

Dt: 1/12/2016

IS-MBA — DDCE —  
101 (MCP) R & B

**2016**

*Time : As in Programme*

*Full Marks : 70*

*The figures in the right-hand margin indicate marks.*

*Answer from all the Sections as directed.*

**Section – A**

Answer any **three** of the following :  $12 \times 3 = 36$

1. "Management is a continuous process attaining the organizational goal in a systematic manner to satisfy the need of its users." Discuss.
2. What are the contributions made by Henry Fayol ? Give your view point whether these principles can be applied in the modern organization.
3. Define MBO. Discuss the objectives and process of implementation of MBO in an organization. Why MBO fails ?

PR – 1/1

( Turn over )

4. What is Coordination ? What are the different types, objectives and process of coordination ?
5. What is departmentation ? Write down the different bases of departments created by an organization ?

**Section - B**

Answer any three of the following : 8x3 = 24

1. What are the major findings of the Hawthorne experiments ?
2. A manager must have a multi-face personality as he has to play the multi-roles. Discuss.
3. What is Delegation ? Write down the various reasons for which people fear to delegate.
4. What is Controlling ? What are the different modern mechanisms of controlling the people ?
5. What is decision making ? Write down the process of decision making.

**Section - C**

Answer any two of the following : 5x2 = 10

1. What is Span of Management ? Discuss the different factors affecting the span ?

PR - 1/1

( 2 )

Contd.

2. How conceptual skills helps a manager to take strategic decisions ?
3. Differentiate between centralization and decentralization.
4. Distinguish between line organization and line and staff organization.



PR - 1/1 (600)

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**I-S-MBA-DDCE-102-(BRFW)R & B**

**2016**

**Full Marks- 70**

**Time -As in the Programme**

*The questions of equal value*

*Answer THREE questions from Group-A & B and TWO from Group-C as per the word limits mentioned.*

**Group-A(700-1000 words)**

*Each questions carries 12 marks*

1. Discuss the rule of consideration with essential elements. State the exception to the rule of consideration.

OR

Explain the essential features of Foreign Exchange Management Act.

2. "Acceptance to offer is just like a lighted match to a train of gun power" Explain.

[ Cont...

[ 2 ]

OR

What do you mean by transfer of title under the Sale of Goods Act, 1930 ? Explain the circumstances when the property in goods can be transferred without any title.

3. What do you mean by caveat emptor ? Discuss the exceptions to the rule of caveat emptor..

OR

Define negotiable instrument, Explain the types of negotiable instrument with essential characteristics.

**Group-B (400-500 words)**

Each questions carries 8 marks

1. Define bailment. Explain the duties of bailee under the contract of bailment.

OR

Explain the composition, powers and functions of the district forum under Consumer Protection Act.

[ Cont...

[ 3 ]

2. Define guarantee under Indian Contract Act. Discuss its essential elements.

OR

Discuss the essential features of the Information Technology Act, 2000.

3. Discuss the right of the Unpaid Seller.

OR

What do you mean by dishonor of instrument ? Explain the types of dishonor under Negotiable Instrument Act.

**Group-C (150-200 words)**

Each questions carries 5 marks

1. Cycler Appellate Tribunal

2. Define consumer

3. Contract of Indemnity

I-S-MBA-DDCE-102-(BRFW)R & B

**2016**

*Time : As in Programme*

*Full Marks : 70*

*The figures in the right-hand margin indicate marks.*

*Answer from all the Sections as directed.*

**Section – A**

Answer any **three** questions of the following :

12×3 = 36

1. Prove that the accounting equation is satisfied in all the following transactions. Verify the result by preparing Balance Sheet :

(i) Laxmi Priya commence business with :

Cash — ₹ 20,000

Goods — ₹ 12,000

Machine — ₹ 8,000

(ii) Purchased goods ₹ 5,000



## Section – B

Answer any **three** questions of the following :

8×3 = 24

3. What is Journal Proper ? Elaborate the following transactions which is recorded in the Journal Proper (Examples in each case is to be given) :
- (i) Closing Entries
  - (ii) Opening Entries
  - (iii) Adjusting Entries
  - (iv) Rectifying Entries
  - (v) Transfer Entries

4. What do you mean by Financial Statements ? Explain limitations and significance of financial statements.

5. M/S Sudha purchased a machinery for ₹ 4,00,000 on 01. 01. 2010 and purchased another machine on 01. 07. 2010 for ₹ 2,00,000. On 1st January, 2012. The machine purchased on 01. 01. 2010 became obsolete and was sold for ₹ 1,80,000.

