MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE
(UGC-AUTONOMOUS)
MBA I Year I Semester (R16) Supplementary End Semester Examinations – June 2018
MANAGEMENT & ORGANIZATION BEHAVIOUR

Time: 3Hrs   Max Marks: 50

> 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)	Is Management an Art or Science? Justify your answer by referring to some of the schools of thought on Management.	8M
	OR	
Q.1(B)	Explain the Systems approach to Management with examples	8M
Q.2(A)	Explain the essential features of a good organization structure? Analyse the different types of organization structures with their advantages and disadvantages.	8M
	OR	
Q.2(B)	Explain the process of Decision Making with examples.	8M
Q.3(A)	'Management is essentially a process of Motivation' elucidate the statement with any two theories of Motivation.	8M
	OR	
Q.3(B)	Explain atleast 5 attributes used in defining Personality. Discuss trait theory of personality.	8M
Q.4(A)	'Informal groups are evil to the organization' – Do you agree with the statement? Why? Or why not?	8M
	OR	
Q.4(B)	Explain atleast two styles of Leadership with examples.	8M
Q.5(A)	Define Organizational Culture? Explain the basic features of Organizational Culture?	8M
	OR	
Q.5(B)	Explain the factors that cause stress alongwith the stress coping mechanisms	8M
Q.6	**Case Study**	

Susan Harrington continued to drum her fingers on her desk. She had a real problem and wasn't sure what to do next. She had a lot of confidence in Jack Reed, but she suspected she was about the last person in the office who did. Perhaps if she ran through the entire story again in her mind she would see the solution.

Susan had been distribution manager for Clarkston Industries for almost twenty years. An early brush with the law and a short stay in prison had made her realize the importance of honesty and hard work. Henry Clarkston had given her a chance despite her record, and Susan had made the most of it. She now was one of the most respected managers in the company. Few people knew her background.   10M

Susan had hired Jack Reed fresh out of prison six months ago. Susan understood how Jack felt when Jack tried to explain his past and asked for another chance. Susan decided to give him that chance just as Henry Clarkston had given her one. Jack eagerly accepted a job on the loading docks and could soon load a truck as fast as anyone in the crew.

Things had gone well at first. Everyone seemed to like Jack, and he made several new friends. Susan had been vaguely disturbed about two months ago, however, when another dock worker reported his wallet missing. She confronted Jack about this and was reassured when Jack understood her concern and earnestly but calmly asserted his innocence. Susan was especially relieved when the wallet was found a few days later.

The events of last week, however, had caused serious trouble. First, a new personnel clerk had come across records about Jack's past while updating employee files. Assuming that the information was common knowledge, the clerk had mentioned to several employees what a good thing it was to give ex-convicts like Jack a chance. The next day, someone in bookkeeping discovered some money missing from petty cash. Another worker claimed to have seen Jack in the area around the office strongbox, which was open during working hours, earlier that same day.

Most people assumed Jack was the thief. Even the worker whose wallet had been misplaced suggested that perhaps Jack had indeed stolen it but had returned it when questioned. Several employees had approached Susan and requested that Jack be fired. Meanwhile, when Susan had discussed the problem with Jack, Jack had been defensive and sullen and said little about the petty-cash situation other than to deny stealing the money.

To her dismay, Susan found that rethinking the story did little to solve his problem. Should she fire Jack? The evidence, of course, was purely circumstantial, yet everybody else seemed to see things quite clearly. Susan feared that if she did not fire Jack, she would lose everyone's trust and that some people might even begin to question her own motives.

Case Questions

1.   Explain the events in this case in terms of perception and attitudes. Does personality play a role?
2.   What should Susan do? Should she fire Jack or give him another chance?

