

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

MBA I Year I Semester (R16) Supplementary End Semester Examinations – June / July 2017

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)	Discuss the role of various approaches of Management theory. Which approach, do you think, adequately clears the nature of Management?	8M
OR		
Q.1(B)	Define system? Discuss Management as a system bringing out its basic features as such.	8M
Q.2(A)	What are the essential characteristics of a good decision? How can a manager make effective decisions?	8M
OR		
Q.2(B)	What do you mean by 'Span of Management'? As a manager, do you prefer a narrow or wide span? Why?	8M
Q.3(A)	What is Learning? Explain importance of Learning in the present competitive environment?	8M
OR		
Q.3(B)	What is the concept of hierarchy of needs? Explain how this concept is useful for a manager?	8M
Q.4(A)	What is a Group? Differentiate group from Team?	8M
OR		
Q.4(B)	'Leadership is situational' give your opinion	8M
Q.5(A)	Write short notes on (i) Distress and (ii) Eustress	8M
OR		
Q.5(B)	What is Organizational Culture? Distinguish between organizational culture and climate?	8M
Q.6	CASE STUDY	10M

Sunny elevators, a domestic lift manufacturing firm, was set up by Ramachandrayya at Guntur in 2015. The company involves installation of lifts for apartments and serve Andhra Pradesh state. This is a small scale firm employed 50 workers and supervisors of all. Ramachandrayya look after all the functions such as purchasing of material, marketing and other operations. All the workers work like a family member. Ramachandrayya strongly feel that strict company rules are not essential to manage the firm at the present scenario. Though there are giants in the industry, Sunny elevators performing reasonably well through flexible payment options for the clients. Ramachandrayya wanted to find a successor for his small business. He entrusted the company to his son Mr. Chandrakiran who recently has graduated from a premium MBA college. Mr. Chandrakiran wants to enhance the value of their

market share by expanding the business beyond horizons. He started implementing his managerial know-how and the principles of scientific management that he had learned during his course time. He started insisting all employees to document the operations. He also insisted employees to follow standardized policies such as working hours, casual leaves and so on. Very soon Ramachandrayya noticed company lost so much of productivity and started running into loss. He wondered to see how the sudden downfall of the company happened. Now he is very seriously discovering the facts behind the downfall.

1. What reasons you draw for the downfall of the company?
2. What turnaround measures you suggest to the company?

*****END*****

Hall Ticket No:

Course Code: 16MBA102

MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE
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MBA I Year I Semester (R16) Supplementary End Semester Examinations – June/July 2017
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) “Managerial economics is an integration of micro-economic principles with business practice for the purpose of decision making” – Discuss? 8M

OR

Q.1(B) Discuss Baumol’s theory of sales revenue maximization? 8M

Q.2(A) Define Demand? Explain the determinants of demand? 8M

OR

Q.2(B) Define law of supply and discuss elasticity of supply? 8M

Q.3(A) Define production function? Explain Cobb- Douglas production function? 8M

OR

Q.3(B) Explain i) Opportunity Cost
ii) Discounting Principle
iii) Marginal cost
iv) Incremental Cost 8M

Q.4(A) What are the assumption of Break even analysis? How do you determine the Break Even Point using Algebraic Method? 8M

OR

Q.4(B) What are the causes of Monopoly? How monopolists determine price and output in short run? 8M

Q.5(A) Explain a) GDP & GNP
b) Per Capita Income 8M

OR

Q.5(B) Discuss how Consumer Price Index measures inflation rate in the country 8M

Q.6 **Case Study** 10M

A departmental store conducted a study of the demand for men’s shirts and derived the Relationship between daily demand(D) and price(P) as $D=700-5P$

1. How many shirts per day can the store expect to sell at a price of Rs.100
2. If the store wants to sell 100 shirts per day what price should it charge
3. What is revenue maximizing demand?
4. Determine price elasticity of demand when price P changes from Rs50 to Rs 49 and discuss.

END

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MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE
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MBA I Year I Semester (R16) Supplementary End Semester Examinations – June 2017
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.

