

MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE

(UGC-AUTONOMOUS)

MBA I Year I Semester (R16) Regular & Supplementary End Semester Examinations – Dec 2017**MANAGEMENT & ORGANIZATIONAL BEHAVIOR**

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) Management is an art of getting the things done by others- Explain. 8M
- OR**
- Q.1(B) What is corporate social responsibility? Explain the role of a business unit in building a society? 8M
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- Q.2(A) Define organizational structure? Mention the determinants of organizational structure. 8M
- OR**
- Q.2(B) Write a short notes on (a) Line organization (b) staff organization 8M
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- Q.3(A) What is learning? Discuss various theories of learning? 8M
- OR**
- Q.3(B) Write short notes on (a) Two-factor theory (b) ERG theory of motivation 8M
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- Q.4(A) What is a group? Explain the need for formation of a group? 8M
- OR**
- Q.4(B) Compare and contrast different behavioral theories of leadership? 8M
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- Q.5(A) What is stress? Differentiate the distress from eustress. 8M
- OR**
- Q.5(B) Define organizational culture? Explain the factors contributing in formation of a culture? 8M
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- Q.6 **Case Study** 10M
- Mr. Ramachandra is the Executive Director of a multi specialty hospital in Andhra Pradesh. He asked Mr. Praveen, HR Manager, to take steps to recruit the personnel for housekeeping, canteen, security and records maintenance and finalize the advertisement within two days. The HR Manager presented two proposals. One to outsource the services and another is to employ the staff. The cost estimation for outsourcing would be 50% less than the cost of hiring the above mentioned staff. Mr. Ramachandra decided to hire staff instead of outsourcing and executed the decision. After a year the internal audit report disclosed that the cost of casual labor is alarming in the company.
1. Do you think the decision taken by the Executive Director is right? If yes Why?
 2. Suggest Mr. Ramachandra an ideal decision making process through which errors may be minimized.

*****END*****

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MBA I Year I Semester (R16) Regular End Semester Examinations – December 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)	Define Managerial Economics and Discuss its Nature and Scope of Managerial Economics?	8M
OR		
Q.1(B)	Explain the Role of Managerial Economist in Decision Making Process?	8M
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Q.2(A)	What is Law of Demand? Explain Exceptions of Law of Demand?	8M
OR		
Q.2(B)	Define Elasticity of Demand and Discuss Price Elasticity of Demand?	8M
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Q.3(A)	Explain Cobb-Douglas Production Function and its Importance?	8M
OR		
Q.3(B)	Write a note on Internal and External Economies of Scales?	8M
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Q.4(A)	What are the Features of Perfect Competition Market? Discuss Price-Output Determination in Short and Long Run?	8M
OR		
Q.4(B)	Explain Skimming, Penetration and Pricing of Multiple Products?	8M
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Q.5(A)	Define National Income and Discuss Various Concepts of National Income?	8M
OR		
Q.5(B)	Write a Note on Measurements of National Income?	8M
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Q.6	Case Study	10M

Student's Dilemma

A small state university is faced with a critical financial problem. At present tuition rates, the university is loosing 5 crore per year. The head of the university urges that there should be a 25% increase in tuition fee. Based on the total students enrolled, he projects that this increase would cover the 5 crore deficit in revenues. Student leaders protest but it falls on deaf ears. Students realise that their only hope is to demonstrate that the tuition hike is not in the best interest of the university. What can they do? Students find a journal article that discusses the price elasticity of demand for college education. The author estimates that the elasticity of enrollment at state universities is -1.3 with respect to tuition charges. That is, a 1% increase in tuition would decrease enrollments by 1.3%. The data are

current. Based on the elasticity estimate, the students calculate that the proposed tuition hike of 25% would decrease enrollment by 32.5%. This would result in a decrease in total revenue even after tuition increase. The university is given this information and it is forced to withdraw its proposed hike and find alternative ways to meet the deficit.

Question:

1. Evaluate the ultimate decision of the university to withdraw the proposed hike?

*****END*****

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MBA I Year I Semester (R16) Regular & Supplementary End Semester Examinations – Dec 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.

