

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

**MBA I Year II Semester (R18) Supplementary End Semester Examinations – Mar 2022**  
**FINANCIAL MANAGEMENT**

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 in detail the nature and scope of financial management. 10M

OR

Q.1(B) .“Wealth maximisation is superior to profit maximisation”- Comment. 10M

Q.2(A) Define Cost of Capital? Explain its significance in financial decision making. 10M

OR

Q.2(B) A project needs an investment of ₹. 1,38,500. The cost of capital is 12 per cent. The net cash inflows are as under: 10M

Year	1	2	3	4	5
CFAT (₹)	30,000	40,000	60,000	30,000	20,000

Calculate Internal Rate of Return and suggest whether the project should be accepted or not.

Q.3(A) Compute Operating, Financial and Combined leverages from the following details and based on the result, comment on the financial policy of the company. 10M

NGS Co. Ltd., has sales of ₹ 4,00,000, variable cost is 70% of sales and the fixed cost is ₹ 80,000. The firm has raised ₹ 2,00,000 funds by issue of debentures at the rate of 10%.

OR

Q.3(B) Explain the factors influencing the dividend policy of a firm. 10M

Q.4(A) Define ‘working capital’ and explain the factors influencing working capital requirement of a firm. 10M

OR

Q.4(B) The Board of Directors of Viswa Pragathi Co. Ltd. requests you to prepare a statement showing the working capital requirements for a level of activity of 30,000 units of output for the year. The cost structure for the company’s product for the above mentioned activity level is given below. 10M

**Cost per unit (₹)**

Raw materials	20
Direct labour	5
Overheads	15
Total cost	40
Profit	10
Selling price	50

**Additional information:**

1. Past experience indicates that raw materials are held in stock, on an average for 2 months.
2. Work in progress (100% complete in regard to materials and 50% for labour and overheads) will be half a month's production.
3. Finished goods are in stock on an average for one month.
4. Credit allowed to suppliers: one month.
5. Credit allowed to debtors: two months.
6. A minimum cash balance of ₹ 25,000 is expected to be maintained.

Prepare a statement of working capital requirements.

---

Q.5(A) What is merger, acquisition and takeover? Explain the rationale for mergers. 10M

**OR**

Q.5(B) "Good corporate governance creates a transparent set of rules and controls in which shareholders, directors and officers have aligned incentives." Comment. 10M

---

Q.6

**Case Study (Compulsory)**

From the following information, compute the value of the share using Gordon's Model and comment.

Earnings per share ₹ 5

Cost of capital 15%

Return on investment (a) 20% (b) 15% (c) 10%

Other details:

Particulars	i	ii	iii	iv
Dividend Payout Ratio (%)	100	75	50	30
Retention Ratio (%)	-	25	50	70

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

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

(UGC-AUTONOMOUS)

**MBA I Year II Semester (R18) Supplementary End Semester Examinations – March 2022****BUSINESS RESEARCH METHOD USING SPSS**

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 are the hall marks of scientific research? 10M

**OR**

Q.1(B) What types of information are required by the organization and how do they collect it? 10M

Q.2(A) What does validity of the questionnaire ensure? Discuss the different validity measures in detail. 10M

**OR**

Q.2(B) What is rating scale? Explain any five-rating scale in detail? 10M

Q.3(A) Distinguish between structured and unstructured interview? Analyze the pros and cons of structured and unstructured interview. 10M

**OR**

Q.3(B) Explain in details different type of observational survey. 10M

Q.4(A) What is factor analysis? Explain in details different type of rotation method related to factor analysis? 10M

**OR**

Q.4(B) In what aspect reliability of the instrument are measured? Which measure explains reliability of the instrument? 10M

Q.5(A) Written reports vary on the basis of purpose. Justify? 10M

**OR**

Q.5(B) You are attending the oral presentation of research analyst. What do you expect from the presenter and his presentation to be effective? 10M

Q.6 **CASE STUDY** 10 M

A HR manager of XYZ Ltd is concerned about the high attrition in his organization. In order to understand the reason for the same and have a solution for problem he has employed you as research consultant. Based on the review you have made you have found that following three variable are main reason for most of the attrition are

1)Job satisfaction 2)Motivation 3)Career growth

Q1) Design a questionnaire with 4 questions that measures demographic profile of the employees, 3 questions that measures job satisfaction, 3 questions that measures motivational factors and 3 questions that measures career growth of the employees respectively.

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

Hall Ticket No: 

--	--	--	--	--	--	--	--	--	--

Course Code: 18MBAP113

**MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE**  
(UGC-AUTONOMOUS)  
**MBA I Year II Semester (R18) Supplementary End Semester Examinations – March 2022**  
**BASIC ECONOMETRICS**

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
Q.1(A) Write the steps involve in methodology of econometric research	10M
<b>OR</b>	
Q.1(B) Write short notes on (i) Unbiased estimator (ii) Efficient estimator (iii) Consistent estimator (iv) Sufficient estimator.	10M
Q.2(A) Define correlation and explain different types of correlation?	10M
<b>OR</b>	
Q.2(B) Explain the following with suitable examples: a. Bivariate Econometric Modelling b. Trivariate Econometric Modelling	10M
Q.3(A) Explain Classical Assumptions of Ordinary Least Squares (OLS) Linear Regression	10M
<b>OR</b>	
Q.3(B) Write short notes on (i) ANOVA (ii) t-test and (iii) F-Test	10M
Q.4(A) Outline the basics of time series. What are the Error Measurements?	10M
<b>OR</b>	
Q.4(B) Explain various components of time series. Discuss various methods for analyzing trend?	10M
Q.5(A) Elucidate ARCH model in detail.	10M
<b>OR</b>	
Q.5(B) Elaborate on autoregressive model? Explain ARIMA method?	10M
Q.6	10M

**Case Study (Compulsory)**

A Researcher wants to find if there is a relationship between the heights of sons and Father. In other words Do tall fathers have tall sons?