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|--------|--|----|
| Q.1(A) | Explain the nature and scope of Business Environment in current business scenario. | 8M |
| OR | | |
| Q.1(B) | Elaborate 1991 industrial policy in india. | 8M |
| <hr/> | | |
| Q.2(A) | Narrate the disequilibrium and various policy measures for correct BOP. | 8M |
| OR | | |
| Q.2(B) | Justify the exchange rate movements and their impact in Indian economy. | 8M |
| <hr/> | | |
| Q.3(A) | Elaborate the role of public debt in Indian economy? | 8M |
| OR | | |
| Q.3(B) | Discuss the various sources of public revenue of the union government in India. | 8M |
| <hr/> | | |
| Q.4(A) | Discuss how RBI regulates the credit control in the country. | 8M |
| OR | | |
| Q.4(B) | Discuss the role of finance commission in India. | 8M |
| <hr/> | | |
| Q.5(A) | What is financial system? Describe in brief the various components of financial system? | 8M |
| OR | | |
| Q.5(B) | Describe in brief the various components of financial system to keep the economy in right way. | 8M |

Q.6

Case Study**Capcon's Entry in Malaysia**

Capcon Inc is a company incorporated in the united states. It is relatively small company, which produces rubber and plastic products. Due to booming plastic market in the united states, Capcon Inc has been quit successful. But in recent pat, the demand for its products has been dwindling and the company performance has been hit. Due to these circumstances, David Holm, Chief financial officer of the company, it is exploring alternatives for the future of the company. An alternative is to import some parts from overseas and expand the company sales to foreign countries. The initial focus is Malaysia, which recently experienced weak economic conditions and Capcon Inc could purchase components in Malaysia at a low cost. Holmis aware that the company competitors have already begun importing production components from Malaysia. Not only would Capcon Inc be able to reduce costs by importing rubber and plastic from Malaysia due to low costs of these inputs, but it might also be able to augment weak US sales by exporting to Malyasia. In the long term, the company might even establish a subsidiary there.

10M

Hol decided to counteract the decreasing demand for rubber plastic products by exporting these products to Malaysia. Moreover, due to low cost of rubber and plastic in Malaysia. Holm decided to import some of the components and raw materials needed to manufacture his company products from Malaysia. He felt that importing rubber and plastic components will give a comparative cost advantage to the company. Presently a small part of the company's products are being sold in Malaysia. Moreover, the company faces little competition in Malaysia from other US rubber and plastic products manufacturers. Competitors who export products to Malaysia invoice their exports in US Dollars. Currently, The company follows a policy of invoicing in the host currency. Holm felt that this strategy would give the company a competitive advantage since importers of Malaysia can plan more easily when they do not have to worry about paying differing amounts due to currency fluctuations. Further more the company's primary customer in Malaysia has committed itself to purchasing certain amount of products annually if Capcon Inc will invoice in Malaysian currency for a period of 3 years. Purchase of components from exporters of Malaysia are currently invoiced in the Malaysian currency. Holm is rather content with the current arrangements and believes the lack of competitors in Malaysia, the quality of products and its approach to pricing will strengthen the company's position in the Malaysian market in the future. Holm also feels that importers of Malaysia will prefer Capcon Inc products to its competitors because of invoicing in the local currency.

However Capcon Inc financial analyst Rose Halt has doubts about the future success of the company. Rose believes that the strategy for sales and imports in Malaysia is sound, but she is concerned about the current expectations from the Malaysian economy. Current forecasts indicate a high level of anticipated inflation, a decreasing level of national income and a continued depreciation of the Malaysian currency. In her opinion, all these developments could affect Capcon Inc financially, given the company's current arrangements with its suppliers and Malaysian importers. Both Malaysian consumers and companies might adjust their spending habits, should certain developments occur.

Discussion Questions:

1. How can a continuous depreciation of the currency and higher level of inflation in Malaysia affect Capcon Inc operations?
2. How can a decreasing level of national income in Malaysia affect Capcon Inc?
3. How can the operations of Capcon Inc affect the Balance of Payments of Malaysia?

