

Hall Ticket No:

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Course Code: 18MBAP101

MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE

(UGC-AUTONOMOUS)

MBA I Year I Semester (R18) Regular End Semester Examinations – December 2018

MANAGEMENT & ORGANISATIONAL BEHAVIOUR

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

Q.1(A) Critically analyze the concepts of management. 10 M

OR

Q.1(B) Critically examine how the theory of contingency affects on business in 21st century. 10 M

Q.2(A) Critically examine the process of decision making with relevant examples. 10 M

OR

Q.2(B) Planning is looking forward function and controlling is looking back. Discuss 10 M

Q.3(A) Write the applications of the following learning theories 10 M

- a. Pavlovian conditioning theory
- b. Vicarious learning
- c. Humanistic approach

OR

Q.3(B) Evaluate the "Pros" and "Cons" of Porter-Lawler theory of motivation. 10 M

Q.4(A) Critically examine the factors influencing to form the team to contribute the results for the organization. 10 M

OR

Q.4(B) Elucidate the women leadership with relevant examples. 10 M

Q.5(A) Analyse the factors influencing the organizational culture with relevant examples. 10 M

OR

Q.5(B) Differentiate between organizational climate v/s organizations culture. 10 M

Q.6 **Case Study** 10 M

Mr. Natarajan is working in the capacity of a senior manager in BNB courier services Pvt. Ltd. for the last 20 years. His track record of performance for past 20 years is excellent. He is known as very disciplined and sincere manager. He is being termed as a role model for new appointees by the directors of the company. Of late, he seems not very happy with the development in his office.

He keeps on grumbling about the new junior managers and their attitude towards job. He strongly opposed the 'work from home' policy announced by top management for junior tech savvy managers. Mr. Natarajan is very strict about work place discipline and reporting timings. This has sparked conflict between him and the new batch of junior managers. He started feeling that top management is very soft on new batch of junior managers and gradually his importance is waning.

He is unable to hide frustration and many a times becomes critically vociferous in meetings with top management representatives.

Now there is a question before top management how to console veteran of 20 years and keep cordial relations in an organization.

QUESTION:

- a) Identify the conflictual situations in above mentioned case and suggest any two techniques to resolve it.

Hall Ticket No:

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Course Code: 18MBAP102

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

MBA I Year I Semester (R18) Regular End Semester Examinations – Jan 2019
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 Part B only. Q.no 6 which is a case study is compulsory.

Q.1(A)	Define managerial economics. Explain nature and scope of managerial economics.	10 M
OR		
Q.1(B)	Critically examine the role of managerial economist in relation with objectives of the firm.	10 M
Q.2(A)	Explain the various types and significance of price elasticity of demand	10 M
OR		
Q.2(B)	Explain various types of Survey Methods for demand forecasting	10 M
Q.3(A)	Define Production? Explain Law of variable Proportions.	10 M
OR		
Q.3(B)	Briefly explain about Iso-quants and Isocost	10 M
Q.4(A)	What are the main features of Monopoly? Illustrate price output determination under Monopoly.	10 M
OR		
Q.4(B)	What are various methods of pricing used in practice?	10 M
Q.5(A)	What is national income? How is it measured?	10 M
OR		
Q.5(B)	Write a detail note on Consumer Price Index.	10 M
Q.6	CASE STUDY	10 M

A major Agro chemical company planned to sell a new insecticide called 'NETEX' to different markets. The company had to reconcile a number of different interests in the pricing process. The financial people favoured a cost-plus approach, focusing on unit costs and associated margins. The marketing and sales people wanted a low penetration price. Counter balancing a competitive price with the one, which would provide an acceptable commission for the sales personnel. Senior management was tending to come down in favour of price mark UPS, but lower than accountants. In the backdrop of this complex situation, answer the following questions:

QUESTIONS:

- i. What considerations will you make in setting the prices?
- ii. Which pricing approach would you suggest and why?

END

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MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE
(UGC-AUTONOMOUS)
MBA I Year I Semester (R18) Regular End Semester Examinations – January 2019
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 Part B only. Q.no 6 which is a case study is compulsory.

