: Purchases – 1800 units @ Rs.2.50/- each
 1/2/14: Issues – 1500 units
 7/2/14: Issues – 1000 units
 12/2/14: Issues – 1000 units
 28/2/14: Issues – 2000 units

- Q.3(A) What is debenture? Explain the various types of debentures. 10M

OR

- Q.3(B) Ms. Sathvekha Limited issued 10000 shares of Rs.100/- each at a premium of Rs.20/- per share, payable at Rs.20 /- on application, Rs.50/- on allotment (including premium), Rs.30/- on first call and Rs.20/- on final call. 10M
 All the shares were subscribed and the entire amount was duly received except the first call and final call money on 200 shares. Pass necessary journal entries for issue of shares and also for forfeiture of 200 shares in the books of Ms. Sathvekha Limited.

- Q.4(A) Distinguish between funds flow statement and cash flow statement. 10M

OR

- Q.4(B) Explain the different types of financial statement analysis that can be made in a business concern. 10M

- Q.5(A) What is the need and requirements of computerized accounting? Describe the process of computerized accounting. 10M

OR

- Q.5(B) State the differences between manual accounting system and computerized accounting system. 10M

- Q.6 The following is the revenue statements of Cheritha Sree Limited for the year ended 31st March, 2015 and 2016. 10M

You are required to (i) prepare a Comparative Income Statement showing increase/decrease in amounts of each item and percentage change thereof, and (ii) give a brief report of the inferences you draw:

Particulars	2015	2016
Sales	5,00,000	10,00,000
Less: Cost of goods sold	3,00,000	5,00,000
Gross Profit	2,00,000	5,00,000
Less: Operating Expenses	1,20,000	1,00,000
Operating Profit	80,000	4,00,000
Add: Non – operating Income	12,000	20,000
Operating Profit	92,000	4,20,000
Less: Non – operating Expenses	4,000	20,000
Net profit	88,000	4,00,000
Less: Tax 50%	44,000	2,00,000
Net profit after tax	44,000	2,00,000

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BUSINESS LAW & 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 B only. Q.no 6 is compulsory

Q.1(A) Explain the essentials of a valid contract. 10M

OR

Q.1(B) Briefly explain the sources of Indian Business Law. 10M

Q.2(A) Distinguish between sale and agreement to sell. 10M

OR

Q.2(B) Explain the characteristics of contract of sale of goods Act, 1930. 10M

Q.3(A) What are the different kinds of companies? How do you differentiate Public and Private company? 10M

OR

Q.3(B) Explain the recent amendments that was taken place in Partnership Act. 10M

Q.4(A) Define 'promissory note' and discuss the legal provisions relating to it. 10M

OR

Q.4(B) Define a 'negotiable instrument' and explain various parties involved in negotiable instruments. 10M

Q.5(A) Explain in detail deductions from total income with examples 10M

OR

Q.5(B) Explain the types of cyber-crime in detail and the provisions of I.T. Act 2000 in addressing cyber issues. 10M

Q.6 **Case Study** 10M

Mr.C.H.CHOTE installed a website "chahooindia.com". This is resembling the another renowned website – "chahoo.com". The services rendered by Mr.C.H.CHOTE are similar to the services rendered by the "chahoo.com". (plaintiff) M/s C.H.Bade and Company, which had installed "chahoo.com", claimed that they are global internet media, rendering services under the domain name "chahoo.com" which was registered with the "Net work solution Incorporation", since 2000. An application for registration of trademark 'chahoo' was pending in India. M/s C.H.Bade and company, further, claimed that they are the first in the field to have a domain name 'chahoo', and also to start web directory and provide search services. In June 2000,such directory was named 'chahoo'. Mr.C.H.Chote adopted the domain name 'chahooindia.com' which is closely resembling to the renowned name 'chahoo.com'.It was found that the internet users, who wanted to use 'chahoo.com' may reach to the 'chahooindia com.' Hence, they claimed that the act of Mr.C.H.Chote is dishonest and was tantamount to 'cyber squatting'.

Mr.C.H.Chote claims that-

1. Plaintiffs trademark was not registered in India, therefore, there could not be any action for

infringement of registered trade mark.

