

Hall Ticket No:

Course Code: 14MBA11T01

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

MBA I Year I Semester (R14) Supplementary End Semester Examinations – June 2016
(Regulations: R14)

MANAGEMENT & 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 B only. Q.no 6 which is a case study is compulsory.

Q.1(A) Comment on Hawthorne Experiments and their outcomes? 10M

OR

Q.1(B) What is corporate social responsibility of business? Explain the arguments for and against responsibilities of business towards the society? 10M

Q.2(A) Discuss why and how planning is the primary function of management? 10M

OR

Q.2(B) What is virtual organizational structure? Explain its relevance in global business? 10M

Q.3(A) Explain the term organizational behavior? Explain its features? 10M

OR

Q.3(B) What is motivation? Explain Maslow's need hierarchy theory of motivation? 10M

Q.4(A) Explain how group decision making is superior over individual decision making? 10M

OR

Q.4(B) What is women leadership? Explain the barriers for women leadership in India? 10M

Q.5(A) Define organizational culture? Explain nature and functions of organizational culture? 10M

OR

Q.5(B) Define stress? Write causes and consequences of stress? 10M

Q.6

Case Study

10M

Mr. Prabhakaran is a sales manager in a leading FMCG company. He is leading a sales force of 12 executives. He is responsible for the sales in Chennai city. Mr. Ram and Mr. Shyam are two sales executives who are known for their outstanding performance in sales in the firm. A personal conflict between Ram and Shyam made them to argue at workplace frequently. During the sales meeting, they always disagree with each other. However, Mr. Prabhakaran is good enough in handling arguments. Off late Ram and Shyam divided the entire sales force into two informal groups in support of each. The performance of the team has become dysfunctional. The group performance is found to be losing the effectiveness. Now the situation has become very tough for Mr. Prabhakaran to handle.

- i) Explain the concept and the evolution of informal groups?
- ii) Critically analyse the consequences of informal groups in the case?
- iii) If you were Mr. Prabhakaran , what would you do to improve group effectiveness?

*****END*****

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(Regulations: R14)

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 B only. Q.no 6 which is a case study is compulsory.

Q.1(A) Define Managerial economics .Explain its relation with other disciplines. 10M

OR

Q.1(B) Define Economic Analysis? Explain unconstrained optimization techniques in Economic analysis. 10M

Q.2(A) Define law of demand? Explain about exceptions to law of demand. 10M

OR

Q.2(B) Briefly discuss: 10M

- i) Supply function,
- ii) The law of supply and
- iii) Elasticity of supply

Q.3(A) Define cost? Explain concepts and determinations of cost-output relation in short run and long run? 10M

OR

Q.3(B) Explain iso-quants and iso-cost production function with suitable example? 10M

Q.4(A) Discuss monopoly and write price -output determination of monopoly in short run and long run? 10M

OR

Q.4(B) What is profit management? Explain its nature and scope. 10M

Q.5(A) Briefly discuss the consumer price index and employee cost index? 10M

OR

Q.5(B) Write short notes on 10M

- i) Gross national product
- ii) Per capital income

Q.6(A) **Case study** 10M

Year	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Sales	2273	2473	3148	4468	5531	9102	1462	1078	1274	9727
	4	1	9	5	9	1	34	87	83	5

Estimate the sales for 2012, 2015 and fit a linear regression equation and draw a trend line.

*****End*****

MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE
(UGC-AUTONOMOUS)**MBA I Year I Semester (R14) Supplementary End Semester Examinations – June 2016**
(Regulations: R14)**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 B only. Q.no 6 which is a case study is compulsory.

