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Course Code: 18MBAP101

MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE

(UGC-AUTONOMOUS)

MBA I Year I Semester (R18) Supplementary End Semester Examinations – JUNE 2019

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) What is management? Explain the levels and significance of management. 10 M

OR

Q.1(B) Define scientific management and explain what it is. 10 M

Q.2(A) Define planning? Discuss the process and problems of planning. 10 M

OR

Q.2(B) Differentiate Centralization and De-centralization. 10 M

Q.3(A) Explain the various theories of personality. 10 M

OR

Q.3(B) Explain the Herzberg's two factor theory of motivation. 10 M

Q.4(A) Describe the causes of conflicts in organization. 10 M

OR

Q.4(B) What is meant by trait? Explain the various types of trait theories. 10 M

Q.5(A) Discuss the types of culture in organization behaviour 10 M

OR

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

Q.6 **Case Study** 10 M

Ajay had inherited the business 3 years ago when his father Vijayendra passed away. The business was started by his father 4 decades ago. It grew to be a midsized corporation. Although Ajay grew up in the family business, he never understood his father's approach. His father had treated employees as part of the family. He paid them well and asked their advice often and spent more time listening to their ideas & complaints. When Ajay took over he wanted to change things. He wanted to treat

employees as hired help only. He increased production quotas by 20%. He closed the playground area to expand his plant further. He had plans to cut further pay increases. He stopped asking people for their advice. He expected his strategy to result in higher profit. But it was not happening. Payroll costs were lower but personnel costs were up. Training costs had gone up and many employees left the organization. In desperation Ajay hired consultants who after understanding the history of the organization advised Ajay to go back to the "Humanistic touch" approach.

Questions:

- a) How successful do you think Ajay's new plan will be?
- b) What challenges does Ajay face?

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Hall Ticket No:

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Course Code: 18MBAP102

MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE, MADANAPALLE

(UGC-AUTONOMOUS)

MBA I Year I Semester (R18) Supplementary End Semester Examinations – June 2019

MANAGERIAL ECONOMICS

Q.1(A) Define managerial economics. Explain the nature and scope of Managerial economics. 10 M

OR

Q.1(B) What is optimization? What are the techniques of optimization. 10 M

Q.2(A) Explain the Law of demand and exceptions of law of demand. 10 M

OR

Q.2(B) Discuss about demand forecasting methods. 10 M

Q.3(A) Write in detail about Cobb-Douglas production function.. 10 M

OR

Q.3(B) With the help of diagrams, explain cost-output relationship in the short run and long run. 10 M

Q.4(A) What are the main features of Oligopoly? Illustrate price output determination under oligopoly. 10 M

OR

Q.4(B) Define Break-Even point. Write in detail about Break-Even Analysis 10 M

Q.5(A) What is national income? Explain the measurement methods of national income. 10 M

OR

Q.5(B) Explain detail note on Employee Cost Index . 10 M

Q.6 **CASE STUDY** 10 M

Do R&D Expenditure Affect Drug Prices?

In August 1997, the Clinton administration announced that drug companies would be required to test whether the medicines they sell for adults are also safe and effective for children and to put the pediatric dosages on the labels. It was estimated that the new requirement would increase the cost of drug development by more than \$200 million annually. A former official with the Food and Drug Administration (FDA), in an editorial in The Wall Street Journal, noted that this regulation would delay the introduction of new drugs and that "government regulation imposes enormous costs on drug development that must be passed along to consumers in higher prices".

A well-known economist in a follow-up letter to the WSJ, agreed that more stringent requirements increased costs of drug development would be passed along to consumers in higher prices. He pointed out, "nearly all pharmaceutical research and development costs are borne prior to FDA approval and before the first dose is ever sold. " Such costs would be fixed or sunk costs and would not affect a firm's price or output decisions: "The value of a product depends would increase expected research costs per product introduction. However, he disagreed that on its acceptance in the marketplace and the costs of producing another unit of output, but not at all on whether it was discovered either after a long and arduous effort or fortuitously at the first attempt"

According to the letter, price setting depends on anticipated future conditions and not on those in the past, even though expected research costs may affect research budgets and thereby the number of new products in the future. These costs would not influence prices charged for products already discovered.

QUESTIONS:

- a) Do you agree that the additional testing requirements will not influence the price of the drug?
- b) What will be the effect of the new testing policy on future drug research?

*****END*****

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

MBA I Year I Semester (R18) Supplementary End Semester Examinations – June 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 are Accounting concepts and Conventions? Explain in detail. 10 M

OR

Q.1(B) Journalize the following transactions. 10 M

Jan 1 2018	Ramu started business	10,000(Rs)
Jan 2 2018	Purchased goods from venu	500
Jan 3 2018	Sale of goods for cash	150
Jan 5 2018	Purchase goods for cash	200
Jan 6 2018	Sale of goods to Charan	400
Jan 12 2018	Purchase of office furniture	200
Jan 17 2018	Office rent paid	50
Jan 18 2018	Goods distributed for surplus	500
Jan 20 2018	Commission received from Ashok	100
Jan 29 2018	Sale of old Machinery for cash	300

Q.2(A) Distinguish between capital and revenue expenditure with an example. 10 M

OR

Q.2(B) The following are the balance extracted from the books of Narendra sharma, 31st Dec 2016. 10 M
Prepare trading, profit and loss accounts and Balance sheet after considering the adjustments given below.

