

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

**MBA I Year I Semester (R20) Supplementary End Semester Examinations -DECEMBER 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 | BL |
|-----------|---|-------|----|----|
| Q.1(A)    | Discuss in detail Henry Fayol's Principles of Management and their relevance to the modern Management | 10M   | 1  | 2  |
| <b>OR</b> |   |       |    |    |
| Q.1(B)    | Illustrate ethics and principles of business ethics   | 10M   | 1  | 4  |
| Q.2(A)    | Explain Decision Making and its types?  | 10M   | 2  | 2  |
| <b>OR</b> |   |       |    |    |
| Q.2(B)    | What is centralization? How does it differ from decentralization?                                     | 10M   | 2  | 1  |
| Q.3(A)    | What is meant by Perception and write steps in the perceptual process?                                | 10M   | 3  | 1  |
| <b>OR</b> |   |       |    |    |
| Q.3(B)    | Define learning? Discuss various learning theories  | 10M   | 3  | 1  |
| Q.4(A)    | Illustrate conflict and explain the process of the conflict.  | 10M   | 4  | 4  |
| <b>OR</b> |   |       |    |    |
| Q.4(B)    | Examine the various theories of leadership  | 10M   | 4  | 4  |
| Q.5(A)    | Distinguish organizational climate vs culture   | 10M   | 5  | 3  |
| <b>OR</b> |   |       |    |    |
| Q.5(B)    | Outline various types of organizational culture in detail   | 10M   | 5  | 3  |
| Q.6       |   | 10M   |    | 4  |

**CASE STUDY**

Mr. Acharya is a general manager of a large manufacturing unit in Chennai, with a total strength of 500 employees and 60 staff. He has around 10 capable managers who, over the period of 15 years he has trained to manage their department. Only 15% of employees are new and most of the employees are retained. Mr. Acharya follows an open-door policy where any employee can come and discuss problems or suggest without any hitch. This has made him a favorite amongst the employees. Mr. Acharya believes in empowering employees so that in the future the organization does not face any problems with managerial succession. Due to this most of the employees enjoy the freedom to take decisions and can complete their tasks successfully on

time. This resulted in high productivity, quality of product, and goodwill in the market for the organization. One day in the production report sent by Mr. Mehta to Mr. Acharya an error was found for which Mr. Acharya called up Mr. Mehta and confirmed whether it was an error or a real figure. The intention was very clear that the wrong report cannot be forwarded to the top management. But Mr. Mehta took it wrongly. He came to Mr. Acharya's cabin and told Mr. Acharya that the report is correct and denied making any further corrections. Though Mr. Acharya tried explaining his point of view Mehta did not budge. After this interaction, Mr. Acharya called the concerned supervisor and got the report corrected. This irritated Mr. Mehta and he resigned from his job on the spot.

**Questions:**

1. Comment on the leadership style of Mr. Acharya.
2. Do you feel Mr. Acharya should talk to Mr. Mehta once again? Given the solution to the problem.

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**MBA I Year I Semester (R20) Supplementary End Semester Examinations -DEC 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)    | What is a Business Environment? Explain different types of the business environment.  | 10M   | 1  | 2  |
| <b>OR</b> |   |       |    |    |
| Q.1(B)    | What is Competitor Analysis? Explain the importance of Competitor Analysis.   | 10M   | 1  | 2  |
| Q.2(A)    | Discuss PESTLE in detail in the context of Nestle's Maggie Noodles food outbreak?   | 10M   | 2  | 3  |
| <b>OR</b> |   |       |    |    |
| Q.2(B)    | "Business gets stagnated without the flow of economic activities." Justify the statement with suitable examples.  | 10M   | 2  | 4  |
| Q.3(A)    | Explain the objectives of Monetary and credit Policy. What are the instruments the RBI exercises to implement Monetary and Credit Policy.   | 10M   | 3  | 3  |
| <b>OR</b> |   |       |    |    |
| Q.3(B)    | Critically Evaluate the recent fiscal policy of 2021-22 of the Government of India?   | 10M   | 3  | 5  |
| Q.4(A)    | "Covid-19 Pandemic has depicted the fragile Indian Healthcare system and preparedness of Indian healthcare institutions to handle the crisis situations" Comment on the statement in detail?  | 10M   | 4  | 4  |
| <b>OR</b> |   |       |    |    |
| Q.4(B)    | "Education is one of the powerful tools that helps in the of economic development of nation" Comment on the statement in detail?  | 10M   | 4  | 4  |
| Q.5(A)    | "Consumer protection is essential for a healthy economy." Elucidate the statement with suitable examples.   | 10M   | 5  | 5  |
| <b>OR</b> |   |       |    |    |
| Q.5(B)    | "Consumer responsibility is critical for the growth of economy." Justify the statement.   | 10M   | 5  | 4  |
| Q.6       | <b>CASE STUDY</b><br>Micro Finance Industry   | 10M   |    |    |
|           | 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 which 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) Understand 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 stifle their business activities:

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**MBA I Year I Semester (R20) Supplementary End Semester Examinations -DEC 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' and explain the objectives and functions of accounting. 10M 1 1

**OR**

Q.1(B) Ram & sons is a trader dealing in electronic goods who commenced his business in 2015. For the following transactions took place in the month of March 2018, pass journal entries. 10M 1 5

| March  | Rs.    |  |
|--|--------|--|
| 1. Purchased goods from Y and Co. on credit  | 60,000 |  |
| 2. Sold goods to D and Co. on credit   | 30,000 |  |
| 3. Paid Y and Co. through bank in full settlement  | 58,000 |  |
| 4. D and Co. accepted a bill drawn by Bragathish   | 30,000 |  |
| 5. Sold goods to L on credit   | 20,000 |  |
| 6. Sold goods to M on credit   | 40,000 |  |
| 7. Received a cheque from M in full settlement and deposited the same to the bank          | 39,000 |  |
| 8. Goods returned to Y and Co.   | 4,000  |  |
| 9. Goods returned by M   | 3,000  |  |
| 10. L became insolvent and only 90 paise per rupee is received by cash in final settlement |        |  |

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Q.2(A) Explain different types of capital. 10M 2 2

**OR**

Q.2(B) From the following Trial Balance and additional information, you are required to prepare profit and loss account and balance sheet. 10M 2 5

**TRIAL BALANCE as on 31st March, 2018**

| Particulars      | Debit (Rs.) | Credit (Rs.) |
|------------------|-------------|--------------|
| Capital          |             | 20,000       |
| Sundry Debtors   | 5,400       |              |
| Drawings         | 1,800       |              |
| Machinery        | 7,000       |              |
| Sundry creditors |             | 2,800        |
| Wages            | 10,000      |              |
| Purchases        | 19,000      |              |

|                  |               |               |
|------------------|---------------|---------------|
| Opening stock    | 4,000         |               |
| Bank balance     | 3,000         |               |
| Carriage charges | 300           |               |
| Salaries         | 400           |               |
| Rent and taxes   | 900           |               |
| Sales            |               | 29,000        |
| <b>Total</b>     | <b>51,800</b> | <b>51,800</b> |

Additional Information:

- (i) Closing Stock Rs. 12000.
- (ii) Outstanding Rent and Taxes Rs. 1000.
- (iii) Charge depreciation on machinery at 10%.
- (iv) Wages prepaid Rs. 800.
- (v) Write off bad debts Rs.500.

|        |   |     |   |   |
|--------|---|-----|---|---|
| Q.3(A) | What is Forfeiture of Shares? What are the Accounting Entries for Forfeiture of Shares? | 10M | 3 | 3 |
| OR     |   |     |   |   |
| Q.3(B) | Define debenture. Distinguish between share and debenture.                              | 10M | 3 | 4 |
| Q.4(A) | What is Breakeven point? Explain graphical presentation of breakeven analysis.          | 10M | 4 | 1 |
| OR     |   |     |   |   |
| Q.4(B) | What is cost? Discuss different types of costs.   | 10M | 4 | 1 |
| Q.5(A) | Distinguish between Manual Accounting System and Computerized Accounting System.        | 10M | 5 | 4 |
| OR     |   |     |   |   |
| Q.5(B) | How can you record the business transactions by using Tally?                            | 10M | 5 | 3 |
| Q.6    | <b>CASE STUDY</b>   | 10M | 5 | 5 |

PL produces and sells two products. The M sells for Rs.7 per unit and has a total variable cost of Rs.2.94 per unit, while the N sells for Rs.15 per unit and has a total variable cost of Rs.4.5 per unit. The marketing department has estimated that for every five units of M sold, one unit of N will be sold. The organization's fixed costs total Rs.36,000. Calculate the breakeven point (units & value) for PL.

