

**MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE**

(UGC-AUTONOMOUS)

MBA I Year I Semester (R20) Regular &amp; Supplementary End Semester Examinations -MAY 2022

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

	Marks	CO	BI
Q.1(A) Define Management. Explain its functions in detail	10M	1	2
<b>OR</b>			
Q.1(B) Explain the social responsibility of management.	10M	1	3
Q.2(A) Define Planning and Explain briefly the steps involved in the planning process	10M	2	2
<b>OR</b>			
Q.2(B) Judge a suitable organizational structure in available structures in an organization.	10M	2	4
Q.3(A) Critically evaluate the factors influencing perception.	10M	3	6
<b>OR</b>			
Q.3(B) Elaborate on the various theories of Motivation	10M	3	5
Q.4(A) What do you mean by group and explain different stages of group formation in the organization and how the group is important to increase productivity?	10M	4	3
<b>OR</b>			
Q.4(B) Examine Managerial Grid theory in brief	10M	4	4
Q.5(A) How would the organization's culture can be created and sustained?	10M	5	4
<b>OR</b>			
Q.5(B) Examine the potential coping strategies to deal with stress?	10M	5	4
Q.6	10M	2	5

**CASE STUDY**

No one in the world alive today would have missed the name Encyclopedia Britannica, for most of its 230- year history, the magnum opus has been viewed as an illustration's repository of cultural and historical knowledge generation of students and librarians relied on Britannica to research everything from the Aleutian Islands to the history of Zydeco –but that was before was before CD-ROMs and the internet became the study tools of choice. Suddenly, the 32-volume collection of encyclopedias seemed destined to fade into history. Britannica was slow to move into electronic media and practically ceded the Market to startups such as Microsoft's Encarta. Managers made a serious blunder when they sold the company Crompton unit, CD-ROM Pioneer now Being used by millions of users. Even when Britannica finally produced a CD-ROM

**Questions**

1. Assume you are a member of the Management team at Britannica, what decision would you make to successfully compete in today's environment?
2. What alternatives would you consider, and what courses of action would you choose.

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## MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE

(UGC-AUTONOMOUS)

**MBA I Year I Semester (R20) Regular & Supplementary End Semester Examinations -MAY 2022**

### 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.

		Marks	CO	BL
Q.1(A)	Discuss the nature and scope of managerial economics	10M	1	6
<b>OR</b>				
Q.1(B)	Analyze the role of managerial economists in the decision-making process	10M	1	4
Q.2(A)	Define price elasticity of demand and explain various types of price elasticity of demand. Discuss the role of price elasticity of demand in managerial decisions.	10M	2	2
<b>OR</b>				
Q.2(B)	Define Supply. Explain the different types of elasticity of supply.	10M	2	2
Q.3(A)	Analyze the cost and output relation in the short-run and long-run.	10M	3	4
<b>OR</b>				
Q.3(B)	Discuss the various economies of scale. How do they influence the size of the firm	10M	3	6
Q.4(A)	Evaluate the price and output determination under monopolistic competition in short-run and long-run equilibrium.	10M	4	5
<b>OR</b>				
Q.4(B)	Explain the various types of pricing methods.	10M	4	2
Q.5(A)	How is Gross National Product being different from Gross Domestic Explain.	10M	5	4
<b>OR</b>				
Q.5(B)	Distinguish between Consumer Price Index and Employee Cost index.	10M	5	4
Q.6	<b>CASE STUDY</b>	10M	4	5

#### Monopoly and Efficiency

Up to the nineteen seventies, three main studies were undertaken to estimate the efficiency loss due to monopoly in the United States. These were by Harberger in *American Economic Review* (1954), Kamerschen in *Western Economic Journal*(1966), and Worcester, Jr. in *Southern Economic Journal*(1973). Harberger found that economic loss due to monopoly during 1924-28 was almost insignificant about 0.1 percent of the US National Income. His results were based on the assumptions that the industries are subject to constant MC and unitary price elasticity of demand. Stigler pointed out that the Harberger's analysis suffers from two major drawbacks:

1. The 'reported profits' used by him to identify monopolized industries are underestimates as not only the patent royalties etc. are disguised as 'cost' but the 'intangible' items are added to assets to depress the figure of reported profits on assets; and
2. Monopoly firm always produces in the elastic range and not in the range where elasticity is unity

Kamerschen took note of Stigler's criticism of Haberger and while analyzing US monopoly included royalties, intangible, etc, in monopoly returns. Using the demand elasticity is greater than unity, he found the welfare loss of US monopoly to the tune of 6 percent for the period 1956-61. The third study was done by Worester Jr. for the period 1965-69, using the same kind of conditions as proposed by Stigler and assuming demand elasticity of  $-2$ , he found the efficiency loss of monopoly as 0.5 percent of US national income.

**Questions:**

1. Do you think that these studies were estimating efficiency loss through theoretically sound formulations? Can you suggest some alternatives?
2. What will you infer regarding the effectiveness of government control of monopoly if the estimate of efficiency loss of monopoly is (i) high, or (ii) low.

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# MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE

(UGC-AUTONOMOUS)

MBA I Year I Semester (R20) Regular &amp; Supplementary End Semester Examinations -MAY 2022

## 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.

		Marks	CO	BL
Q.1(A)	Define Business Environment? Explain the nature of the business environment.	10M	1	1
<b>OR</b>				
Q.1(B)	Explain the various types of business environments? How are they affecting the business of today?	10M	1	2
Q.2(A)	Elaborate upon the Impact of LPG Policies on the growth and development of the Indian Economy?	10M	2	6
<b>OR</b>				
Q.2(B)	Examine the economic goals of the government? Discuss the benefits of privatization?	10M	2	4
Q.3(A)	Define Monetary Policy? Elaborate upon the Monetary policy adopted in India by the RBI?	10M	3	1
<b>OR</b>				
Q.3(B)	Define Fiscal Policy? Elaborate upon the various disinvestment policies adopted by the Indian government?	10M	3	2
Q.4(A)	Discuss the concept of Business ethics and corporate social responsibility?	10M	4	6
<b>OR</b>				
Q.4(B)	Define Child Labour? Discuss the problem of unemployment as a hindrance to the economic growth and development of the economy?	10M	4	1
Q.5(A)	Illustrate the rights and responsibilities of the Indian consumers as per the protection act?	10M	5	2
<b>OR</b>				
Q.5(B)	Define Consumerism? Discuss the Plight of the Indian consumer?	10M	5	1
Q.6	<b>CASE STUDY</b>	10M	2	5

### Micro Finance Industry

Since most of the Microfinance industry was concentrated in the state of Andhra Pradesh, the new ordinance choked the Microfinance business in India. Big MFIs faced heavy losses while some smaller MFIs had to close down their businesses. The MFIs responded to the crisis by taking several initiatives. They trimmed their costs by cutting down on staff and closing down unviable branches. Many MFIs (both big and small) started diversifying into other related financing businesses. They hoped that this would diversify their revenue streams and mitigate the risks from any

adverse policy decisions. The Microfinance industry in some states of India which did not put any restrictions continued to flourish. Many of the largest MFIs in India like SKS and Spandana started expanding their operations in those states. A new bill that sought to make the Reserve Bank of India (RBI) the sole regulator of the Microfinance industry was still pending before the Indian Parliament. The MFIs in India had their fingers crossed that the passage of the bill would mean better times ahead for the industry.

**Questions:**

- a) Explain the challenges that businesses may face due to the unfavorable policy decisions taken by governments?
- b) Discuss the ways in which companies can deal with unfavorable government policies that can disturb their business activities.
- c) Suggest ways to the government of India to streamline the functioning of the microfinance industry in India.

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**MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE**  
(UGC-AUTONOMOUS)

**MBA I Year I Semester (R20) Regular & Supplementary End Semester Examinations -MAY 2022**  
**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.