Show how Machinery Account will appear in the books of M/S Sudha for 2010, 2011 and 2012 under straight line method. Depreciation is charged at the rate of 10% per annum.

1. What is a Trial Balance ? What are the different columns of a trial balance ? Explain the different methods of preparing trial balance.
2. What do you mean by Cash Flow Statement ? Note down the significance and objectives of Cash Flow Statement.

3. The following balances were extracted from the books of Mr. Brajesh on 30th June, 2016 :

Capital ₹ 24,500, Drawings ₹ 2,000, General Expenses ₹ 2,500, Building ₹ 11,000, Machinery ₹ 9,340, Stock ₹ 16,200, Power ₹ 2,240, Taxes and Insurance ₹ 1,315, Wages ₹ 7,200, Debtors ₹ 6,280, Creditors ₹ 2,500, Charity 105, Bad debt ₹ 550, Loan ₹ 7880, Sales ₹ 65,360, Purchases ₹ 47,000, Vehicle ₹ 2,000, Bad debt provision ₹ 900, Commission (Cr) ₹ 1,320, Vehicle Expenses ₹ 1,800, Bills payable ₹ 3,850, Cash ₹ 80, Bank Overdraft ₹ 3,300.

PR – 2/5

( 4 )

Contd.

PR – 2/5

( 5 )

( Turn over )

3. Prepare Final Accounts for the year ended 30th. June, 2016 after giving effect to the following adjustments :

- (a) Stock closing ₹ 23,500
- (b) Further Bad Debt ₹ 160
- (c) Provision for bad debt at 5% on debtors
- (d) Machinery depreciate at 10% and vehicle 12%

4. (e) Outstanding interest on overdraft ₹ 750

4. What is Bank Reconciliation Statement ? Discuss the causes for difference between Cash Book and Bank Pass Book.

5. What is Cash Book ? What are its types ? Note down each cash book significance and objectives.

**Section - C**

Answer any two questions of the following :  
5x2 = 10

1. Who are the users of Accounting Information ? Explain.

PR - 2/5 (6) Contd.

2. Write short note on proprietary Ratio.

3. Differentiate between Revenue Expenditure and Capital Expenditure.

4. Describe the various activities followed while preparing Cash Flow Statement as per AS - 7.



PR - 2/5 (600) (7) IS-MBA — DDCE - 103 (FA) R & B

**2016**

*Time : As in Programme*

*Full Marks : 70*

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*Answer from all the Sections as directed.*

**Section – A**

Answer any **three** questions of the following :

12×3 = 36

1. Define statistics and explain the scope of statistics. Also explain what their limitations are.
2. A manufacturer produces two types of models X and Y. Each model of the type X requires 4 hrs of grinding and 2 hrs of polishing ; whereas each model of the type Y requires 2 hrs of grinding and 5 hrs of polishing. The manufactures have 2 grinders and 3 polishers. Each grinder works 40 hrs/week and each polisher works



60 hrs/week Profit on model X is Rs. 3.00 and on model Y is Rs. 4.00. Whatever is produced in a week is sold in the market. How should the manufacturer allocate his production capacity to the two types of models, so that he may make the maximum profit in a week, solve it with graphic method ?

3. What is central tendency ? Explain different measurements of it ? What are their merits and demerits ?

4. Suppose the Director of the Chapel Hill Sanitation dept. is interested in the relationship between the age of a garbage truck and the annual repair expense she should expect to incur. In order to determine this relationship, the director has accumulated information concerning four of the trucks the city currently owns.

Truck number : 101 102 103 104

Age of truck : 5 3 3 1

Repair expense (in00\$) : 7 7 6 4

If the city has a truck that is 4 years old, how the director could use the equation to predict the annual repair expense for this truck.

PR - 3/1

( 2 )

Contd.

5. Determine how jobs should be assigned to machines to minimize setup times, which are given below :

	Job 1	Job 2	Job 3	Job 4
Machine 1	14	5	8	7
Machine 2	2	12	6	5
Machine 3	7	8	3	9
Machine 4	2	4	6	10

### Section - B

Answer any **three** questions of the following :

$$8 \times 3 = 24$$

1. Explain the characteristics of frequency distribution.
2. Explain the mathematical proprieties of correlation coefficients.
3. In a box there are 5 red balls, 3 black balls and 4 white balls, 2 balls are drop randomly. What is the probability that both are red balls ?
4. Discuss the addition and multiplication theorem of probability.