Q.1(A) What are the cultural factors that show impact on business environment? Explain in detail. – Marks 10

OR

Q.1(B) "Environment analysis plays a significant role in business" write your comments on this statement with suitable examples. – Marks 10

Q.2(A) Discuss the basic economic problems in detail. – Marks 10

OR

Q.2(B) What are various kinds of economic systems? Explain in detail.
free enterprise economy – 3.3 marks
Government controlled economy – 3.3 marks
Mixed economy – 3.3 marks
– (3.3+3.3+3.3) Marks 10

Q.3(A) Write a note on a) Routes of privatization - Marks 5
 b) Criticisms on privatization. – Marks 5

OR

Q.3(B) "Globalization has mixed impact on Indian economy" Justify the statement.
 – Marks 10

Q.4(A) Discuss various poverty alleviation programs for the poor and for generating employment. – Marks 10

OR

Q.4(B) Explain in detail various favorable and unfavorable arguments on corporate social responsibility. – Marks 10

Q.5(A) How rights of a consumer are protected in the current competitive world? Discuss.
 – Marks 10

OR

Q.5(B) Elucidate the provisions of consumer protection Act in detail.
Who is a consumer – Marks 2
Objectives – Marks 2
Scope 3
Redressal 3
(2+2+3+3) = 10 Marks

Q.6

Case Study

10 M

Corporate Social Responsibility became more visible in India in 1990s and Indian Business adopted charity based, philanthropic, and social initiative-based CSR

approaches. (To argument CSR practices by corporate companies, the parliamentary standing committee on finance in India initiated steps to make CSR spend mandatory through changes in draft of the companies bill 2009). The case discuss the controversies sparked by the move with some sections voicing protests and industry groups, bureaucrats, legal groups, legislators, and professionals, indulging in heated arguments. The case concludes by discussing how CSR becomes a key differentiator for the Indian industry to achieve a sustainable future

1. What is CSR and how important is it in adding value to companies? – **Marks 5**
2. How do companies become responsible to society and the environment at large? – **Marks 5**

*****END*****

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

MBA I Year I Semester (R18) Regular End Semester Examinations – January 2019

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

Q.1(A) What is the scope and importance of Accounting? Explain in detail. 10 M

OR

Q.1(B) Journalize the following transactions and post them into ledger in the books of Bhaskar. 10 M

Mar 1 2010	Goods sold for cash	Rs.2600
Mar 2 2010	Goods purchased for cash	Rs.200
Mar 3 2010	Purchase of Goods on credit from Kumar	Rs.300
Mar 4 2010	Sale of goods to Manikyam on credit	Rs. 4000
Mar 5 2010	Cash received from Manikyam	Rs. 2500
Mar6 2010	Cash paid to Kumar	Rs. 2000
Mar 7 2010	Furniture purchased fo cash	Rs.300

Q.2(A) What are the final accounts? Explain the purpose of preparing Trading and Profit & Loss account and furnish the format. 10 M

OR

Q.2(B) The following are the balance prepares trading, profit and loss accounts for the year ending 31st December 2010 and balance sheet on the date. 10 M

Particulars	Amount in Rs.	Particulars	Amount in Rs.
Purchases	14800	Commission Received	1600
Sales	28800	Debtors	4800
Opening stock	3000	Salaries	4800
Machinery	8000	Insurance	1200
Cash	2000	Buildings	15000
Creditors	1500	Bills payable	2000
Wages	3000	Furniture	500
Printing & Stationary	1700	Interest Received	800
Capital	25000	Patents	4000
Factory rent	300	Bank Overdraft	3400

Adjustments:

1. Closing Stock Rs. 5500.
2. Outstanding printing charges Rs. 300.
3. Insurance paid in advance Rs. 200.
4. Unpaid wages Rs. 500.
5. Commission received in advance Rs.100.
6. Interest accrued but not received Rs. 200.

- Q.3(A) Write short note on: 10 M
- a. Forfeiture of Shares b. Buy back of securities
 c. Redeemable or perpetual of debenture d. Pro-rate allotment
- OR

- Q.3(B) Bharat Ltd issued 3,000 15% debenture of Rs. 100 each at Rs.110 payable as under. 10 M
 On application Rs. 25
 On allotment Rs. 35(including premium)
 On first and final call 50
 The debentures were fully subscribed and the moneys were duly received. Show the necessary cash book and Journal entries and prepare the balance sheet of the company.