END

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MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE
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MBA I Year I Semester (R16) Supplementary End Semester Examinations – June/July 2017

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 B only. Q.no 6 is compulsory

Q.1(A) 'The agreement of a trial balance is not conclusive evidence as to the arithmetical accuracy of books of accounts.' Justify. 8M

OR

Q.1(B) From the following trial balance, you are required to prepare Trading, Profit and Loss Account for the year ended 31st March, 2016 and Balance Sheet as on that date after taking into account the given adjustments. 8M

Trial Balance as on 31st March, 2016

Particulars	Amt. (Rs.)	Particulars	Amt. (Rs.)
Purchases	98,000	Capital	70,000
Machinery	4,000		
Building	1,00,000	10% Debentures	12,000
Stock (1.04.2015)	15,000	Creditors	45,000
Printing and Stationery	1,750	Bank overdraft	7,000
Sundry Debtors	35,000		
Salaries	11,000	Sales	1,58,000
Audit Fees	700	Bills payable	250
Sundry Expenses	3,500	Purchase Returns	3,500
Furniture	8,000		
Investment	10,000		
Cash	4,000		
Interest on debentures	800		
Carriage Inwards	1,300		
Travelling Expenses	2,700		
	2,95,750		2,95,750

Adjustments:

- Closing stock was valued at the cost of Rs.16000. (Market value being Rs.15,000.)
- Furniture value was reduced to Rs.7500/-

Q.2(A) Elaborate various methods of goodwill valuation.

8M

OR

Q.2(B) In pricing the gallons of petrol sold, service station-A follows FIFO method, while service station-B follows LIFO method. On 1st January both had the same quantity in stock viz., 6000 gallons at Rs.2.60 paise per gallon. 8M

During the month each station received additional supplies of 6000 gallons at Rs.2.75 paise per gallon. Sales for each of these two stations during the month were 8000 gallons at Rs.2.90 paise per gallon. Determine for each service station the profit earned during the month and the value of petrol in stock at the end of the month.

Q.3(A) State when shares are forfeited? Explain the accounting treatment regarding the re-issue of forfeited shares. 8M

OR

Q.3(B) M/s ABC Ltd., has issued capital of 100000, 10% preference shares of Rs.10 each and 200000 equity shares of Rs.10 each. The preference shares and equity shares were issued at par, the amount payable are as follows: 8M

Amount payable on	10% Preference shares	Equity shares
Application	Rs.2	Rs.2
Allotment	Rs.4	Rs.3
First call	Rs.2	Rs.2
Final call	Rs.2	Rs.3

Applications were received for the whole of preference shares and equity shares. All the calls were duly made and the entire amount was received.

Pass necessary journal entries in the books of M/s ABC Ltd.,

Q.4(A) "Accounting ratios help to judge the liquidity position of a business". Comment. 8M

OR

Q.4(B) Analyze major classification of cash flows as per AS-3 (revised) 8M

Q.5(A) Describe the process of recording business transactions through Tally. 8M

OR

Q.5(B) "The need and requirements of computerized accounting in the modern business world shall be given due consideration". Comment. 8M

Q.6 The Balance sheet of Naronath & Co. as on 31.12.2016 are given below: 10M

Liabilities	Amount	Assets	Amount
Equity capital	1,00,000	Fixed Assets	1,80,000
15% Preference shares	50,000	Stock	25,000
12% Debentures	50,000	Debtors	55,000
Retained Earnings	20,000	Bills Receivable	3,000
Creditors	<u>45,000</u>	Bank	<u>2,000</u>
	<u>2,65,000</u>		<u>2,65,000</u>

Comment on the short-term and long-term solvency position of the Company by calculating current ratio, quick ratio, super quick ratio, fixed assets ratio and debt-equity ratio.