( 3 )

( Turn over )

5. Solve the transportation problem with VAM method :

From/to	A	B	C	Factory Capacity
D	5	4	3	10
E	8	4	3	30
F	9	7	5	30
Warehouse Req.	30	20	20	70

**Section – C**

Answer any two questions of the following :

$5 \times 2 = 10$

1. What are the limitations of statistics ?
2. How many ways four different students sit on four chairs if it is arranged in a straight line ?
3. What is the median of the following marks obtained by six different students ?  
Marks : 20, 85, 65, 47, 38, 45
4. What is Bayes rule in probability ?



PR – 3/1 (600)

(4)

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**IS-MBA — DDCE —  
105 (HRM) R & B**

**2016**

*Time : As in Programme*

*Full Marks : 70*

*The figures in the right-hand margin indicate marks.*

*Answer from all the Sections as directed.*

**Section – A**

Answer any **three** questions of the following :

12×3 = 36

1. Discuss the main functions, duties and responsibilities of a human resource manager in a modern industrial organization.
2. "Failure in planning and developing HR could be a limiting factor in attaining organisational goal."

Explain the statement in reference to the objectives and process of HR planning.

PR – 4/1

( Turn over )

3. Explain the process of selection which will ensure a match between the job and job holder on the one hand and job satisfaction and productivity on the other hand.

4. "A well thought out training programme is essential for all new employees, whether they have experience or not." Do you agree? In the light of this statement discuss the method of training.

5. What is performance appraisal? Explain in brief the method of performance appraisal.

#### Section – B

Answer any three questions of the following :

8×3 = 24

1. Discuss the importance of HRM in the contemporary business environment with special reference to india

2. Explain briefly the different types and important interview techniques used for selecting a supervisory and managerial staff.

3. What factors should be considered in fixing employee compensation ?

PR – 4/1

(2)

Contd.

4. Distinguish between promotion and transfer. What should be the basis of promotion — merit or seniority ?

5. Briefly explain the ways by which employees separate themselves from the enterprise they are serving.

#### Section – C

Answer any two questions of the following :

5×2 = 10

1. How is the concept of "Human Resource Management" different from that of "Personnel Management" ? Explain you answer.

2. Discuss the problems faced by a human resource manager. How does he overcome them ?

3. Briefly discuss the importance of proper induction of newly recruited employees.

4. Differentiate between sensitivity training and role playing.



PR – 4/1 (600)

(3)

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IS-MBA — DDCE —  
106 (MM) R & B

**2016**

*Time : As in Programme*

*Full Marks : 70*

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*Answer from all the Sections as directed.*

**Section – A**

Answer any **three** questions of the following :

12×3 = 36

1. What is the importance of marketing for the success of a business organisation and what are its important functions ?
2. What are the behavioural forces that influence buyers buying decision process ?
3. What is the relevance of product life cycle and what is the marketing-mix decision in each stage ?

PR – 5/3

(Turn over)

2. What is Skimming Pricing and Penetration Pricing ?
3. What is Product-Line Strategy ?
4. Introduce "Departmental Store" and "Chain Store".



PR – 5/3 (600)                      ( 3 )                      IS-MBA — DDCE –  
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4. What are the important functions of placement ? Describe Indian distribution system.
5. What is the importance of EPRG Model in international marketing ?

**Section – B**

Answer any **three** questions of the following : 8x3 = 24

1. What is the importance of "External Environment" in marketing decision making ?
2. What is the Marketing Management Process ?
3. What is Product-Mix and Product-Line Strategy ?
4. What is the significance of "AIDAS Model" in promotion planning ?
5. What is the importance of Services Marketing-Mix ? Discuss with examples.

**Section – C**

Answer any **two** questions of the following : 5x2 = 10

1. How marketing and services are distinguished ?

PR – 5/3                      ( 2 )                      Contd.

01:- 2.12.2016

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**2016**

*Time : As in Programme*

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*Answer from all the Sections as directed.*

**Section – A**

Answer any three of the following :  $12 \times 3 = 36$

1. The finance manager of XYZ Ltd. has to advise the Board of Directors on choosing between two competing proposals which require an equal investment of rupees one lakh and are expected to generate cash flows as under :

Year	Project – I (Rs.)	Project – II (Rs.)
1	48,000	20,000
2	32,000	24,000

PR – 6/1

(3) (Turn over)

Year	Project - I (Rs.)	Project - II (Rs.)
3	20,000	36,000
4	Nil	48,000
5	24,000	16,000
6	12,000	8,000

Which proposal should be recommended and why? Assume the cost of capital to be 10% p.a.