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**MBA I Year I Semester (R20) Supplementary End Semester Examinations -DECEMBER 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.

|           |  | Marks | CO | BL |
|-----------|--|-------|----|----|
| Q.1(A)    | Explain the following essentials of contract:<br>a. Capacity to contract    b. Possibility of Performance    c. Free Consent.  | 10M   | 1  | 5  |
| <b>OR</b> |  |       |    |    |
| Q.1(B)    | What are the methods in which a contract can be discharged?  | 10M   | 1  | 5  |
| Q.2(A)    | Discuss the key differences between Dissolution of Partnership and Dissolution of Partnership firms.   | 10M   | 2  | 5  |
| <b>OR</b> |  |       |    |    |
| Q.2(B)    | Elaborate the types of Partners and Kinds of Partnership.  | 10M   | 2  | 6  |
| Q.3(A)    | Define Company and explain its salient features, according to Companies Act, 2013.   | 10M   | 3  | 5  |
| <b>OR</b> |  |       |    |    |
| Q.3(B)    | Analyze the key differences between the documents of MOA and AOA.  | 10M   | 3  | 5  |
| Q.4(A)    | Define GST; Examine the salient features of GST Act, 2017.   | 10M   | 4  | 5  |
| <b>OR</b> |  |       |    |    |
| Q.4(B)    | Explain the various benefits of GST to Industry, Consumers and Traders.  | 10M   | 4  | 6  |
| Q.5(A)    | What is CERT-In & its objectives? How does it function? Discuss.   | 10M   | 5  | 5  |
| <b>OR</b> |  |       |    |    |
| Q.5(B)    | Formulate the meaning and concept of e-governance in the Information Technology Act, 2000.   | 10M   | 5  | 5  |
| Q.6       | <b>CASE STUDY</b>  | 10M   |    |    |
|           | <p>Sound Syndicate Ltd. a public company, its articles of association empower the managing agents to borrow both short and long-term loans on behalf of the company. Mr. Liddle the director of the company, approached Easy finance Ltd., a non-banking finance company for a loan of Rs. 25,00,000 in name of the company. The lender agreed and provided the said loan. Later, Sound Syndicate Ltd. refused to repay the money borrowed on the pretext that no resolution authorizing such loan have been actually passed by the company and the lender should have enquired about the same prior to providing such loan. Hence the company is not liable to pay such a loan.</p> <p><b>Question:</b></p> <p>1. Analyze the above situation in terms of the provisions of Doctrine of Indoor Management under the Companies Act, 2013 and examine whether the contention of Sound Syndicate Ltd. is correct or not?</p> |       |    |    |

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

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**MBA I Year I Semester (R20) Supplementary End Semester Examinations -DEC 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.

- 1(A) Explain the role of Statistics in managerial decision making. Marks CO BL  
10M 1 3

**OR**

- Q.1(B) The following are the monthly wages of the workers in a manufacturing company 10M 1 4  
Find Median and Mode wages of workers and comment on results.

| Wages<br>(in 000'Rs) | 10-19 | 20-29 | 30-39 | 40-49 | 50-59 | 60-69 | 70-79 |
|----------------------|-------|-------|-------|-------|-------|-------|-------|
| Number of workers    | 8     | 22    | 26    | 40    | 34    | 15    | 5     |

- Q.2(A) The probabilities of X, Y and Z becoming managers are  $\frac{4}{9}$ ,  $\frac{2}{9}$ ,  $\frac{1}{3}$  respectively. 10M 2 3  
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?

