

Total No. of Questions : 5]

SEAT No. :

P2201

[Total No. of Pages : 7

[5165]-1001

M.B.A. (Semester - I)

101 : ACCOUNTING FOR BUSINESS DECISIONS

(2016 Pattern)

Time : 2.15 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Each question has internal option.*
- 3) *Each question carries 10 marks.*
- 4) *Figures to the right indicate full marks.*
- 5) *Use of simple calculator is permitted.*

Q1) Short note :

- a) Users of accounting information.
- b) Uses and applicability of tally in accounting.

OR

- a) Differentiate between financial Accounting and management accounting.
- b) What is Accounting equation? Explain the accounting equation with suitable examples.

Q2) From the following particulars prepare Trading A/c, profit and loss A/c. for the year ended 31st March 2016. Also prepare Balance Sheet as on 31st March 2016.

Particular	Amount (Rs.)
Dinesh capital A/c	88,000
Dinesh drawing A/c	1,000
Plant & Machinery	50,000
Furniture & Fixture	6,000

P.T.O.

Particular	Amount (Rs.)
Loose tools	10,000
Motor car (cost Rs. 15,000)	5,000
Stock (1 st April 2015)	10,000
Purchases	1,51,000
Return inward	4,000
Return outward	2,000
Sales	2,04,000
Discount received	3,000
Wages	5,000
Carriage outward	6,000
Salaries	20,800
General exp. & Insurance	6,000
Rent & Taxes	7,200
Postage & Telegram	2,000
Parking & Selling Exp.	4,000
Sundry Debtors	24,000
Advertisement	1,000
Sundry creditors	12,000
Reserve for Bad & Doubtful Debts	1,000
Cash in hand	7,000
Bank overdraft	10,000

Adjustments :-

- 1) Depreciation on Motor car at 15% on original cost.
- 2) Loose tools valued at Rs. 8,000.
- 3) Stock on 31st March 2016 valued at 12,400.
- 4) Reserve for Bad and Doubtful Debts is to be maintained at 5% on debtors, maintain Reserve for Discounts on creditors at 2%.
- 5) Unexpired Insurance Rs. 200.
- 6) Provide for interest on capital at 6% p.a.

OR

From the following Trial Balance of Shri Sen you are asked to prepare- Trading A/c, P & L A/c and Balance Sheet.

Trial Balance as on 31st March 2016

	Dr. (Rs.)	Cr. (Rs.)
Machinery	90,000	
Building	40,000	
Stock	20,200	
Purchases	1,10,800	
Wages and Salaries	17,000	
Carriage outward	3,000	
Sundry Debtors	35,000	
General Exp.	9,100	
Rent	1,700	
Bad Debts	650	
Income Tax	300	
Legal charges	400	
Prepaid Rent	200	
Loan to Mukharjee	17,000	
Mr. Sen's Drawings	4,300	
Cash in Hand	1,350	
Cash at Bank	9,750	
Capital (Prakash Sen's)		1,15,200
Sundry creditors		45,000
Bills payable		4,000
Return outward		1,500
Interest & Commission		900
Outstanding exp.		1,150
Sales		1,90,500
Reserve for Bad & Doubtful Debt		2,500
	3,60,750	3,60,750

The following Adjustment should be taken into consideration.

- 1) Stock on 31/3/2016 valued at cost Rs. 20,900 & market price Rs. 24,000.
- 2) Depreciation on machinery at 10% and Building at 5%.
- 3) The reserve for Doubtful Debts is to be maintained at Rs. 1,000/-
- 4) Provide for Reserve for Discount on sundry creditors at 2%.
- 5) Calculate interest on capital at 5% per year.
- 6) No interest is chargable on Drawings.

Q3) From the following particulars you are required to prepare "Cost Sheet".

Particular	Amount (Rs.)
Op. Stock of Raw Material	1,00,000
Cl. Stock of Raw Material	1,50,000
Op. Stock of Finished Goods	2,00,000
Cl. Stock of Finished Goods	50,000
Purchases of Raw Material	6,00,000
Productive wages	2,50,000
Actual work expenses	1,93,750
Actual office expenses	1,52,500
Sales of finished Goods	16,25,000

You are also asked to calculate per unit profit, if selling price is Rs. 25 per units.

OR

Bombay Manufacturing Ltd. provided costing information as under for the half year ended on 30th June - 2016.

