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

MBA I Year I Semester (R14) Supplementary End Semester Examinations Aug- 2015

MANAGEMENT AND ORGANIZATIONAL BEHAVIOR

Time: 3Hrs

Max Marks: 60

Note: 1. Attempt all the questions.
2. Q.no 6 is a case study which is compulsory.
3. In Q.no 1 to 5 answer either I or II only.

Q.1(I)	Explain the management levels by taking a suitable example?	10M
	OR	
Q.1(II)	Briefly explain the various approaches regarding management?	10M
Q.2(I)	Define controlling process, types & techniques?	10M
	OR	
Q.2(II)	Write short notes on	
	(a) span of control	3M
	(b) Departmentation	3M
	(c) centralization & Decentralization	4M
Q.3(I)	Explain the term Learning & its techniques?	10M
	OR	
Q.3(II)	Write Short notes on	
	(a) perception	3M
	(b) personality	3M
	(c) Attitude	4M
Q.4(I)	Explain the various causes for conflict? What are the strategies followed by the employees for resolving conflicts?	10M
	OR	
Q.4(II)	Explain the Women Leadership in India by taking examples three women leaders in India?	10M
Q.5(I)	Explain the Coping Strategies followed by IT employees in managing stress?	10M
	OR	
Q.5(II)	Define Organization Culture? Explain the different types of culture you observed in an organization?	10M

Q.6

Case Study

Helen had inherited the business three years ago when her father, Jake Bowers, passed away unexpectedly. Bowers Machine Parts was founded four decades ago by Jake and had grown into a moderate-size corporation. Bowers makes replacement parts for large-scale manufacturing machines such as lathes and mills. The firm is headquartered in Kansas City and has three plants scattered throughout Missouri.

Although Helen grew up in the family business, she never understood her father's approach. Jake had treated his employees like part of his family. In Helen's view, however, he paid them more than he had to, asked their advice far more often than he should have, and spent too much time listening to their ideas and complaints. In particular, she resolved to stop handling employees with kid gloves and to treat

In addition to changing the way employees were treated, Helen had another goal for Bowers. She wanted to meet the challenge of international competition. Japanese firms had moved aggressively into the market for heavy industrial equipment. She saw this as both a threat and an opportunity. On the one hand, if she could get a toehold as a parts supplier to these firms, Bowers could grow rapidly. On the other, the lucrative parts market was also sure to attract more Japanese competitors. Helen had to make sure that Bowers could compete effectively with highly productive and profitable Japanese firms.

From the day Helen took over, she practiced an altogether different philosophy to achieve her goals. For one thing, she increased production quotas by 20 percent. She instructed her first-line supervisors to crack down on employees and eliminate all idle time. She also decided to shut down the company softball field her father had built. She thought the employees really didn't use it much, and she wanted the space for future expansion.

Helen also announced that future contributions to the firm's profit-sharing plan would be phased out. Employees were paid enough, she believed, and all profits were the rightful property of the owner—her. She also had private plans to cut future pay increases to bring average wages down to where she thought they belonged. Finally, Helen changed a number of operational procedures. In particular, she stopped asking other people for their advice. She reasoned that she was the boss and knew what was best. If she asked for advice and then didn't take it, it would only stir up resentment.

But that was not happening. Whenever Helen walked through one of the plants, she sensed that people weren't doing their best. Performance reports indicated that output was only marginally higher than before but scrap rates had soared. Payroll costs were indeed lower, but other personnel costs were up. It seemed that turnover had increased substantially and training costs had gone up as a result.

In desperation, Helen finally had hired a consultant. After carefully researching the history of the organization and Helen's recent changes, the consultant made some remarkable suggestions. The bottom line, Helen felt, was that the consultant thought she should go back to that "humanistic nonsense" her father had used. No matter how she turned it, though, she just couldn't see the wisdom in this. People worked to make a buck and didn't want all that participation stuff.

Suddenly, Helen knew just what to do: She would announce that all employees who failed to increase their productivity by 10 percent would suffer an equal pay cut. She sighed in relief, feeling confident that she had finally figured out the answer.