- Q.4(A) Distinguish between funds flow statement and cash flow statement. 10 M
- OR

- Q.4(B) The following in the Balance sheet of a company on 31st march. 10 M
- | Liability | Amount in Rs. | Assets | Amount in Rs. |
|--------------------|---------------|--------------------|---------------|
| Share Capital | 200000 | Land and Buildings | 140000 |
| Profits & Loss A/C | 30000 | Plant & machinery | 350000 |
| General Reserve | 40000 | Stock | 200000 |
| 2% Debentures | 420000 | Sundry Debtors | 100000 |
| Sundry Creditors | 100000 | Bills Receivables | 10000 |
| Bills payable | <u>50000</u> | Cash at Bank | <u>40000</u> |
| | 8,40,000 | | 8,40,000 |

Calculate: 1. Current Ratio, 2) Quick Ratio, 3) Inventory to Working Capital, 4) Debt to Equity Ratio, 5) Proprietary Ratio, 6) Capital gearing Ratio, 7) Current assets to Fixed Assets.

- Q.5(A) What is computerized accounting? Explain need and importance of computerized accounting 10 M
- OR

- Q.5(B) State the features of tally in detail. 10 M

- Q.6 Case Study 10 M

Balance sheet of Reliance Ltd on 1-1-1988 and 31-12-1988 were as follows.

Balance Sheet					
Liability	1.1.1988	31.12.1988	Assets	1.1.1988	31.12.1988
Creditors	40000	44000	Cash	10000	7000
Mrs A's Loan	25000	-	Debtors	30000	50000
Loan from bank	40000	50000	Stock	35000	25000
Capital	125000	153000	Machinery	80000	50000
	2,30,000	2,47,000	Land	40000	50000
			Building	<u>35000</u>	<u>60000</u>
				2,30,000	2,47,000

During the year a machine costing Rs. 10000(accumulated depreciation on Rs. 3000) was sold for Rs. 5000. The provisions for depreciation on against machinery as on 1.1.1978 was Rs. 25,000 and on 31.12.1998 Rs.4000. Net profit for the year 1998 amounted Rs. 45,000. You are required to prepare fund flow statement.

END

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MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE

(UGC-AUTONOMOUS)

MBA I Year I Semester (R18) Regular End Semester Examinations – January 2019

BUSINESS LAW & REGULATION

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

Q.1(A) Elucidate the essentials to form a valid contract. 10 M

OR

Q.1(B) Enumerate the quasi contracts under the Indian Contract Act 1872. 10 M

Q.2(A) Elaborate the legal aspects of partnership form of Business. 10 M

OR

Q.2(B) Illustrate the issues involved in dissolution of a partnership firm. 10 M

Q.3(A) Outline the registration, incorporation and winding up of a company according to Companies Act 2013. 10 M

OR

Q.3(B) Interpret the key role of Directors in a company under Companies Act 2013 10 M

Q.4(A) Explain the benefits of GST in the perspective of Industry, Government and Consumers. 10 M

OR

Q.4(B) "The administration of GST in India is a complex activity". Justify. 10 M

Q.5(A) Elaborate the scope and application of Information Technology Act 2000. 10 M

OR

Q.5(B) Detail the information on penalties and adjudication under Information Technology Act 2000. 10 M

Q.6 Case Study 10 M

Joe and Lara are solicitors who wish to set up a legal practice as a Partnership. They have asked your advice on the following areas:

Liability of partners

Admission of a partner

Rights and duties of partners

Justify your advice.

END

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

MBA I Year I Semester (R18) Regular End Semester Examinations – January 2018
BUSINESS STATISTICS 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 Part B only. Q.no 6 which is a case study is compulsory.

Q.1(A) Solve the following system of linear equations using the Cramer's method. 10 M

$$2y + 3z = 7$$

$$3x + 6y - 12z = -3$$

$$5x - 2y + 2z = -7$$

OR

Q.1(B) Find the optimum output of a firm, whose total revenue and total cost function are given 10 M
by $R = 40q - q^3$ and $C = 30 + 4q$, q being the output of the firm. Also find the maximum profit.