Particulars	Amount (Rs.)
Raw material stock (1 st Jan. 2016)	22,000
Finish Goods stock (1600 tonnes) on 1 st Jan. 2016	17,600
Raw material stock (30 th June 2016)	24,464
Finish Goods stock (3200 tonnes) on 30 th June 2016	35,200
Purchase of Raw Material	1,32,000
Direct wages	1,10,000
Factory overheads	44,000
Carriage Inward	1,584
W/P as on 1 st Jan. 2016	5,280
W/P as on 30 th June 2016	17,600
Cost of factory supervision	8,800
Sales (Finished Goods)	3,30,000

Selling and distribution overheads are Rs. 0.75 per tonne.

During the given period 25,600 tonnes commodity was produced.

You are required to prepare "Cost statement" showing.

- 1) Prime cost
- 2) Cost of Goods sold for the period.
- 3) Cost of sales for the period.
- 4) Net profit for the period.
- 5) Net profit per tonne of the commodity.

- Q4)** a) Write in brief about inventory control techniques.
- b) From the following calculate the value of inventory on 31st March 2016 by using LIFO method.

Date	Particulars
1/03/2016	Op. stock of 400 units @ Rs. 3 each
7/03/2016	Purchases 600 units @ Rs. 4 each.
13/03/2016	Purchases 200 units @ Rs. 5 each.
18/03/2016	Issue 800 units
26/03/2016	Issue 300 units
31/03/2016	Issue 50 units.

OR

- a) Write note on "EOQ".
- b) Manu Skill Ltd. has for departments out of which L, M, N are production departments and K is service department. The costs are given below relating to these departments.

Make the apportionment of the costs to these departments.

Particulars	Dept.-L	Dept.-M	Dept.-N	Dept.-S
Area (Sq. Ft.)	75	55	45	25
No. of workers	12	08	06	04
Total wage (Rs.)	4,000	3,000	2,000	1,000
Value of plant (Rs.)	12,000	9,000	6,000	3,000
Value of stock (Rs.)	7,500	4,500	3,000	-

Particular	Amount (Rs.)
1) Rent	1,000
2) Repairs	600
3) Depreciation	450
4) Light	100
5) Supervision	1,500
6) Power	900
7) Insurance	500
8) Employee Insurance (paid by employer)	150

Q5) In the Manu Tech. Ltd., the selling price and cost remains the same in two periods given below :

Particular	Sales (Rs.)	Profit (Rs.)
Period - I	4,00,000	36,000
Period - II	4,80,000	52,000

You are required to calculate :

- 1) P/V Ratio
- 2) BEP (Rs.)
- 3) Variable cost for both the period.
- 4) MOS in percentage for both the period
- 5) Profit, when sales is Rs. 6,00,000

OR

A gang of workers normally consist of 30 men, 15 women and 10 boys. They are paid at standard hourly rate as under :

Men	Rs. 80 per Hr.
Women	Rs. 60 per Hr.
Boys	Rs. 40 per Hr.

In a normal working week of 40 Hr., the gang is expected to produce 2,000 units of output.

During the week ended 31st March 2016, the gang consist of 40 men, 10 women, 5 boys. The actual wages were paid per hour Rs. 70, Rs. 65, Rs. 30 respectively. During the process 4 Hrs. were lost due to abnormal time and 1,600 units were produced.

- Calculate : -
- 1) Labour Rate Variance.
 - 2) Labour Efficiency Variance.
 - 3) Labour Cost Variance.
 - 4) Idle Time Variance.



Total No. of Questions : 5]

SEAT No. :

P2202

[Total No. of Pages : 2

[5165] - 1002

MBA (Semester - I)

102: ECONOMIC ANALYSIS FOR BUSINESS DECISIONS

(2016 Pattern)

Time :2.5 hours]

[Max. Marks :50

Instructions to the candidates:

- 1) *Solve any one from each question.*
- 2) *All questions are compulsory.*
- 3) *All questions carry equal marks.*

Q1) a) Explain the concept of circular flow of Economic Activity with a four sector model.

OR

b) What role profit plays in market system?

Q2) a) Explain various determinants of market demand.

OR

b) What is 'price'? Illustrate the pricing under monopolistic competition in the long run period.

Q3) a) Define "Cost". Describe following costs with examples.

- i) Opportunity cost
- ii) Marginal Cost
- iii) Incremental cost
- iv) Sunk cost

OR

b) Discuss meaning of risk. Explain decision making under risk in detail.

Q4) a) Explain role of RBI in Indian Economy in details.