Case Study Questions

a) How successful do you think Helen Bowers's new plan will be?   **4M**
b) What challenges does Helen confront?   **3M**
c) If you were Helen's consultant, what would you advise her to do?   **3M**

*** END***

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MANAGERIAL ECONOMICS

Time: 3Hrs   Max Marks: 60

1. Attempt all the questions.
2. **Q. No 6** is a case study which is compulsory.
3. In **Q. No 1 to 5** answer either **I or II** only.

Q.1(I)	Define Managerial economics? What are features of Managerial economics?	**10M**
	OR	
Q.1(II)	Discuss Baumol's Sales Maximization theory?	**10M**
Q.2(I)	Define law of demand? Discuss the impact of substitution effect of price change and income effect of price change on demand for a commodity?	**10M**
	OR	
Q.2(II)	Define law of supply? Discuss various determinants of supply?	**10M**
Q.3(I)	Write short notes on a) Law of Diminishing marginal returns b) Economies of scale	**5M** **5M**
	OR	
Q.3(II)	Explain Cost –Out put relationship in the short run	**10M**
Q.4(I)	Discuss a) Loss leader Pricing strategy with suitable examples b) Price discrimination c) Accounting Profit Vs Economic Profit	**3M** **3M** **4M**
	OR	
Q.4(II)	a) What are the uses of Break even analysis? b) Break even Production of a firm is 6000 units. Fixed cost is Rs.60, 000. Variable cost per unit is Rs30. Determine the Price of the product. Also determine number of units to be sold to earn a profit of Rs.30,000.	**5M** **5M**
Q.5(I)	Discuss various parameters that influence level of economic activity of a society	**10M**
	OR	
Q.5(II)	Write short notes on a) Gross Domestic Product b) Per Capita Income c) Phases of Business Cycle	**3M** **3M** **4M**
Q.6	Export sales of ABC Corporation for the last five years are as follows	

Year	2009	2010	2011	2012	2013
Sales (Rupees in lakhs)	40	30	36	44	50

10M

Project the trend of sales for the next five years assuming sales follows linear trend

*** END***

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BUSINESS ENVIRONMENT

Time: 3Hrs   Max Marks: 60

- Attempt all the questions.
- Q.no 6 is a case study which is compulsory.
- **In Q.no 1 to 5 answer either I or II only.**

Q.1(I)	Define Mission and Objective. Explain the need of objective determination	**10M**
	OR	
Q.1(II)	Industrial policy 1991, what are the areas that the reforms have been taken by then Indian government? Explain.	**10M**
Q.2(I)	Discuss the impact of new economic policy on the balance of payment in India	**10M**
	OR	
Q.2(II)	Liberalization is important for furthering the growth of a developing country – Do you agree? Give reasons.	**10M**
Q.3(I)	What do you mean by fiscal policy? Discuss the significance and need for fiscal policy in India.	**10M**
	OR	
Q.3(II)	Define Public Enterprise. Explain the role of public enterprises in India.	**10M**
Q.4(I)	What are the objectives of monetary policy? Explain briefly the different instruments of monetary policy.	**10M**
	OR	
Q.4(II)	What is deficit financing in India? Discuss a) Revenue Deficit b) Budget Deficit and c) Fiscal deficit with examples.	**10M**
Q.5(I)	Discuss the major defects in trading in Indian Stock Exchange.	**10M**
	OR	
Q.5(II)	Explain the objectives of consumer protection act 1986, and rights of the consumer	**10M**
Q.6	**Case Study**	**10M**

Discuss the different ways the political events in a host country may affect local operations of an MNC. What factors would you consider in evaluating the political risk associated with making FDI in a foreign country?

*** END***

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FINANCIAL ACCOUNTING FOR MANAGERS

Time: 3Hrs

Max Marks: 60

Note: 1. Attempt all the questions.
2. Q.no 6 is a case study which is compulsory.
3. In Q.no 1 to 5 answer either I or II only.

Q.1(I)   Explain Accounting Cycle. Briefly write about Subsidiary Books of Account.   **10M**

OR

Q.1(II)   The following Trial Balance was extracted from the Books of Mr.X as on 31st **10M**
December, 2013.