Particulars	Amount in Rs.	Particulars	Amount in Rs.
Capital	35,000	Discount (Dr)	2000
Drawings	6000	Discount(Cr)	2000
Furniture	2600	Bed debt	800
Bank Overdraft	4200	Sales returns	2000
Sundry Creditors	13800	Sales	150000
Business Premises	24,000		
Stock(1.1.2016)	20,000		
Debtors	15,000		
Rent from tenants	1000		
Purchases	1,12,000		
Taxes and Insurance	2000		
General Expenses	4,000		
Salaries	12,000		
Communication(Dr)	1600		
Carriage	2000		

Adjustments:

1. Stock on hand on 31-12-2016 Rs. 20000.
2. Write off depreciation business premises Rs. 100/- furniture Rs. 600.
3. Make a reserve of 5% on debtors for doubt for debts.
4. Allow interest on capital at 5%.

Q.3(A) Manish limited was registered with a capital of Rs. 1,00,000 divided into 40,000 shares of Rs. 25 each. The company offered to public for subscription 25,000 shares payable Rs. 5 per share on application, Rs. 5 per share on allotment and the balance in two calls of Rs.10 and Rs. 5 respectively. The company received application for 28000 shares. Applications for 3000 shares were rejected altogether and money was returned to the applicants. make journal entries to record the above issued shares. 10 M

OR

Q.3(B) Define Share? Explain different types of preference shares. 10 M

Q.4(A) Examine the managerial uses of funds flow statement. 10 M

OR

Q.4(B) From the data given below compute: 10 M

- | | | |
|--------------------|-------------------------|----------------------|
| 1. Working capital | 2. Net-Capital employed | 3. Current ratio |
| 4. Acid test ratio | 5. Debt – Equity Ratio | 6. Fixed Asset ratio |

(Romption Ltd as on 31st December)

Liquidity	Amount in Rs.	Aset	Amount in Rs.
Equity Share Capital	25,000	Fixed Assets	30000
Preference Share Capital	5000	<u>Current assets</u>	
Reserve and surplus	4000	Stores	2000
Debentures	8000	Sundry Debtors	100
Bank Loan	4000	Cash	500
Sundry Creditors	1000	Bank	2500
Proposed dividends	1000	Preliminary Expenses	8000
Provision for Taxation	<u>2000</u>	Brokerage on Share	<u>2000</u>
	50,000		50,000

Q.5(A) Discuss merits and demerits of computerized accounting? 10 M

OR

Q.5(B) What is Tally? State the role of tally in Business transaction. 10 M

Q.6 **Case Study** 10 M

With the help of the following ratios regarding Sarath and Co. draw the balance sheet of the company for the year 2010.

Current ratio = 2.5

Liquidity ratio = 1.5

Networking capital Rs. 3,00,000

Stock turnover ratio = 6 times

Gross profit ratio = 20%

Fixed asset turnover ratio = 2 times

Debt collection period = 2 months

Fixed assets to shareholder's net worth = 0.80

Reserves and surplus to capital = 0.50

END

Hall Ticket No:

Course Code: 18MBAP105

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

MBA I Year I Semester (R18) Supplementary End Semester Examinations – June 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)	Comment on the following statements: a. "Acceptance must be absolute and qualified". b. "All agreements are not contracts, but all contracts are agreements"	10 M
OR		
Q.1(B)	How to perform a contract? Discuss about various modes of discharge of contract.	10 M
Q.2(A)	Brief out the types of partners. Explain the procedure for registering a partnership firm.	10 M
OR		
Q.2(B)	Detail the rights and duties of partners.	10 M
Q.3(A)	Elucidate the nature and definition of a company. And elaborate various kinds of companies.	10 M
OR		
Q.3(B)	Discuss about important clauses of Memorandum of Association (MOA) and contents of Articles of Association.	10 M
Q.4(A)	Elucidate the special feature of GST, CGST and SGST.	10 M
OR		
Q.4(B)	Detail various events that led for the emergence of GST.	10 M
Q.5(A)	Discuss in detail various issues of information Technology Act 2000.	10 M
OR		
Q.5(B)	Write a short notes on any two of the following: a. Digital signature b. e – governance c. Cyber regulations appellate	10 M
Q.6	<u>Case Study</u>	10 M

Kim and David knight have recently quit their city, banking jobs and are looking to establish a designer children's clothing shop in a popular town. They have already placed orders for the forthcoming season's fashions and have rented premises on Meadow Walk.

They are now looking to set up their business as a limited company. Nicki at Fab Furnishings Ltd., has suggested that they buy an "off the shelf" company but Kim is keen to do the registration herself.