OR

b) Discuss role of securities of Exchange board (SEBI) in monitoring of regulating capital market in India.

P.T.O.

Q5) a) Explain concept of 'National Budget' of India'. Explain its importance in indian Economy.

OR

b) What is WTO? Explain its role in foreign trade.



Total No. of Questions : 5]

SEAT No. :

P2203

[Total No. of Pages : 2

[5165] - 1003

M.B.A. (External) (Semester - I)
103 - LEGAL ASPECTS OF BUSINESS
(2016 Pattern)

Time :2.15Hours]

[Max. Marks :50

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right of each question indicate the marks.*

Q1) a) What is "contract of indemnity". What are the rights of indemnity holder? [7]

- b) 'B' contracts to build a ship for 'C' for a given sum, to be paid by installments as the work reaches certain stage. 'A' becomes surety to 'C' for B's due performance of the contract. 'C' without the knowledge of A, prepays to B the last two installments.

Question: Comment of the position of 'A'. [3]

OR

- a) What is meant by 'free consent'? Illustrate your answer. [7]

- b) 'X' a minor borrows Rs.5,000/- from Y and agreed to repay back the same within a week.

Question: State whether there is any valid contract or not. Justify your answer with proper provision. [3]

Q2) a) Define a contract of sale. What are its essentials? [7]

- b) 'P' sold his business to 'Q' disclosing this to his customers. 'M' an old customer sent an order for goods to 'P' by name. 'Q', the new owner executed the order. Is 'M' bound to accept the goods? Justify your answer. [3]

OR

- a) Define the term 'goods' . Explain the three types of goods. [7]

- b) 'X' offered to sell his car for Rs.1,00,000/- to 'Y'. 'Y' replies "I will pay Rs.90,000/- for it. 'X' refuses to sell his car at that price. 'Y' then attempts the original offer but 'X' refuses to sell his car. Discuss the legal positions of X & Y. [3]

P.T.O.

Q3) a) Define a cheque. What is the difference between general crossing and special crossing. [7]

b) 'A' generate a promissory note saying - "I promise to pay 'B' Rs.500 and all other sums which shall be due to him".

Question : Is that a valid promissory note or not. Justify your answer.[3]

OR

a) What is meant by 'noting' and 'protest' under the negotiable Instrument act? Explain in detail. [7]

b) A, a holder of a bill for Rs.1,000/- endorses it as pay Rs.500 to B or order and pay Rs. 500 to C or order.

Question: Is that a valid endorsement or not. Justify your answer. [3]

Q4) a) Define company. Distinguish between private company and public company. [10]

OR

b) Define company. Distinguish between a company and a partnership.[10]

Q5) Write short notes on Any two: [10]

a) Trademark

b) Digital signature

c) Rights of a consumer

d) Consumer dispute

e) Copy right.



Total No. of Questions : 5]

SEAT No. :

P2204

[Total No. of Pages : 2

[5165] - 1004
MBA (Semester - I)
104 : BUSINESS RESEARCH METHODS
(2016 Pattern)

Time : 2½ hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Each question has an internal option*
- 3) *Each question carries 10 marks.*
- 4) *Figures to the right indicate marks for that question/ subquestion.*
- 5) *Support your answers with suitable live examples.*
- 6) *Your answers should be specific & to the point.*
- 7) *Draw neat diagram and Illustrations supportive to your answers.*
- 8) *Use of sample calculator is permitted.*

Q1) a) Define Research and explain why should we study business research?[10]

OR

- b) With the increasing disposable income the life style of the urban youths is changing. They require different places to 'hang out" and socialise. This has helped the multiplex industry. This industry not only offers movies but has a host of food courts & gaming zones. A multinational chain of multiplex is planning to enter & start a multiplex in your city. It has interested you with carrying out a research to find out customers' expectations from the multiplex prepare a research proposal to be submitted to the organization. [10]

Q2) a) What is descriptive research design? What are its types & state its advantages. [10]

OR

- b) Propose a null and alternative hypothesis for the following research specifying which is independent variable & which is dependent variable.
- i) Shoplifting incidences and the presence of video surveillance cameras.
 - ii) Expenditure on advertisements and sales of the products. [10]

Q3) a) What is concept of measurement? Explain in details levels of measurement with examples? **[10]**

OR

b) Prepare a question are for any one of the following situation. **[10]**

- i) To conduct a survey on utilization of mobile banking APP.
- ii) To collect the feed back of customers for online recharge services provided by the XYZ telecom company.