Q.1(A) Discuss the competitive structure of Indian Industries. 10M

OR

Q.1(B) Discuss micro environment of a business. 10M

Q.2(A) Define the balance of payments. Explain official reserve assets and its major components. 10M

OR

Q.2(B) Explain the measures to correct disequilibrium in BOP 10M

Q.3(A) Discuss the various measures of money supply adopted by Reserve Bank of India? 10M

OR

Q.3(B) Discuss various debt instruments available for raising capital? 10M

Q.4(A) Define Globalization. Explain the factors influencing Globalization. 10M

OR

Q.4(B) Explain the five general credit controls as given by RBI. 10M

Q.5(A) How SEBI is helping investor's protection? Discuss. 10M

OR

Q.5(B) What is OTCEI? How it different itself vis-à-vis other stock exchanges? 10M

Q.6 **Case Study - Order of the District Forum Chennai** 10M

The complainant, Mr. Arokiya Arul, studied at Notre dame University, Indiana, USA, during 1994-97. He purchased air ticket from Air India at Chicago for his journey to Bangalore. The Complaint stated that he boarded on 9th Sep, 1997 Flight TWA 730 at O'Hare Airport, Chicago and at that time, his two baggage were checked in through the cargo section and he was allowed to carry one small Targus bag containing a laptop, one iPod and other small things, and another personal bag inside the aircraft. The complainant embarked at JFK New York airport for Amman at about 8.15a.m. However the FLT 2262 left the airport belatedly at 2.00 a.m. on 10th Sep, 1997. The complainant was about to emplane the Flight 2262, when he was stopped by one of the officials of the Royal Jordanian Airlines (which carried Air India's passengers for onward journey) who objected to the complainant carrying the Targus bag with him into the aircraft and told him that the same should be handed over to him for being sent to the cargo section in the aircraft. Despite his protests, the complainant along with other passengers had to take Air

India and arrived at Mumbai on 11th Sep, 1997. When the baggage was cleared, he found that while his two baggages were intact, the Targus bag was found to be ripped open and the laptop and the iPod were missing. Since the respondent airlines failed to make good the loss, the above case filed claiming compensation of INR 90,300 as damage with agony, and a sum of INR 20,000 towards costs.

The airlines contended that the Forum had no territorial jurisdiction and that in any event the Royal Jordanian Airlines was liable to pay USD 400 which is the maximum compensation as per the carriers' liabilities under the Warsaw convention.

The District Forum held in its order dated 28 March, 2005 that since the airlines were having offices and working in Chennai, there was a territorial jurisdiction for the forum to entertain the complaint. As the baggage was handled by the Royal Jordanian Airlines at the airport on behalf of Air India, both the Airlines are jointly and severally liable, as it is not known where and when the baggage was ripped open and the items taken. Therefore, the Forum held that they had committed deficiency in service and were directed to pay the sum of INR 84, 000 with interest at the rate of 12 per cent annum from 11.09.1997 onwards; a sum of INR 5,000 towards the deficiency in service; and a sum of INR 1,000 as costs within a period of two months.

Questions

Discuss institutional arrangements under COPRA, three-tier redressal system in India towards above situation.

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Hall Ticket No:

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MBA I Year I Semester (R14) Supplementary End Semester Examinations – June 2016

(Regulations: R14)

FINANCIAL 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 B only. Q.no 6 which is a case study is compulsory.

Q.1(A) Define Accounting. State its functions. How is it different from Book-Keeping? 10M

OR

Q.1(B) From the following Trial Balance of Sekhar, prepare Trading and Profit and Loss Account for the year ending 31st March, 2013 and Balance Sheet as on that date. 10M

<i>Particulars</i>	<i>Debit (Rs.)</i>	<i>Credit (Rs.)</i>
Buildings	20,000	--
Capital Account	--	60,000
Purchases and Sales	10,000	30,000
Opening Stock (01.04.2012)	5,000	--
Debtors and Creditors	12,000	6,000
Drawings	4,000	--
Sales Returns and Purchase Returns	2,000	500
Freight	2,500	--
Office Salaries	8,000	--
Wages	1,500	--
Postage and Telegrams	1,000	--
Machinery	15,000	--
Bills Receivable and Bills Payable	8,000	2,000
Advertisement	2,000	--
Cash in hand	3,500	--
Loose tools	4,000	--
	98,500	98,500

Adjustments:

1. Closing stock was valued at Rs.6,000.
2. Depreciation buildings by 10 per cent and Loose Tools are re-valued at Rs.3,500
3. Interest on Capital at 10% and drawings at 5%.

Q.2(A) The balance sheet of ABC Ltd. is as follows on 31.12.20015.