*** End***

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MBA I Year I Semester (R16) Supplementary End Semester Examinations – June 2018

MANAGERIAL ECONOMICS

Time: 3Hrs   Max Marks: 50

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)	Define Managerial Economics? Explain the Role of Managerial Economist in Decision Making Process?	8M
	OR	
Q.1(B)	Explain Different Types of Optimization Techniques in Managerial Economics?	8M

Q.2(A)	Define Demand and Discuss the Factors Determining Demand?	8M
	OR	
Q.2(B)	Discuss about the Price Elasticity of Demand and its Importance?	8M

Q.3(A)	What is Production Function? Explain Marginal Rate of Technical Substitution in Production Analysis?	8M
	OR	
Q.3(B)	Discuss about Discounting Principle and Risk and Uncertainty?	8M

Q.4(A)	Explain with Diagrams Price Determination under Perfect Competition. If a Competitive Firm is in Short Run Equilibrium, must also be in Long Run Equilibrium?	8M
	OR	
Q.4(B)	Explain Briefly the Various Theories of Profit and Discuss the Statement "Profit as the Objective of a Firm is at best a Very Limited Concept?	8M

Q.5(A)	What is national income? How is it measured?	8M
	OR	
Q.5(B)	Distinguish between Consumer Price Index and Wholesale Price Index?	8M

Q.6	**Case Study**	10M

Medical Monopoly

Non-physician providers of medical care are in high demand in the United States. But licensure laws and federal regulations limit their scope of practice and restrict access to their services. The result has almost unavoidably been less choice and higher prices for consumers.

Safety and consumer protection issues are often said to be the reasons for restricting non- physician services. But the restrictions appear not to be based on experimental findings. Studies have repeatedly shown that qualified non-physician providers – such as midwives, nurses, and chiropractors – can perform many health and medical services traditionally performed by physicians – with comparable health outcomes, lower costs, and high patient satisfaction.

Licensure laws appear to be designed to limit the supply of health care providers and restrict competition to physicians from non-physician practitioners. The primary result is an increase in physician fees and income that drives up health care costs.

At a time government is trying to cut health spending and improve access to health care, it is important to examine critically the extent to which government policies are responsible for rising health costs and the unavailability of health services. Eliminating the roadblocks to competition among health care providers could improve access to health services, lower health costs, and reduce government spending.

Question

1. Analyse the possible factors that have lead to this kind of situation.

END

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BUSINESS ENVIRONMENT

Time: 3Hrs   Max Marks: 50

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)	Define Business Environment? Write various factors impact functionality of any business?	8M
	OR	
Q.1(B)	Illustrate the impact of economic reforms on overall economic development in india	8M
Q.2(A)	Is "globalization" another word for Americanization?- give your opinion.	8M
	OR	
Q.2(B)	What is globalization? Explain the pros and cons of globalization?	8M
Q.3(A)	Critically examine the impact of new economic policy on balance of payments?	8M
	OR	
Q.3(B)	What are the causes of disequilibrium in BOP? Suggest few corrective measures.	8M
Q.4(A)	What is fiscal policy? Explain its meaning and impacts on economy?	8M
	OR	
Q.4(B)	Critically evaluate the latest union budget of Indian government?	8M
Q.5(A)	What is monetary policy? State the features of Indian monitory policy?	8M
	OR	
Q.5(B)	Explain how changes in interest rates affect aggregate demand?	8M

Q.6	**Case Study**	10M

To break the grip of corruption and black money, the government of india decided to demonetize the 500 rupee and 1,000 rupee currency notes on 8th November 2016. The objectives of demonetization, as defined by government in various phases, were to crack a whip against black money, fight counterfeit currency in circulation, formalization of cash-dependent businesses, bringing back money lying idle in the banking system and hitting hard at the financial backbone of terrorism and naxalism. The government has projected demonetization is a big ongoing success story in fight against black money. PM Narendra Modi said, "Rs 4,000 crore fraud found in probe into 5,000 companies out of 3 lakh that have shut down after demonetization."

1. How demonetization affected Indian economy?
2. Do you agree with the Prime Minister Narendra Modi stating that note ban is ongoing success? Why? Or why not?

END

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MBA I Year I Semester (R16) Supplementary End Semester Examinations – June 2018
Financial Accounting for Managers

Time: 3Hrs   Max Marks: 50

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) Define 'accounting' and explain the objectives and functions of accounting.   8M

OR

Q.1(B) Prepare final accounts of Mr. Gupta for the year ending 31-12-2015 from the   8M
following trial balance and given adjustments.