Debit Balance	Amount	Credit Balance	Amount
Plant and Machinery	13000	Capital	25000
Buildings	17000	Loans	5000
Receivable	9650	Sales	35000
Purchases	18000	Accounts Payable	4000
Discount allowed	1200	Bills Payable	5000
Wages	7000	Purchase Returns	2000
Salaries	3000	Dividend Received	3000
Travelling Expenses	750		
Freight	200		
Insurance	300		
Commission Paid	100		
Cash in hand	100		
Bank	1600		
Repairs	500		
Interest on loans	600		
Opening Inventory	6000		
	79000		79000

Adjustments:
(1) Closing Inventory Rs.8000.
(2) Depreciation on Plant and Machinery at 15% and Buildings at 10%.
(3) Provision for doubtful receivable Rs.500.
(4) Insurance prepaid Rs.50.
(5) Outstanding rent Rs.100.

Q.2(I)	What is inventory valuation? Give a brief account on various methods of issue.	10M

OR

Q.2(II)	The X Transport Company purchases 10 trucks at Rs.270000 each on July 1, 1996. On January 1, 1999, one of the trucks is involved in an accident and is completely destroyed. A sum of Rs.162000 is received from the insurers in full settlement. On the same date, another truck is purchased by the company for a sum of Rs.300000. The company writes off 20% on the original cost per annum and closes its books every year on March 31. Give the Motor Trucks Account for two years ending March 31, 2000.	10M

Q.3(I)	Describe about Debentures and Various methods of redemption of Debentures.	10M

OR

Q.3(II)	X Ltd. Forfeited 1500 equity shares of Rs.10 each issued at a premium of Rs.5 per share available with the allotment money, for non-payment of the first call money of Rs.2 per share and the final call money of Rs.3 per share. Give journal entries.	10M

Q.4(I)	Explain about Vertical and Horizontal Analysis of Financial Statements. Briefly write about common size statement, comparative statement and trend analysis.	10M

OR

Q.4(II)	What are different Sources and Applications Funds? Explain the process of preparation of Funds flow statement.	10M

Q.5(I)	What are different components of Computerized Accounting? Explain the uses of Computerized Accounting.	10M

OR

Q.5(II)	How different transactions of the accounting are entered in Tally? Explain How Tally is flexible in generating results.	10M

Q.6	**Case Study**	10M

The following are the ratios relating to the activities of X Ltd.

Debtors velocity	3 months
Stock velocity	8 months
Creditors velocity	2 months
Gross profit ratio	25%

Gross profit for the current year ended 31st December amounted to Rs.400000. Closing Stock of the year is Rs.10000 above the opening stock. Bills Receivables amount to Rs.25000 and bills payable to Rs.10000. Find out
1. Sales
2. Sundry Debtors
3. Closing Stock
4. Sundry creditors.

*** END***

Course Code: 14MBA11T05

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BUSINESS LAW AND REGULATION

Time: 3Hrs   Max Marks: 60

- Attempt all the questions.
- Q.no 6 is a case study which is compulsory.
- **In Q.no 1 to 5 answer either I or II only.**

Q.1(I)	"Offer" and "Acceptance" is compared to train of Gun Powder to matchstick. Comment	**10M**
	OR	
Q.1(II)	What is 'performance of a contract'? Explain various methods in which a contract is said to be discharged.	**10M**
Q.2(I)	What is meant by a contract of bailment? Discuss the rights and duties of bailer and bailee.	**10M**
	OR	
Q.2(II)	Who is an unpaid seller? When can he resell the goods? Explain.	**10M**
Q.3(I)	Define Partnership. Enumerate the essential elements of Partnership?	**10M**
	OR	
Q.3(II)	State Power and Duties of Director of a company.	**10M**
Q.4(I)	Explain the provisions of the Negotiable instrument Act 1881, distinguish between a 'Bill of Exchange' and a 'Promisory Note'.	**10M**
	OR	
Q.4(II)	What do you mean by Endorsement. Explain different kinds of Endorsement.	**10M**
Q.5(I)	Define "income". Explain in detail deductions from total income with examples.	**10M**
	OR	
Q.5(II)	Define e-governance. Enumerate the chief features of e-governance with reference to Information Technology Act, 2000.	**10M**
Q.6	**Case Study**	**10M**

Suresh offered a reward to anyone who would rescue his wife dead or alive from a burning building. A fireman risking his life brought out the wife's dead body. Is he entitled to recovery of the reward?