10M

<i>Liabilities</i>	<i>Rs.</i>	<i>Assets</i>	<i>Rs.</i>
Share Capital Equity Shares of Rs.10 each	10,00,000	Fixed Assets Investments (6% Govt. Loan)	8,00,000 2,00,000
General Reserve	4,00,000	Current assets	8,00,000
Profit & Loss A/c	2,00,000		
Current Liabilities	2,00,000		
	18,00,000		18,00,000

Net profit after taxation 2013 – Rs.2,60,000, 2014 - Rs.2,50,000 and 2014 – Rs.3,00,000. The Goodwill may be taken as 4 years purchase of average super profits. Normal return on average capital employed is 15%. The current assets are to be taken as Rs.8,40,000. Ascertain the value of goodwill.

OR

Q.2(B) Explain the FIFO and LIFO methods of valuation of material issues. Discuss the effects of rising prices and falling prices on these two methods of pricing of material issues. 10M

Q.3(A) What is meant by pro-rata allotment of shares? Explain the rules relating to re-issue of forfeited shares. 10M

OR

Q.3(B) Journalize the following transactions at the time of issue of and redemption of debentures. Assume the face value of each debenture as Rs.1,000. 10M

- A debenture issued at Rs.1,000, redeemable at Rs.1,000.
- A debenture issued at Rs.950, redeemable at Rs.1,000.
- A debenture issued at Rs.950, redeemable at Rs.1,050.
- A debenture issued at Rs.1,000, redeemable at Rs.1,050.
- A debenture issued at Rs.1,050, redeemable at Rs.1,000.

Q.4(A) Discuss the importance of financial ratios. Explain the profitability ratios with respect to Sales and Investment. 10M

OR

Q.4(B) Discuss the importance of financial ratios. Explain the profitability ratios with respect to Sales and Investment. 10M

<i>Liabilities</i>	<i>31.12.10</i>	<i>31.12.11</i>	<i>Assets</i>	<i>31.12.10</i>	<i>31.12.11</i>
Share Capital	1,00,000	1,00,000	Goodwill	12,000	12,000
General Reserve	14,000	18,000	Buildings	40,000	36,000
Profit and Loss A/c	16,000	13,000	Plant	37,000	36,000
Sundry Creditors	8,000	5,400	Investments	10,000	11,000
Bills Payable	1,200	800	Stock	30,000	23,400
Provision for Taxation	16,000	18,000	Bills Receivable	2,000	3,200
Provision for Doubtful Debts	400	600	Debtors	18,000	19,000
			Cash at Bank	6,600	15,200
	1,55,600	1,55,800		1,55,600	1,55,800

The following additional information has also been given:

- Depreciation charged on plant was Rs.4,000 and on building Rs.4,000.
- Provision for taxation of Rs.19,000 was made during the year 2011.
- Interim dividend of Rs.8,000 was paid during the year 2011.

Q.5(A) What do you mean by computerized accounting? Explain the advantages and disadvantages of computerized accounting. 10M

OR

Q.5(B) Narrate the Accounting and Inventory features of Tally ERP. 10M

Q.6 **CASE STUDY** 10M

Prepare Balance sheet from the following details:

- i) Stock velocity - 6 times
- ii) Capital Turnover Ratio – 2 times.
- iii) Fixed assets Turnover Ratio – 4 times
- iv) Gross Profit Ratio – 20%
- v) Debtors Velocity – 20 months
- vi) Creditors Velocity – 73 days.
- vii) Gross Profit – Rs.60,000
- viii) Reserves and Surplus – Rs.20,000
- ix) Closing Stock Rs.5,000 in excess of Opening Stock.

*****END*****

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QUANTITATIVE ANALYSIS

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 B only. Q.no 6 which is a case study is compulsory.

- Q.1(A) The market supply function of a commodity is $q=80+4p$ where q denotes the quantity supplied and p denotes the market price. The unit product cost is Rs.1.50. The government feels that a total profit of Rs240 is desirable. What is the price that the farmer has to receive so that he can realize this profit 10M

OR

- Q.1(B) Find the n^{th} derivatives of $1/(1-5X+6X^2)$ 10M

- Q.2(A) The runs scored by two batsman A&B in ten innings are as follows: 10M
- | | | | | | | | | | | |
|-------|----|-----|----|----|---|-----|----|----|----|----|
| By A: | 10 | 115 | 5 | 73 | 7 | 120 | 36 | 84 | 29 | 19 |
| By B: | 45 | 12 | 76 | 42 | 4 | 50 | 37 | 48 | 13 | 0 |
- Who is better run getter? Who is more consistent?