Trial Balance as on 31-12-2015

Particulars	Dr (Rs)	Particulars	Cr (Rs)
Buildings	2,15,000	Capital	84,950
Machinery	1,25,000	Bank loan	12,200
Drawings	9,000	Sales	4,20,000
Purchases	1,00,000	Purchase returns	10,000
Sales returns	9,000	Creditors	17,000
Opening stock	35,000	Commission	1,600
Rent	1,200	Bills payables	5,200
Insurance	600		
Salary	1,250		
Debtors	25,000		
Investments	8,000		
Carriage inwards	3,200		
Printing	3,300		
Cash in hand	7,000		
Bills receivables	8,400		
	5,50,950		5,50,950

Adjustments:
1. The value of stock on 31-12-2015 was Rs. 36,000.
2. Written off bad debts Rs. 2,500 and provide reserve for bad and doubtful debts at 10 % of debtors.
3. Commission receivable Rs. 1,875.
4. Provide interest on capital and drawings at 10 % p.a.
5. Salary outstanding Rs. 250 and rent outstanding Rs. 800.

Q.2(A)	What is 'depreciation'? Explain various methods of valuation of fixed assets.	8M
	OR	
Q.2(B)	The book value of plant and machinery on 1-1-2012 was Rs. 2,00,000. New machinery worth Rs. 10,000 purchased on 1-10-2012 and for Rs. 20,000 on 1-7-2013. A machinery value of Rs. 30, 000 on 1-1-2012 was sold for Rs. 16,000 on 1-4-2014 and the entire amount was credited to plant and machinery account. Depreciation is to be charged 10% per annum under straight line method. Show the plant and machinery account from 2012 to 2014.	8M
Q.3(A)	What is forfeiture of shares and what entries are passed before and after the reissue of forfeited shares	8M
	OR	
Q.3(B)	Define a 'debenture' and explain various types of debentures.	8M
Q.4(A)	Describe the significance of financial analysis and explain various types of analysis.	8M
	OR	
Q.4(B)	What do you mean by 'ratio analysis'? Write the advantages and limitations of ratio analysis.	8M
Q.5(A)	Describe the features, merits and demerits of computerised accounting.	8M
	OR	
Q.5(B)	Define 'tally' and explain the process of recording of business transactions through tally.	8M
Q.6	**Case Study**	10M

From the given balance sheet , comment on the financial position of the Ranjit Comp

Balance sheet of Ranjit company as on 31- 12 – 2016

Liabilities	Amt(Rs)	Assets	Amt(Rs)
Equity share capital	1,50,000	Goodwill	10,000
Preference share capital	1,00,000	Plant and Machinery	85,000
Reserves	30,000	Land and Buildings	1,20,000
Sundry creditors	20,000	Sundry debtors	25,000
Bills payables	12,000	Stock	20,000
Outstanding expenses	4,000	Bills receivables	23,000
		Cash in hand	13,000
		Cash at bank	20,000
	3,16,000		**3,16,000**

END

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MBA I Year I Semester (R16) Supplementary End Semester Examinations – June 2018
BUSINESS LAW & REGULATION

Time: 3Hrs   Max Marks: 50

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)	Present an overview of Business laws in India.	8M
	OR	
Q.1(B)	Narrate Offer and Acceptance, capacity to Contract with suitable examples.	8M
Q.2(A)	Comment on Partnership Firm? Explain merits and demerits of a Partnership Firm.	8M
	OR	
Q.2(B)	Elucidate in detail recent amendments in Partnership Act 1932.	8M
Q.3(A)	Differentiate Limited Company from Unlimited Company.	8M
	OR	
Q.3(B)	State and discuss different modes for Winding up of a Company?	8M
Q.4(A	Explain essentials of Sale of Goods Act 1930 with suitable examples.	8M
	OR	
Q.4(B)	Discuss the rights and duties of a Buyer in a Contract of Sale.	8M
Q.5(A)	Explain the duties of Subscribers in the Information Technology Act 2000.	8M
	OR	
Q.5(B)	What are the powers and responsibilities of Cyber Regulation Appellate Authority.	8M

Q.6	**Case study**	10M

A RED-Bi Smartphone Company asked a CYLOUS software company to develop software for them. The software company gave a total estimate of 20000 dollars for a total work of 20 days. It was approved by the two companies over the agreement that RED-Bi would be paying CYLOUS Software Company 40 percent before the beginning of the work, 50 percent after the initial version and 10 percent on time of total completion of the project.