Q.1(A)	What is industrial policy? Explain the features of New economic policy 1991	8M
OR		
Q.1(B)	Describe the role of political and government factors on functionality of a business unit in India.	8M
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Q.2(A)	What is BOP? Identify causes of disequilibrium in BOP?	8M
OR		
Q.2(B)	Critically examine the investment avenues available for foreign investors in India?	8M
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Q.3(A)	World economic forum (WEF) ranks India 40 th most competitive economy among 137 countries- Respond and suggest to improve the ranking.	8M
OR		
Q.3(B)	Write the recent trends in global economy?	8M
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Q.4(A)	What is fiscal policy? Write various components of fiscal policy?	8M
OR		
Q.4(B)	Evaluate the recent fiscal policy of government of India.	8M
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Q.5(A)	Do changes in interest rates primarily affect the supply of money or the demand for money? Explain your answer?	8M
OR		
Q.5(B)	Write the features of SICA (special provisions) Act 1985.	8M
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Q.6	Case Study	10M
<p>Goods and Services Tax (GST) is an indirect tax which was introduced in India on 1 July 2017 and was applicable throughout India which replaced multiple cascading taxes levied by the central and state governments. It was introduced as The Constitution (One Hundred and First Amendment) Act 2017, following the passage of Constitution 122nd Amendment Act Bill. The GST is governed by a GST Council and its Chairman is the Finance Minister of India. Under GST, goods and services are taxed at the following rates, 0%, 5%, 12% ,18% and 28%.GST is a single tax on the supply of goods and services, right from the manufacturer to the consumer. Credits of input taxes paid at each stage will be available in the subsequent stage of value addition, which makes GST essentially a tax only on value addition at each stage. The final consumer will thus bear only the GST charged by the last dealer in the supply chain, with set-off benefits at all the previous stages. A robust and</p>		

comprehensive IT system would be the foundation of the GST regime in India. Therefore, all tax payer services such as registrations, returns, payments, etc. would be available to the taxpayers online, which would make compliance easy and transparent. GST will ensure that indirect tax rates and structures are common across the country, thereby increasing certainty and ease of doing business. In other words, GST would make doing business in the country tax neutral, irrespective of the choice of place of doing business.

1. Analyze the impact of GST on Indian industry
2. How does GST replace multiple cascading effect?

*****END*****

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MBA I Year I Semester (R16) Regular & Supplementary End Semester Examinations – Dec 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 Part B only. Q.no 6 which is a case study is compulsory.

Q.1(A) Narrate the concepts and conventions of accounting with suitable examples. 8M

OR

Q.1(B) From the following trial balance, you are required to prepare Trading and Profit and Loss account for the year ended 31st March, 2015 and Balance Sheet as on that date after taking into account the given adjustments. 8M

Trial Balance as on 31st March, 2015

Particulars	Dr. (Rs.)	Particulars	Cr. (Rs.)
Drawings	1,000	Capital	88,000
Plant and Machinery	50,000	Sales	2,34,000
Furniture and Fixtures	6,000	Purchase returns	2,000
Loose tools	10,000	Discount	3,000
Goodwill	5,000	Creditors	22,000
Opening stock	10,000	Reserve for bad and doubtful debts	1,000
Purchases	1,06,000		
Sales returns	4,000		
Wages	50,000		
Carriage inwards	6,000		
Salaries	20,800		
General expenses	36,000		
Rent and Taxes	7,200		
Postage and Telegram	6,000		
Debtors	25,000		
Cash at bank	7,000		
	3,50,000		3,50,000

Adjustments:

1. Stock on 31-03-2015 was valued at Rs. 15,400.
2. Depreciate Plant and Machinery at 5 %, Furniture and Fixtures at 6 % and Loose tools revalued at Rs. 8,000.
3. Reserve for bad and doubtful debts to be maintained at 5 % on debtors.
4. Maintain reserve for discount on debtors and creditors at 2 %.
5. General expenses unpaid Rs. 4,000.

Q.2(A)	Illustrate various methods of inventory valuation.	8M	
OR			
Q.2(B)	From the following information, calculate the value of goodwill taking three years of purchase of super profits.	8M	
	1. Average capital employed Rs. 9,00,000.		
	2. Net trading profits for the last 3 years are Rs. 1,61,000, Rs. 1,36,050 and Rs. 1,68,750.		
	3. Expected return on capital invested in the same type of business is 12%.		
	4. Fair remuneration to proprietor for his service is Rs. 18,000.		
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Q.3(A)	A company offered for subscription of 55,000 shares of Rs. 10/- each. Rs. 3 payable on application, Rs. 4 on allotment and Rs. 3 on first and final call. The offer was fully subscribed and all the money called up was duly received except the call Rs.3 per share on 820 shares. The company after due notice, forfeited the shares according to the articles of association. Pass journal entries necessary to record the above transactions.	8M	
OR			
Q.3(B)	Define a 'debenture' and explain various types of debentures.	8M	
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Q.4(A)	Comment on the significance and types of ratios.	8M	
OR			
Q.4(B)	Distinguish between funds flow statement and cash flow statement.	8M	
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Q.5(A)	Distinguish between manual accounting and computerised accounting.	8M	
OR			
Q.5(B)	Define 'Tally' and explain how you record business transactions through tally.	8M	
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Q.6	Case Study	10M	
	From the data given below, comment on the profitability and financial position of the Company.		
Opening stock	- Rs. 99,500/-	Closing stock	- Rs. 1,49,000/-
Sales	- Rs. 8,50,000/-	Operating expenses	- Rs. 1,95,000/-
Gross profit	- Rs. 3,40,000/-	Net profit	- Rs. 1,50,000/-
Fixed assets	- Rs. 2,30,000/-	Current assets	- Rs. 2,50,000/-
Shareholders' funds	- Rs. 2,60,000/-	Debentures	- Rs. 90,000/-
Current liabilities	- Rs. 1,30,000/-		