- |           |  | Marks | CO | BL |
|-----------|--|-------|----|----|
| Q.1(A)    | Define accounting. Explain generally accepted accounting principles.   | 10M   | 1  | 1  |
| <b>OR</b> |  |       |    |    |
| Q.1(B)    | Explain about uses of accounting information.  | 10M   | 1  |    |
| Q.2(A)    | Distinguish between the Profit and Loss Account and Profit and Loss Appropriation Account.   | 10M   | 2  | 4  |
| <b>OR</b> |  |       |    |    |
| Q.2(B)    | Madhavan's Trial Balance as of 31 <sup>st</sup> March 2007 is given below. You are required to prepare the Trading and Profit and Loss Account for the year ended 31 <sup>st</sup> March 2007 and Balance Sheet as of that date after taking into account the given adjustments. | 10M   | 2  | 5  |

**Trial Balance as on 31<sup>st</sup> March 2007**

Particulars	Amt. (Rs.)	Particulars	Amt. (Rs.)
Purchases	98,000	Capital	70,000
Machinery	4,000		
Building	1,00,000		
Stock (1.04.2006)	15,000	Reserve	7,000
Printing and Stationery	1,750	Creditors	45,000
Sundry Debtors	35,000	Bank overdraft	12,000
Salaries	11,000		
Audit Fees	700	Sales	1,58,000
Sundry Expenses	3,500	Bills payable	250
Furniture	8,000	Purchase Returns	3,500
Investment	10,000		
Cash	4,000		
Advertisement	800		
Carriage Inwards	1,300		
Travelling Expenses	2,700		
	<b>2,95,750</b>		<b>2,95,750</b>

**Adjustments:**

- (1) Closing stock is valued at the cost of Rs. 15,000.
- (2) Outstanding salaries Rs.3,500.
- (3) Outstanding interest receivable on investment Rs.600.
- (4) Depreciate machinery by 10%.
- (5) Charge 5% for bad debts.

Q.3(A)	Fashion Fabrics Ltd. issued 100000 shares of Rs. 10 each on 1 <sup>st</sup> April, 2006. The amount payable on these shares was as under: Rs 2 per share on application. Rs 3 per share on the allotment. Rs 5 per share on call. Make necessary journal entries in the books.	10M	3	5
OR				
Q.3(B)	Define debenture. Explain different types of debentures.	10M	3	1
Q.4(A)	Consider the following data of a company: Sales = Rs. 40,000; Fixed cost = Rs. 7500; Variable cost = Rs. 17,500; Find the following: (a) Contribution (b) Profit (c) BEP (d) M.S.	10M	4	5
OR				
Q.4(B)	Differentiate between Marginal Costing and Absorption Costing.	10M	4	4
Q.5(A)	Explain the components of the computerized accounting system.	10M	5	2
OR				
Q.5(B)	Describe the features, merits, and demerits of Computerized Accounting.	10M	5	3
Q.6	<b>CASE STUDY</b>	10M	5	5
	A company producing a single product and selling it at Rs. 10 per unit. Variable cost is Rs. 6 per unit and fixed cost is Rs. 40,000 per annum. Calculate (a) Breakeven point (b) Sales volume required to earn a profit of Rs. 60,000 per annum.			
***END***				

Hall Ticket No:

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Course Code: 20MBAP105

# MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE

(UGC-AUTONOMOUS)

MBA I Year I Semester (R20) Regular &amp; Supplementary End Semester Examinations -MAY 2022