*** END***

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QUANTITATIVE TECHNIQUES

Time: 3Hrs   Max Marks: 60

Note:
1) Attempt all the questions.
2) Q.no 6 which is a case study is compulsory.
3) **In Q.no 1 to 5 answer either I or II only.**

Q.1(I)	a. What are the different laws of derivatives?	5M
	b. Find the maximum and minimum value of the function $Y = x^3 - 3x^2 - 9x + 27$.	5M

OR

Q.1(II)   Let $A = \begin{bmatrix} 2 & 5 & 3 \\ 3 & 1 & 2 \\ 1 & 2 & 1 \end{bmatrix}$, find adjoint and inverse.   10M

Q.2(I)   The following is the frequency distribution of percentage of alcohol in 60 bottles of   10M
a particular medicine. Calculate mean, median and mode.

Percentage	7.0-7.1	7.1-7.2	7.2-7.3	7.3-7.4	7.4-7.5
No. of bottles	6	14	19	14	7

OR

Q.2(II)   From the following data calculate Karl Pearson's measure of Skewness.   10M

X	10-20	20-30	30-40	40-50	50-60	60-70	70-80
f	18	30	40	55	38	20	16

Q.3(I)   Calculate the Coefficient of Correlation for the following data.   10M

Price in Rs.	21	22	23	24	25	26	27	28	29	30
Demand in '000s units	18	19	19	16	17	16	16	15	13	11

OR

Q.3(II)   A company wanted to know the impact of R&D expenditure (X) on annual   10M
profit(Y). Following table presents the data for the past 8 years.

X	9	7	5	10	4	5	3	2
Y	45	42	41	60	30	34	25	20

Find the regression equation of Y on X. Also estimate the profit for R&D
expenditure of Rs.8 lakhs.

Q.4(I)	a. Explain in brief, the procedure involved in hypothesis testing.	5M
	b. An owner of the press claims that the life of the largest web press is 14,500 hours with a standard deviation of 2,100 hours. From a sample of 25 presses, the company finds a sample mean of 13,000 hours. Do you think that the average life of the press is different from 14,500 hours as claimed by the company? Verify it at 1 percent level of significance.	5M

Q.4(II) The following table represents the number of units of production per day by four different workers using five different machines.

Worker	Machine Type					
	A	B	C	D	E	Total
1	4	5	3	7	6	25
2	5	7	7	4	5	28
3	7	6	7	8	8	36
4	3	5	4	8	2	22
Total	19	23	21	27	21	111

On the basis of this information determine,
   a. Whether the mean production is same for different machines? **5M**
   b. Whether the workers do not differ with regard to productivity? (Test at 5 percent level of significance). **5M**

Q.5(I) a. What is conditional law of probability? Explain in brief. **5M**
   b. Two cards are drawn from a well shuffled pack of 52 cards. Find the probability that they are both aces, if the first card drawn is **5M**
      1. Replaced
      2. Not replaced.

OR

Q.5(II) A manufacturing firm is engaged in the production of steel pipes in its three plants with a daily production of 1,000, 1,500 and 2,500 units respectively. According to the past experience, it is known that the fractions of defective pipes produced by the three plants are respectively 0.04, 0.09 and 0.07. If a pipe is selected from the total production and is found to be defective, find out **5M**
   a. From which plant the defective pipe has come, **5M**
   b. What is the probability that it has come from the second plant.

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

A survey of 800 families with four children each revealed the following distribution. Fit a binomial distribution with the hypothesis that both male and female births are equally possible.

Number of boys	0	1	2	3	4
Number of families	42	178	290	226	64

END