Q.2(A) For the data given below, calculate the arithmetic mean and median. 10 M

Variable:	0-10	10-20	20-30	30-40	40-50	50-60	60-70
Frequency:	10	20	35	40	25	15	5

OR

Q.2(B) Calculate standard deviation and coefficient of variation from the following data. 10 M

Wages (Rs.)	<10	<20	<30	<40	<50	<60	<70	<80
No. of Workers	12	30	65	107	157	202	222	230

Q.3(A) i. Explain the concept of correlation. 3 M

ii. Find Karl Pearson's Co-efficient of correlation of the following data and calculate the probable error. 7 M

X:	20	22	23	25	25	28	29	30	30	34
Y:	18	20	22	24	21	26	26	25	27	29

OR

Q.3(B) i. Explain the concept of Regression. 3 M

ii. Calculate the regression equations of X on Y and Y on X from the following data and estimate X when Y = 26. Also calculate the correlation coefficient. 7 M

X:	10	12	13	17	18	20	24	30
Y:	5	6	7	9	13	15	20	21

Q.4(A) A random variable X has the following probability distribution:

10 M

X	0	1	2	3	4	5	6	7
P(X)	k	3K	5K	7K	9K	11K	13K	15K

Determine: (i) K value (ii) $P[X > 3]$ (iii) Mean (iv) Variance (v) Cumulative distribution function

OR

Q.4(B) In a bolt factory, three machines A, B and C manufacture respectively 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 is the probability that it was manufactured by machines A, B and C. 10 M

Q.5(A) In a simultaneous inspection of 10 units, the probabilities of getting defective units and non-defective units are equal. Find the probability of getting (i) at least 7 non-defective units (ii) at most 2 defective units and (iii) exactly 4 non-defective units. 10 M

OR

Q.5(B) The weekly wages of 1000 workers are normally distributed around a mean of Rs.900 and S.D of Rs. 50. Estimate the number of workers whose weekly wages will be (i) between Rs 800 and Rs 950 (ii) below Rs.850 (iii) above Rs 930 10 M

Q.6

CASE STUDY

10 M

The following table gives the number of days in a 50 day period during which automobile accidents occurred in a certain part of a city. Fit a Poisson distribution to the data and draw the conclusions.

No. of Accidents	0	1	2	3	4
No. of days	19	18	8	4	1

END

Hall Ticket No:

Course Code: 18MBAP107

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

MBA I Year I Semester (R18) Regular End Semester Examinations – January 2019
(Regulations: R18)

INDIAN ETHOS AND BUSINESS ETHICS

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

Q.1(A) What is Indian ethos? Explain Indian ethos principles practiced by Indian companies? 10 M

OR

Q.1(B) Discuss a few management lessons learnt from the 'Bible'. 10 M

Q.2(A) Explain the role of spirituality in organizations. 10 M

OR

Q.2(B) Discuss the difference between Indian Management V/S Western Management? 10 M

Q.3(A) Write a note on Joint Hindu Family Business with suitable examples? 10 M

OR

Q.3(B) "Law of Karma decides the success or failure of an organization." Justify the mention. 10 M

Q.4(A) Describe the different stages of Kohlberg's moral development. 10 M

OR

Q.4(B) Distinguish between Absolutism V/S Relativism. 10 M

Q.5(A) Explain the ethical dilemmas in the context of HRM, finance, and marketing and international business? 10 M

OR

Q.5(B) Discuss Indian wisdom & Indian approaches towards business ethics. 10 M

Q.6 Case Study 10 M

On January 08, 2009, M. Rammohan Rao resigned as the Dean of the Indian School of Business (ISB). The resignation followed the announcement of the previous day by B.Ramalinga Raju, Founder and Chairmen of India's fourth largest IT Services company, Satyam Computer services Limited, that the company had been inflating the revenue and profit figures for past several years. In his resignation letter, Rao who has recently resigned as independent director on the satyam board, said, "Unfortunately, yesterday's shocking revelations (by raju), of which I had absolutely no prior knowledge, mean that we are far from seeing the end of the controversy surrounding Satyam Computers. My continued concern and pre occupation with the evolving situation are impacting my role as dean of ISB at a critical time for the school. On December 30th 2008 Rao, resigned from the board of satyam with him two other independent directors, Vinod Dham, inventor of the

Pentium chip and Krishna Palep , Professor at the Harvard Business School also submitted their resignations to the board of the company. Another independent director, Mangalam Srinivasan had resigned from the satyam board a few days earlier, on December 25th 2008 the resignations of these directors were the result of an aborted deal by satyam to acquire two companies run by Raju's Son's, Mayta's Properties Pvt.Ltd and Maytas Infrastructure Limited for US\$1.6 billion.

Questions:

- i. What is the state of business ethics involved in this case?
- ii. Do you think that the organization followed sound corporate governance principles? Give reasons.

*****END*****