## 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.No	Question	Marks	CO	BL
Q.1(A)	Bring out the classification of types of Contract, as per Indian Contract Act, 1872.	10M	1	5
OR				
Q.1(B)	Define consideration. Analyze the various essential elements of consideration.	10M	1	4
Q.2(A)	Elaborate the types of partners and kinds of partnership.	10M	2	6
OR				
Q.2(B)	Evaluate the reasons for forming a Limited Liability Partnership (LLP).	10M	2	5
Q.3(A)	Explain the Various basis of Classification of companies.	10M	3	4
OR				
Q.3(B)	Who can be a Director? Review the Rights, Powers and duties of a director.	10M	3	5
Q.4(A)	Explain the Procedure for Revocation of cancellation of GST Registration.	10M	4	6
OR				
Q.4(B)	When it is required for a business owner to register for GST in India? Also explain the process of registration.	10M	4	5
Q.5(A)	Define Digital Signature. Analyze and Appraise its role and usage.	10M	5	5
OR				
Q.5(B)	Explain the establishment and Composition of Cyber Regulations Appellate Tribunal.	10M	5	6
Q.6	<b>CASE STUDY</b>	10M		

B sent a draft agreement relating to the supply of coal and coke to the Manager of a Railway Company for his acceptance. The Manager wrote "approved" on the same and put the draft in his table drawer, intending to send it to the company's solicitors for a formal contract to be drawn up. By oversight, the draft agreement remained in the drawer.

### Question:

Comment on the validity of the contract in the light of the Indian Contract Act, 1872.

\*\*\*END\*\*\*



**MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE**

(UGC-AUTONOMOUS)

**MBA I Year I Semester (R20) Regular & Supplementary End Semester Examinations -MAY 2022****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.

Marks CO BI

- 1(A) The following are the daily wages of the workers in a factory. Calculate mean and median wages. Also Find  $P_{75}$  10M 1 3

Wages (in Rs)	500-700	700-900	900-1100	1100-1300	1300-1500	1500-1700	1700-1900	1900-2100	2100-2300
Number of workers	2	3	12	28	30	12	10	6	4

OR

- Q.1(B) Find Bowley's Co-efficient of Skewness for the following data. 10M 1 4

Monthly Income (in 000'Rs)	20-25	25-30	30-35	35-40	40-45	45-50	50-55	55-60
Number of employees	4	16	20	35	25	10	7	3

- Q.2(A) The probabilities of X, Y and Z becoming managers are  $\frac{4}{9}$ ,  $\frac{2}{9}$ ,  $\frac{1}{3}$  respectively. The probabilities that the bonus scheme will be introduced if X, Y and Z becomes managers are  $\frac{3}{10}$ ,  $\frac{1}{2}$ , and  $\frac{4}{5}$  respectively. (i) What is the probability that the bonus scheme will be introduced? (ii) If the bonus scheme has been introduced what is the probability that the manager appointed was X? 10M 2 3

OR

- Q.2(B) A market researcher at a major automobile company classified house-holds by car ownership. The relative frequencies of households for each category of ownership are shown below: 10M 2 4

Number of Cars Per House hold (X)	0	1	2	3	4	5
P(X)	0.10	0.30	0.40	0.12	0.06	0.02

Find (i) Mean and Variance of X (ii)  $P(X < 3)$  and  $P(1 < X < 4)$   
(iii) Distribution Function of X

- Q.3(A) If 10% of the rivets produced by a machine are defective, find the probability that out of 5 rivets chosen at random (i) none will be defective (ii) one will be defective (iii) at most two will be defective (iv) at least 3 will be defective 10M 3 4

OR

- Q.3(B) The weekly wages of 1000 workers are normally distributed around a mean of Rs.7000 with a standard deviation of Rs.500. Estimate the number of workers whose weekly wages will be  
(i) Between Rs.7000 and Rs.7200  
(ii) More than Rs.7200  
(iii) Less than Rs.6500 10M 3 3

Q.4(A) (i) Explain type-I error and Type-II error

(ii) It is thought that over 60% of the business offices in US have mainframe computers as a part of their equipment; When data are gathered, it is found that 233 of 375 offices have mainframe computers. Setup the null hypothesis and test the hypothesis at 5% level of significance?