**OR**

- Q.2(B) A dealer in refrigerators estimates from his past experience that the probabilities of his selling refrigerators in a day. These are as follows 10M 2 4

| No of refrigerators sold in a day | 0    | 1    | 2    | 3    | 4    | 5    | 6    |
|-----------------------------------|------|------|------|------|------|------|------|
| Probability                       | 0.03 | 0.20 | 0.23 | 0.25 | 0.12 | 0.10 | 0.07 |

- Find (i) the probability that he sells more than 4 refrigerators per da  
(ii) mean number of refrigerators sold in a day  
(iii) variance of sales

- Q.3(A) A COVID-19 help desk switch board receives on the average 5 emergency calls in 15 minutes' period. What is the probability that (i) there are at least 2 calls (ii) at most 3 calls (iii) exactly 4 calls in a 15 minute interval. 10M 3 4

**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 (i) between Rs 7000 and Rs 7200 (ii) more than Rs.6900 (iii) less than Rs. 6500 10M 3 3



- Q.4(A) 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? 10M 4 3

OR

- Q.4(B) A manufacturer claimed that at least 95% of the equipment which he supplied to a factory conformed to specifications. An examination of a sample of 200 pieces of equipment revealed that 18 were faulty. Test the claim at 5% level of significance 10M 4 4

- Q.5(A) Find Karl person's correlation co-efficient for the following data 10M 5 3

|     |    |    |    |    |    |    |    |    |
|-----|----|----|----|----|----|----|----|----|
| $x$ | 65 | 66 | 67 | 67 | 68 | 69 | 70 | 72 |
| $y$ | 67 | 68 | 65 | 68 | 72 | 72 | 69 | 71 |

- Q.5(B) Construct the two regression equations for the following data 10M 5 4

|                      |   |    |    |    |    |    |    |    |    |
|----------------------|---|----|----|----|----|----|----|----|----|
| Sales (in Units)     | 5 | 10 | 15 | 25 | 30 | 35 | 40 | 45 | 50 |
| Profits (in Rs.000') | 6 | 8  | 12 | 14 | 16 | 20 | 23 | 25 | 30 |

- Q.6 **Case Study** 10M 5

Fit a Poisson distribution and find expected frequencies for the following data

|   |     |     |     |     |     |    |
|---|-----|-----|-----|-----|-----|----|
| Number of Black fungus cases in COVID disease (X) | 0   | 1   | 2   | 3   | 4   | 5  |
| Number of towns (f)                               | 102 | 150 | 224 | 360 | 120 | 44 |

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

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**MBA I Year I Semester (R20) Supplementary End Semester Examinations -DECEMBER 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)    | Discuss the components of design thinking.  | 10M   | 1  | 4  |
| <b>OR</b> |   |       |    |    |
| Q.1(B)    | Explain the measures of central tendency and measures of variability with suitable example.   | 10M   | 1  | 3  |
| Q.2(A)    | What is Creativity? Significance of Creativity and Innovation in the Design Thinking Process? Perceive the characteristics of a creative people | 10M   | 2  | 2  |
| <b>OR</b> |   |       |    |    |
| Q.2(B)    | Define "Empathy". Without Empathy, there is no Design Thinking Process? Elaborate the types of Empathy.   | 10M   | 2  | 1  |
| Q.3(A)    | What are the various stages involved in design thinking from finding the problem to finding the solution? Explain with an example.              | 10M   | 3  | 4  |
| <b>OR</b> |   |       |    |    |
| Q.3(B)    | Discuss the process of idea prioritization.   | 10M   | 3  | 4  |
| Q.4(A)    | Explain the steps involved in Synthesizing and Integrating the ideas.   | 10M   | 4  | 3  |
| <b>OR</b> |   |       |    |    |
| Q.4(B)    | "Design thinking typically helps in innovation" Justify the statement with critical argument.   | 10M   | 4  | 4  |
| Q.5(A)    | Discuss the hypotheses of business prototype models.  | 10M   | 5  | 3  |
| <b>OR</b> |   |       |    |    |
| Q.5(B)    | Elucidate the altruistic approach to design thinking.   | 10M   | 5  | 4  |
| Q.6       | <b>CASE STUDY</b>   | 10M   | 3  | 4  |

"The story of innovation has not changed. It has always been a small team of people who have a new idea, typically not understood by people around them and their executives." Eric Schmidt, Chairman, Google.

**Questions:**

1. How can you maximize the culture of innovation by creating awareness in the ecosystem with a focus on the below-mentioned points?
  - Know the user
  - Think 10x
  - Prototype
2. Do you think Google applies the design thinking process in its Innovation? Explain.

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