2. There could not be an action of passing off as the defendants were not offering goods but services.

3. The persons using internet and seeking to reach the internet site were all technically educated and literate persons. As such there is no chance of deception and confusion.

Discuss the claims of the parties and their legal rights with reference to Cyber Laws and I.T. Act.

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MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE
(UGC-AUTONOMOUS)**MBA I Year I Semester (R14) Supplementary End Semester Examinations – Dec 2016**
(Regulations: R14)**QUANTITATIVE TECHNIQUES**

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

- Q.1(A) i. A machine can produce bad items which may be defective in its weight or in its shape. A sample of 100 items showed that 10 of them were defectives in their weight and 25 of them were defective in their shape. Six of them have both the defects. How many of them had exactly one defect. 5M
- ii. Evaluate $4A - 5B - 6I$, where 'I' is the unit matrix of order 2×2 , with $A = \begin{bmatrix} 3 & 4 \\ 1 & 7 \end{bmatrix}$ 5M
and $B = \begin{bmatrix} 3 & 4 \\ 5 & 6 \end{bmatrix}$.

OR

- Q.1(B) The total revenue R and the total cost C of a firm are given by $R = 30x - x^2$ and $C = 20 + 6x$. 10M
- Find the marginal revenue and marginal cost.
 - Find the rate of change in R when $x = 2$
 - Find the average revenue and average cost.
 - Find the output at which marginal revenue is equal to marginal cost.

-
- Q.2(A) From the data given in the following frequency distribution, find out which of the two series is more consistent. 10M

Variable	10-20	20-30	30-40	40-50	50-60	60-70
Series X	10	16	34	38	24	18
Series Y	18	22	38	34	20	08

OR

- Q.2(B) For the following frequency distribution, find the quartiles. 10M

Class Interval	0-10	10-20	20-30	30-40	40-50
Frequency	5	8	17	12	8

-
- Q.3(A) Ten competitors in a beauty contest are ranked by three judges in the following order. 10M

Judge 1	6	3	2	7	8	1	5	4	1	9
Judge 2	5	7	1	6	9	3	8	2	4	1
Judge 3	4	1	2	5	7	6	9	3	8	1
									0	0

Use rank correlation coefficient to determine which pair of judges has the nearest approach to common tastes in beauty.

OR

Q.3(B) From the data given below, find the two regression equations. 10M

X	25	28	35	32	31	36	29	38	34	32
Y	43	46	49	41	36	32	31	30	33	39

Also compute the coefficient of correlation between X and Y.

Q.4(A) i. State and prove Baye's theorem. 5M

ii. In a bolt factory, machines A, B and C manufacture respectively 25%, 35% and 40% of the total. Out of their output 5, 4, and 2 percents are defective bolts. A bolt is drawn at random from the total and is found to be defective. What is the probability that it was manufactured by machine C? 5M

OR

Q.4(B) A random variable X has the following probability function: 10M

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

Determine: i) K ii) Evaluate $P(X < 6)$, $P(X \geq 6)$, $P(0 < X < 5)$ and $P(0 \leq X \leq 4)$

Q.5(A) In a test on 2000 electrical bulbs, it was found that the average life time of a particular make was normally distributed with mean 2000 hours and standard deviation of 50 hours. Estimate the number of bulbs with the life time (i) between 1900 and 2000 hours 5M

(ii) Less than 1950 hours. 5M

OR

Q.5(B) The distribution of a typing mistakes committed by a typist is given below. 10M

Assuming a Poisson model, find out the expected frequencies.

Mistakes per page	0	1	2	3	4	5
Number of pages	142	156	69	27	5	1

Q.6(A) **Case Study** 10M

A soft drink unit produces three types of drinks A,B,C by using 3 different fruit extracts, Mango, Grapes and Lemon. By using the information given bellow calculate the quantity (in lakhs of bottles) that the unit can produce in the next.

Fruits	Requirement (in tones)			Availability
	A	B	C	
Mango	2	3	1	7
Grapes	1	2	1	5
Lemon	1	2	5	13

*****END*****