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MBA I Year I Semester (R16) Regular & Supplementary End Semester Examinations – Dec 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.

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|-----------|--|-----|
| Q.1(A) | “All Agreements are not Contracts, but all Contracts are Agreements”. Comment | 8M |
| OR | | |
| Q.1(B) | Explain the remedies for Breach of Contract with examples. | 8M |
| <hr/> | | |
| Q.2(A) | Discuss the importance of Partnership Deed. | 8M |
| OR | | |
| Q.2(B) | Narrate the process of Dissolution of a Partnership Firm. | 8M |
| <hr/> | | |
| Q.3(A) | Elucidate the features of a Company. | 8M |
| OR | | |
| Q.3(B) | Describe the duties and responsibilities of a Company’s Director. | 8M |
| <hr/> | | |
| Q.4(A) | Illustrate Implied Conditions and Warranties in a Contract of Sale with examples. | 8M |
| OR | | |
| Q.4(B) | Provide the rights of an Unpaid Seller against Buyer’s Behavior. | 8M |
| <hr/> | | |
| Q.5(A) | Outline the recent reforms in Indian Income tax system. | 8M |
| OR | | |
| Q.5(B) | Briefly write your views on the Information Technology Act 2000 dealing with E-Signature and E-Governance. | 8M |
| <hr/> | | |
| Q.6 | Mr. Arun is an employer and sends Ajay in search of pet Cat which has been missed for two days, After Ajay left in search of the Cat, Arun advertised in a news paper stating that whoever finds the Cat will be given a reward of Rs 5000. Ajay find out the cat and ignored the advertisement. | 10M |

Can he claim the reward? Justify your 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) The total cost function of producing and marketing X units of a commodity is given by $C = 1500 - 30x + x^2$ find the level of output at which it is minimum. Also find the minimum value of C. 8M

OR

- Q.1(B) Solve the following system of equations 8M
 $2X + 3Y - Z = 9$
 $X + Y + Z = 9$
 $3X - Y - Z = -1$

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

Salary (in Rs '000)	10	20	30	40	50	60	70
No. of persons	8	12	20	30	10	6	4

OR

- Q.2(B) From the information given below calculate Karl Pearson's coefficient of skewness and Bowley's coefficient of skewness for the companies I and II 8M

Wages	Mean	median	S.D	Q1	Q3
Company-I	150	142	30	62	195
Company-II	140	155	55	80	260

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

X	52	53	42	60	45	41	37	38	25	27
Y	65	68	43	38	77	48	35	25	30	50

OR

- Q.3(B) From the following information construct the two regression equations 8M

$$\sum x = 250 \quad \sum y = 300 \quad \sum xy = 7900$$
$$\sum x^2 = 6500 \quad \sum y^2 = 10000 \quad n = 10$$

Q.4(A) A card is selected at random from a pack of playing cards. What is the probability that it is (a) a red card (b) either a spade card or king card 8M

OR

Q.4(B) Probability that X,Y and Z becoming managers are 50%,30% and 20% respectively. The probabilities that bonus scheme will be introduced if X, Y, Z become managers are 20%, 40% and 60%. If the bonus scheme has been introduced, what is the probability that the manager appointed was Z 8M

Q.5(A) 2 % of the items manufactured by a company are defective. Items are packed in boxes. What is the probability that there will be (a) 3 defective items (b) at most 2 defectives in a box of 100 items. 8M

OR

Q.5(B) A sample of 100 dry battery cells tested to find the length of life produced the following results: mean (μ) = 12 hours, standard deviation (σ) =3 hours. Assuming the data to be normally distributed, how many number of batteries are expected to have life (a) between 10 and 14 hours (b) more than 15 hours 8M

Q.6 Case Study 10M

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

	Bangalore	Hyderabad	Chennai	Mumbai
Yes	60	50	45	58
No	40	35	25	32
No opinion	10	15	10	20

- What is the probability that
- a consumer prefers Brand A?
 - a consumer has no opinion about Brand A?
 - a consumer prefers brand A and from Chennai?
 - a consumer prefers brand A given that he was from Bangalore?

END