Questions:

Suggest what will Kim need to do to set up the company and what will be the status of the pre-incorporation contracts?

END

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

MBA I Year I Semester (R18) Supplementary End Semester Examinations – JUNE 2019
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 by Cramer's Rule: 10 M
 $2x + 3y - z = 3$
 $x + y + z = 1$
 $x - 2y - 3z = 4$

OR

- Q.1(B) Given $MR = 6 - 2x - 3x^2$, when MR is marginal revenue and 'x' is units of output. Find total revenue function and demand function. 10 M

- Q.2(A) Draw the "less than" ogive for the data given below and answer the following from the graph: 10 M

Marks:	0-10	10-20	20-30	30-40	40-50	50-60	60-70	70-80	80-90	90-100
No. of Students	5	20	40	70	85	65	50	35	20	10

1. Determine the median and Mode.
2. If the pass mark is 40, what percentage of candidates pass the examination?

OR

- Q.2(B) From the following data, calculate Bowley's co-efficient of skewness. 10 M

Age (Years)	20-25	25-30	30-35	35-40	40-45	45-50	50-55	55-60
No. of Persons	50	70	80	180	150	120	70	50

- Q.3(A) Explain the differences between simple, partial and multiple correlations. Obtain the rank correlation coefficient between the variables X and Y from the following pairs of observations. 10 M

X:	50	55	65	50	55	60	50	65	70	75
Y:	110	110	115	125	140	115	130	120	115	160

OR

- Q.3(B) Find the two regression equations from the following data and estimate the likely demand when the price is Rs.20. 10 M

Price (Rs.)	10	12	13	12	16	15
Quantity demanded	40	38	43	45	37	43

- Q.4(A) The probabilities of X, Y and Z becoming managers are $\frac{4}{9}$, $\frac{2}{9}$ and $\frac{1}{3}$ respectively. The probabilities that the bonus scheme will be introduced if X, Y and Z becomes managers are $\frac{3}{10}$, $\frac{1}{2}$, and $\frac{4}{5}$ respectively. 10 M

- a. What is the probability that the bonus scheme will be introduced?
- b. If the bonus scheme has been introduced, what is the probability that the manager appointed was X?

OR

Q.4(B) Explain Marginal, Conditional and Joint Probabilities. 10 M

An industrial salesman wants to know the average number of units he sells per sales call. He checks his past sales records and comes up with the following probabilities:

Sales (Units)	0	1	2	3	4	5
Probability	0.15	0.20	0.10	0.05	0.30	0.20

What is the average number of units he sells per sales call?

Q.5(A) Explain the properties of binomial distribution. 10 M

A sample of 3 items is selected at random from a box containing 12 items of which 3 are defective. Find the possible number of defective combinations of the said 3 selected items along with probability of a defective combination.

OR

Q.5(B) Discuss the properties of normal distribution. 10 M

The following mistakes per page were distributed in a book. Fit a Poisson distribution to this data.

No. of mistakes per page	0	1	2	3	4
No. of times the mistakes occurred	211	90	19	5	0

Q.6 A bag contains 15 white and 20 green balls. Two balls are drawn one after another without replacement. Prepare a joint probability tables for the experiment when – (a) events are 10 M

dependent, and (b) events are independent.

*****END*****

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

MBA I Year I Semester (R18) Supplementary End Semester Examinations – June 2019
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)	Discuss the role Indian ethos in managerial practices.	10 M
OR		
Q.1(B)	Discuss a few management lessons learnt from Kautilya's Arthashastra.	10 M
Q.2(A)	Justify the statement, "Relevance of Value Based Management in Global Change."	10 M
OR		
Q.2(B)	Define stress management? Discuss how does stress management technique help the managers to carry out the organization goals in 21 century?	10 M
Q.3(A)	"Law of Karma decides the success or failure of a firm." Justify the comment.	10 M
OR		
Q.3(B)	Discuss the contemporary approaches of leadership in the present modern management.	10 M
Q.4(A)	Explain about teleological approach and the deontological approach briefly?	10 M
OR		
Q.4(B)	Distinguish between Absolutism V/S Relativism.	10 M
Q.5(A)	Examine the role of Ethical and value based leadership in organisation.	10 M
OR		
Q.5(B)	Write a note on "Indian wisdom & Indian approaches towards business ethics"	10 M
Q.6	Case Study	10 M
	<p>Ramu is entrepreneur; he is performing his business ventures under ethical act. Gagan is friend of ramu, but he has envious nature and jealous from ramu. Ramu also aware that his friend jealous from him, as one more friend of ramu, whose name is sanju misguided Gagan Vs Ramu.</p> <p>Ramu is visiting a temple closer to his area and provide a small food package to five hungry peoples every day. Gagan is visiting same temple just after ramu to snatch those packets from those hungry peoples.</p> <p>Apart from this, Gagan is also planning with his friends to injure the ramu. Ramu is not taking any action against gagan.</p> <p>Questions:</p> <ol style="list-style-type: none">1. Provide a brief note about Gagan and Ramu as per the law of karma?2. What should Ramu do under ethical act?	

END