OR

Q.4(B) (i) Explain One-tailed and Two-tailed tests

(ii) A sample of 26 bulbs gives a mean life of 990 hours with a standard deviation of 20 hours. The manufacturer claims that the mean life of bulbs is 1000 hours. Is the sample not up to the standard? Use 0.05 l.o.s

10M 4 4

Q.5(A) Find the coefficient of correlation between price and sales from the following data:

10M 5 3

Price (Rs.)	103	98	85	92	90	84	88	90	94	95
Sales (units)	500	610	700	630	670	800	800	570	700	680

OR

Q.5(B) The following data pertaining to Price and Sales of a commodity

10M 5 4

Price in Rs (X)	27	26	24	28	30	32	34	36	38	40
Sales in '00 Units (Y)	63	58	58	50	48	50	48	42	36	32

- (i) Construct the two regression equations for the following data.  
(ii) Estimate the sales when price the price of the commodity is Rs.35

**Case Study**

10M 5

Q.6

To know whether the type of beverage ordered with lunch at the restaurant is independent of the age of the consumer, a random poll of 309 lunch customers is taken, resulting in the following contingency table of observed values. Use the appropriate test to determine whether the two variables are independent at 5% l.o.s

Age	Preferred Beverage			Total
	Coffee / Tea	Fruit Juice	Cool drinks (Pepsi, Thumbs up, etc.,)	
Teen Age	26	18	95	139
Middle Age	41	40	20	101
Old Age	24	32	13	69
Total	91	90	128	309

\*\*\*END\*\*\*

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## MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE

(UGC-AUTONOMOUS)

MBA I Year I Semester (R20) Regular & Supplementary End Semester Examinations -MAY 2022

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

		Marks	CO	BL
Q.1(A)	List and explain the principles of Design Thinking.	10M	1	2
<b>OR</b>				
Q.1(B)	Explain the steps involved in Design Thinking. How do the steps improve the problem-solving approach? Discuss.	10M	1	5
Q.2(A)	Illustrate the components of empathy.	10M	2	2
<b>OR</b>				
Q.2(B)	Discuss the steps in the decision-making process.	10M	2	2
Q.3(A)	Evaluate the significance of Flare & Focus in Design Thinking.	10M	3	5
<b>OR</b>				
Q.3(B)	Explain the brainstorming ideation method with a suitable example.	10M	3	4
Q.4(A)	Evaluate the pro and cons of ideas in design thinking.	10M	4	5
<b>OR</b>				
Q.4(B)	Elucidate the process of idea ranking in the context of design thinking.	10M	4	2
Q.5(A)	How does Design Thinking help in defining original ideas? Explain	10M	5	5
<b>OR</b>				
Q.5(B)	Discuss the altruistic approach to design thinking.	10M	5	2
Q.6	<b><u>CASE STUDY</u></b>	10M	2	5

Case study of real life: **"Is Change needed to make our life better?"**

Manjunath is an engineering student. He is a studious and hardworking guy since childhood. He scored 9.8% in Class X and 9.5 % in Intermediate. His parents are very caring and he got a convener seat and joined an engineering college. Manjunath is the only child and their parents love him a lot. Right from childhood, he dreams to do his research program at IIT. After joining the hostel, he was fine in the first semester. He is not an outgoing person and confines himself to the room always. His roommates talk a lot and force him to join them to watch the movies. He got addicted to Youtube and Amazon Prime movies. Then on he had no time to study

and lost all the subjects in the first semester. His parents are worried about this unexpected turn. Manjunath himself is also worried about his backlogs. But not knowing how to go about it. He is depressed but not able to come out of his comfort zone.

Why is this happening to him now? He knows he has to manage this. He cannot let this type of addiction take over him in the forthcoming three years—or could he?

- a. Explain the problems Mr. Manjunath is facing?
- b. Empathize with the parents and write their worries of parents?
- c. How might we help Manjunath to come out of his problem? What solutions you would like to offer him to focus on his aim?

**\*\*\*END\*\*\***