Their height in inches is given below in an ordered arrangement.

Father (X)	63	65	66	67	67	67	68
Son (Y)	66	68	65	67	69	69	70

1. For this data complete the regression line.
2. Based upon the relationship between the heights, what would be the estimated height of the son if the height Father is 70”?

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

Hall Ticket No: 

--	--	--	--	--	--	--	--	--	--

Course Code: 18MBAP501

**MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE**  
(UGC-AUTONOMOUS)  
**MBA I Year II Semester (R18) Supplementary End Semester Examinations – March 2022**  
**MANAGEMENT INFORMATION SYSTEMS**

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 the perspectives on information systems	10M
OR		
Q.1(B)	Explain the role of information systems in business today	10M
Q.2(A)	Describe The Database Approach to Data Management	10M
OR		
Q.2(B)	Comment on the problems faced by organizations with traditional file environment.	10M
Q.3(A)	Explain the steps involved in developing information systems.	10M
OR		
Q.3(B)	Discuss the prototyping method of systems development.	10M
Q.4(A)	Information systems are vulnerable. Justify the statement with proper explanation.	10M
OR		
Q.4(B)	Elucidate what value business organizations draw through security and control in the context of IS.	10M
Q.5(A)	Discuss the various moral dimensions of information systems.	10M
OR		
Q.5(B)	Write a note on ethics in an information society.	10M
Q.6	<b>Case Study</b> The payment gateway of Amazon takes in the account the debit card or credit card information of the end user who would place an order for a product. Netscape Secure Commerce Server is a vibrant tool that is used by Amazon with the help of the secure socket layer in order to store the banking information. These data are not made accessible over internet thus paving way for high confidentiality and protection of customer data. The company also provide customer an option of making a part amount of the payment online and rest through the telecommunications post order. Legal as well as privacy policies are being communicated to the users at this stage thus ensuring that the trust component of customers is being increased. Yet another important part of Amazon CRM is the integration of logistics systems with that of the customer contact information. Customers could track the progress of the shipping through logging in to the Amazon website and entering a unique identity order number; this enhances the confidence amongst the customers by offering tangibility in	10M

the services. At any point of time the customers could be able to know the status of the product.

Amazon also offers an incentive marketing program in order to gain more customers and business to its website. Amazon uses incentive marketing as a tool for collecting customer information which is used both for the marketing activities of the organization and also sold out to other pertinent layers for a particular fee. Virtual storefronts have been the interface which have attracted number of customers to the website of Amazon. Through virtual storefronts Amazon has been able to enhance the retention of the existing customers as well as increase the word of mouth marketing through gaining customer loyalty. Customers value the importance offered by Amazon towards them as the company has ensured to take all the opportunities to understand the changing preferences and expectations. The role of automated warehouses is appreciable as the user interface through which the employees interact with the customers is commendable in the case of Amazon. Amidst interactions with the customers Amazon uses the cloud computing. The AWS product of the company has not only acted as product but as a tool behind the successful integration and management of information systems.

**Questions:**

1. Summarize how Amazon provides superior services to the customer.
2. Explain the security controls provided by Amazon.

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

--	--	--	--	--	--	--	--	--	--

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

(UGC-AUTONOMOUS)

**MBA I Year II Semester (R18) Supplementary End Semester Examinations – March 2022**

**TOTAL QUALITY MANAGEMENT**

Time: 3Hrs

Max Marks: 60

<p align="center">Attempt all the questions. All parts of the question must be answered in one place only.  <b>In Q.no 1 to 5 answer either Part A or Part B only. Q.no 6 which is a case study is compulsory.</b></p>
--

Q.1(A) Can lists any **THREE (3)** basic concepts of TQM principles and explain each of them. 10M

**OR**

Q.1(B) How would you explain the concept of quality of by Deming and Armand V. Feugenbaum? 10M

---

Q.2(A) How would you compare between manager and leader. 10M

**OR**

Q.2(B) What is main idea of motivation and employee involvement in TQM? 10M

---

Q.3(A) Lists all from new seven quality tools and explain Affinity & Tree diagram. 10M

**OR**

Q.3(B) Explain any **One** element from Ishikawa / cause and effect diagram with examples. 10M

---

Q.4(A) How selection of supplier is implemented? 10M

**OR**

Q.4(B) Explain the of concept of quality circles and is it necessary to have quality circles in an organization? 10M

---

Q.5(A) Explain the J.I.T. technique and how this is possible to maintain smooth flow production. Explain the merits and demerits. 10M

**OR**

Q.5(B) Briefly explain Pokayoke and its application. 10M

---

Q.6 **CASE STUDY** 10M

ISO 14000 is a system for environment. Why this type of system is required? Is it not possible to do business without ISO 14000 system? Justify your reasons.

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