OR

- Q.2(B) Calculate the Quartile Deviation for the following data 10M
- | | | | | | | | |
|-----------------|----------------|-------|-------|--------|---------|---------|-----------|
| Income (in Rs.) | : Less than 50 | 50-70 | 70-90 | 90-110 | 110-130 | 130-150 | above 150 |
| No. of persons: | 54 | 100 | 140 | 300 | 230 | 125 | 51 |

- Q.3(A) Define the term correlation. Explain about the types of correlation 10M

OR

- Q.3(B) From the following data, obtain the two regressions equations: 10M
- | | | | | | | | | | | |
|-----------|------|----|-----|-----|----|-----|----|----|-----|----|
| Sales | : 91 | 97 | 108 | 121 | 67 | 124 | 51 | 73 | 111 | 57 |
| Purchases | : 71 | 75 | 69 | 97 | 70 | 91 | 39 | 61 | 80 | 47 |

- Q.4(A) A business man goes to hotels X, Y,Z, 20%, 50%, 30% of the time respectively. It is known that 5%, 4%,8% of the rooms in X,Y,Z hotels have faulty plumbing. What is the probability that business man's room having faulty plumbing is assigned to 10M
- (i) Hotel x (ii) Hotel Y (iii) Hotel Z

OR

- Q.4(B) Prove that $P(A \cup B) = P(A) + P(B) - P(A \cap B)$ 10M

Q.5(A) Fit a Poisson distribution to the following data and calculate the theoretical frequencies: 10M

X: 0 1 2 3 4

Y: 123 59 14 3 1

OR

Q.5(B) (i) Explain binomial distribution and obtain mean and variance of the distribution. 10M
(ii) Out of 800 families with 5 children each, how many would you expect to have 4 boys, 3 girls, either 2 or 3 boys? Assume equal probabilities for boys and girls.

Q.6(A) **CASE STUDY (COMPULSORY)** 10M

Calculate the Karl Pearson's co-efficient of skewness from the following data:

Size	:	1	2	3	4	5	6	7
Frequency	:	10	18	30	25	12	3	2

END

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BUSINESS LAW AND REGULATIONS

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 B only. Q.no 6 which is a case study is compulsory.

- | | | |
|-----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|
| Q.1(A) | Define Business Law. Discuss the nature and scope of Business Law. | 10M |
| OR | | |
| Q.1(B) | “All Agreements are not Contracts but all Contracts are Agreements”. Discuss. | 10M |
| <hr/> | | |
| Q.2(A) | State the essentials of a contract of Sale of Goods Act, 1930. | 10M |
| OR | | |
| Q.2(B) | Discuss the rights and duties of Bailer and Bailee. | 10M |
| <hr/> | | |
| Q.3(A) | Explain the different modes of dissolution of a partnership firm. | 10M |
| OR | | |
| Q.3(B) | What are the different types of companies? Distinguish between private company and public company. | 10M |
| <hr/> | | |
| Q.4(A) | What do you mean by Bills of Exchange? Explain the types of Bills of Exchange. | 10M |
| OR | | |
| Q.4(B) | What is ‘Endorsement’? What are the essential features of ‘Endorsement’? | 10M |
| <hr/> | | |
| Q.5(A) | Explain the provisions relating to residential status of an individual and HUF. | 10M |
| OR | | |
| Q.5(B) | Describe the objectives of the IT Act, 2000. | 10M |
| <hr/> | | |
| Q.6 | Mr. Devadas while he was so drunk that he didn’t know what he was doing, bid successfully at an auction for the purchase of a house. It was clear to the auctioneer that Mr. Devadas didn’t know what he was doing. However, after Devadas sobered up he confirmed the contract with the auctioneer. He then subsequently refused to complete the contract. Is Mr. Devadas be bound your assignment. | 10M |

*****END*****