**Note :** The following are the present value factors at 10% per annum :

Year	Factor
1	.909
2	.826
3	.751
4	.683
5	.621
6	.564

2. What is the scope of finance function in a business enterprise? Should the goal of financial decision making be profit maximization or wealth maximization?

PR - 6/1

(2)

Contd.

3. Define the concept of "cost of capital". State how you determine the Weighted Average Cost of Capital (WACC) of a firm.

4. Give a critical appraisal of Net Income (NI) and Net Operating Income (NOI) theory of capital structure.

5. What do you understand by Working Capital? Explain the concepts of working capital? What factors would you take into consideration in estimating the working capital needs of a concern?

### Section - B

Answer any three of the following : 8×3 = 24

6. The following information is available in respect of the rate of return on investment (r), the cost of capital (k) and earnings per share (E) of ABC Ltd.

Rate of return on investment (r) = 10%

Cost of capital (k) = 12%

Earnings per share (E) = Rs. 20

PR - 6/1

(3)

(Turn over)



Determine the value of its share using Gordon's Model assuming the following :

Case	D/P ratio (1 - b)	Retention Ratio(b)
(a)	100	0
(b)	80	20
(c)	40	60

7. "Cash flows of different periods in absolute term are incomparable." Discuss.
8. The following information is related to ABC Ltd :

	Rs.
Sales	20,00,000
Variable Cost	14,00,000
Fixed (Operating) Cost	1,20,000
10% Debentures	10,00,000

What are its :

- (a) Operating Leverage  
 (b) Financial Leverage  
 (c) Combined Leverage

PR - 6/1

(4)

Contd.

9. Discuss the different spontaneous source of working capital finance.

10. Discuss the different dimensions of management of inventory in a large manufacturing concern.

### Section - C

Answer any two of the following :  $5 \times 2 = 10$

11. What is Internal Rate of Return (IRR) ?
12. What is irrelevance concept of dividend decisions ?
13. Name the factors affecting capital structure in practice.
14. What is operating cycle ?



PR - 6/1 (600)

(5)

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107 (FM) R & B

dt: 9.12.2016

**IS-MBA — DDCE —  
108 (OB) R & B**

**2016**

*Time : As in Programme*

*Full Marks : 70*

*The figures in the right-hand margin indicate marks.*

*Answer from **all** the Sections as directed.*

**Section – A**

Answer any **three** of the following :  $12 \times 3 = 36$

1. What are some of the major environmental challenges facing today's and tomorrow's organizations and management? Briefly describe the development of OB.
2. Discuss different methods of personality measurement. What are the personality traits that affect human behaviors at workplace?
3. "Most behaviors are learned, some from the experience of the self and some from the

PR – 7/1

(Turn over)

experience of others." Discuss this statement and explain it with the help of various theories of learning.

4. "The behavior of an individual at a particular moment is usually determined by his strongest need." In the light of this statement critically examine Herzberg's Two factor theory and make a comparison between theories of Herzberg's and Maslow.

5. "Hersey-Blanchard's situational models is based on a limited number of variables but these variables are quite significant." Comment. How will you compare Hersey-Blanchard's model with that of Fiedler?

#### Section -- B

Answer any **three** of the following :  $8 \times 3 = 24$

6. What are the methods of Measurement of Attitudes ? How does attitude measurement help the management ?

PR - 7/1

( 2 )

Contd.

7. "Theory X and theory Y are concerned with the nature of people." How does the job situation affect the application of this theory ? What are its implications ?

8. What do you mean by Leadership Style ? How can leadership styles be decided based on the use of power and authority ?

9. "Communication is sharing of understanding." Discuss this statement and bring out the process of communication.

10. What is managerial grid as provided by Blake and Mouton ? What are the various leadership styles in this grid ? Which combination of the style do you think the best and why ?

#### Section -- C

Answer any **two** of the following :  $5 \times 2 = 10$

11. What do you understand by Transactional Analysis ? How does it helps in improving interpersonal relations ?

PR - 7/1

( 3 )

( Turn over )

12. How does personality related to organisational behavior ?
13. What is an Attitude ? What are the three characteristics and three components of attitude ?
14. What do you mean by Intrinsic Reward ? How does it differ from extrinsic reward ?



PR - 7/1 (500)

(4)

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