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MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE
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MBA I Year I Semester (R16) Supplementary End Semester Examinations – June/July 2017
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) All contracts are agreements, but all agreements are not contracts". Discuss this statement in the light of section 10 of the act. 8M

OR

Q.1(B) Explain the law regarding contracts made by minors? 8M

Q.2(A) Define the term partnership? What are the rights and duties of partners? 8M

OR

Q.2(B) What is partnership? Explain the procedure for registration of a partnership firm? 8M

Q.3(A) What are the powers and Duties of a company director – Explain? 8M

OR

Q.3(B) "Memorandum of Association is the charter of a company and defines the limitations on the powers of the company? 8M

Q.4(A) "No seller of goods can give the buyer of goods a better title to the goods than he himself has" – Discuss this rule with their exceptions? 8M

OR

Q.4(B) Explain the term 'Delivery' as used in a contract of sale and state the rules regarding valid delivery of goods. 8M

Q.5(A) State the provisions relating to residential status of an individual and HUF with examples. 8M

OR

Q.5(B) Briefly explain the provisions of Information Technology Act 2000 dealing with Cyber Laws. 8M

Q.6 **Case Study** 10M

X a minor, lent Rs.100000 to Y at the market rate of interest on the basis of a promissory note? A year thereafter, when X attained majority, he filed a suit against Y for recovery of the amount thereon. Y contended that since X was minor at the time when loan was advanced, the contract was void. Will Y succeed?

END

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MBA I Year I Semester (R16) Supplementary End Semester Examinations – June/July 2017

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) In a survey of 600 families, the following information is obtained : 8M
 300 families read Times of India, 294 read Indian Express, and 168 families read both the papers. Find
 (i) The number of families who read at least one news paper
 (ii) The number of families who read none of the two news papers.
 (iii)

OR

- Q.1(B) Find the inverse of the matrix A, where 8M

$$A = \begin{pmatrix} 2 & 5 & 3 \\ 3 & 4 & 1 \\ 1 & 6 & 2 \end{pmatrix}$$

- Q.2(A) Calculate arithmetic mean and median of the following frequency distribution: 8M

Sales (in Rs 'ooo)	10-20	20-30	30-40	40-50	50-60	60-70	70-80
No of shops	5	12	22	30	26	18	11

OR

- Q.2(B) Calculate Bowley's Coefficient of skewness from the following table 8M

Wages (in Rs.):	50-60	60-70	70-80	80-90	90-100	100-110	110-120
No. of Persons:	15	18	17	30	40	20	10

- Q.3(A) Calculate the Karl Pearson's coefficient of correlation for the following ages of husbands and wives at the time of their marriage and comment 8M

Age of Husband (in Years)	23	27	28	28	28	30	30	33	35	38
Age of Wife (in Years)	18	20	22	27	21	29	27	29	28	29

OR

- Q.3(B) The height of fathers and sons is given in the following table. Find the two lines of regression and estimate the expected average height of the son when the height of the father is 67.5 inches 8M

Height of father (in inches):	65	66	67	67	68	69	71	73
Height of son (in inches);	67	68	64	68	72	70	69	70

Q.4(A) In a bolt factory, machines A, B, C manufacture respectively 25%,35% and 40% of the total. Of their output 5%, 4%, 2% are known to be 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?
(i) Machine A (ii) Machine B (iii) Machine C 8M

OR

Q.4(B) Four cards are drawn at random from a pack of 52 cards. Find the probability that 8M
(i) They are a king, a queen, a jack and an ace
(ii) Two are kings and two are aces

Q.5(A) A car hire firm has two cars which it hires out day by day. The number of demands for a car on each day is distributed as a Poisson variate with mean 1.5. Calculate the proportion of days on which (i) Neither car is used (ii) Some demand is refused. 8M

OR

Q.5(B) As a result of on 2,000 electric bulbs manufactured by a company, it was found that the life time of the bulb was normally distributed with an average life of 2,040 hours and standard deviation of 60 hours. On the basis of the information, estimate the number of bulbs that is expected to burn for 8M
(a) More than 2,150 hours and (b) less than 1,960 hours

Q.6 **CASE STUDY** 10M

Ten competitors in a beauty contest are ranked by three judges in the following order:

1 st Judge:	1	6	5	10	3	2	4	9	7	8
2 nd Judge:	3	5	8	4	7	10	2	1	6	9
3 rd Judge:	6	4	9	8	1	2	3	10	5	7

Use the rank correlation coefficient to determine which pair of judges has the nearest approach to common tastes in beauty.

*****END*****