After 10 days, CYLOUS Software Company wrote a letter to RED-Bi that the work will take more time since their chief software developer has left the company. After 15 days CYLOUS software wrote back saying that they would be only able to deliver the source codes and would provide an assistant developer who will finish the rest of the work. After 20 days, when RED-Bi Company asked for the final version, CYLOUS Software Company told them that it can provide them with 80 percent of the work and would like the 50 percent as promised. However, fearing non-completion of the project, RED-Bi Company cancelled the contract and asked for a full refund. CYLOUS Software Company has threatened to take RED-Bi Company to court for a breach of contract.

a. Explain the case with provisions of Indian contract Act 1872 and give valid answer.

END

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QUANTITATIVE TECHNIQUES

Time: 3Hrs

Max Marks: 50

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) A survey of 300 household of a town revealed that 200 households use brand A   8M
soap and 210 households use brand B soap. If all the households use one or both
brands, find (i) how many use both brands? (ii) How many uses 'brand A' soaps
only? (iii) How many uses 'brand B' soaps only?

OR

Q.1(B) Use Cramer's rule to solve the following system of equations   8M
$$5X - 3Y - 10Z = -9$$
$$2X + 2Y - 3Z = 4$$
$$3X + 3Y - 5Z = -1$$

Q.2(A) The frequency distribution of weight in grams of mangoes of a given variety is given   8M
below. Calculate the arithmetic mean and mode.

Weight in grms	410 -420	420 -430	430 -440	440 -450	450 -460	460 -470	470 -480
No. of Mangoes	14	20	42	54	45	18	7

OR

Q.2(B) Calculate standard deviation from the following   8M

Marks	10-20	20-30	30-40	40-50	50-60	60-70
No. of Students	8	12	20	10	7	3

Q.3(A) Obtain the rank correlation coefficient between the variables X and Y from the   8M
following data

X	20	30	40	70	60	50	80	40	90	100
Y	50	55	65	70	55	60	40	35	75	80

OR

Q.3(B) Given the following data, construct the two regression equations and find the   8M
expected value of Y when X= 12.

	x	y
Average	7.6	14.8
S.D	3.6	2.5
Correlation coefficient = 0.99		

| Q.4(A) | A bag contains 7 white, 3 black and 5 red balls. What is the probability of getting a white or red ball at random in a single draw? | 8M |

OR

| Q.4(B) | In a bolt factory machines manufacture 25%, 35% and 40% of the total. of their output 5%, 4% and 2% are defective bolts. A bolt is drawn at random from the product and is found to be defective. What are the probabilities that it was manufactured by machines A, B? | 8M |

| Q.5(A) | In a binomial distribution mean is 20 and standard deviation is 4. Find out the parameters n and p. | 8M |

OR

| Q.5(B) | If the masses of 300 students are normally distributed with mean 68 kgs and standard deviation 3 kgs, how many students have masses (i) less than or equal to 70 kgs (iii) between 65 and 75 kgs | 8M |

| Q.6 | **CASE STUDY** | 10M |

A market survey was conducted in four cities to find out the preference for brand soap. The responses are shown below:

	Calcutta	Delhi	Chennai	Bangalore
Yes	65	55	70	50
No	30	25	20	45
No opinion	5	20	10	5

i.   What is the probability that a consumer prefers brand A soap ?
ii. What is the probability that a consumer has no opinion about brand A soap?
iii. What is the probability that a consumer prefers brand A soap and from Chennai?
iv. What is the probability that a consumer prefers brand A soap given that he was from Bangalore?
v.   What is the probability that a consumer has no opinion given that he was from Delhi?

END