Q4) a) Define the following concept with example. **[10]**

- i) Judgement sampling
- ii) Convenience sampling
- iii) Purposive sampling
- iv) Quota sampling

OR

b) What is the sampling design that you would suggest for the following? why? **[10]**

- i) A survey to estimate the usage of laptops by students in post graduate colleges.
- ii) Customers buying behaviour in malls.

Q5) a) Draw histogram of the following data. **[10]**

Wages in (Rs.'00')	0-10	10-20	20-30	30-40	40-50	50-60
No. of workes	2	4	11	15	25	18

Also find mode from the histogram.

OR

- b) i)** Explain the structure of research report? **[5]**
- ii)** Explain the characteristics of good research report? **[5]**



Total No. of Questions : 5]

SEAT No. :

P2205

[Total No. of Pages : 1

[5165] - 1005
M.B.A. (Semester - I)
105 : ORGANISATIONAL BEHAVIOUR
(2016 Pattern)

Time :2.15 hours]

[Max. Marks :50

Instructions to the candidates:

- 1) *Attempt five questions.*
- 2) *All questions carry equal marks.*

Q1) a) Explain theoretical framework of organisational behaviour with example. **[10]**

OR

- b) Discuss how other discipline of science contributes to the study of organisational Behaviour in modern era.

Q2) a) Describe the types of motivational patterns used to motivate employees in the Indian organisations. **[10]**

OR

- b) Defend the statement that perception is key factor in managerial efficiency.

Q3) a) Elaborate the five - stage model of group development. **[10]**

OR

- b) Explain the structural change required to improve group effectiveness.

Q4) a) What do you understand by work place spirituality. How it play role in Indian organisation. And (M.N.C) Multi National companies. **[10]**

OR

- b) What are the causes of stress? Also discuss the various methods of managing stress.

Q5) a) Elaborate the methods of implementing organizational change for Developing a learning organization. **[10]**

OR

- b) Explain seven stage model of change and kotter's eight-step plan for implementing change.



Total No. of Questions : 5]

SEAT No. :

P2206

[Total No. of Pages : 2

[5165]-1006
M.B.A. (Semester - I)
106 : BASICS OF MARKETING
(2016 Pattern)

Time : 2.15 Minutes]

[Max. Marks : 50

Instructions to the candidates:

- 1) All questions are compulsory.*
- 2) Each question has an internal option.*
- 3) Each question carries 10 marks.*
- 4) Figures to the right indicate marks for that question/sub question.*

Q1) Explain the following core concepts of marketing with a suitable example. **[10]**

- a) Need
- b) Demand
- c) Exchange
- d) Customer and consumer
- e) Customer satisfaction

OR

Design a marketing mix for milk chocolates producing company.

Q2) Discuss the steps involved in the buyer decision process for wrist watch products. **[10]**

OR

Explain the comparison between organizational and consumer buying behaviour.

P.T.O.

Q3) Discuss linkages between marketing function and all functions in the organization. **[10]**

OR

Undertake the macro environmental analysis for any one of the following markets.

- i) Tourism
- ii) Healthcare

Q4) Define market segmentation. What are the bases for market segmentation of consumer goods. **[10]**

OR

Develop the market segmentation bases for the following.

- i) Two wheeler (bikes)
- ii) Telecom

Q5) a) Patanjali Ayurved offering range of products like toothpaste, toothpowder, Handwash, biscuits, noodles etc. Analyse the product mix of the company. Make necessary assumptions. **[10]**

OR

Write short notes on any two of the following.

- a) Goods and services continuum
- b) Unsought products
- c) Product line



Total No. of Questions : 5]

SEAT No. :

P2207

[Total No. of Pages : 2

[5165]-2001
M.B.A. (Semester - II)
201 : MARKETING MANAGEMENT
(2016 Pattern)

Time : 2.15 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) Answer five questions.*
- 2) All questions carry equal marks.*
- 3) Give suitable example as required.*

Q1) Discuss the types of PLe and strategies across stages of the PLe with an example.

OR

What is 'new product development'? Explain 'Brand' equity and 'Brand Elements' with an example.

Q2) What is the concept of 'setting of pricing? Discuss the factors influencing pricing decisions.

OR

Write short notes on (any two):- (with example)-

- a) Price discounts & allowanus,
- b) Differential pricing
- c) Promotional pricing,
- d) Geographical pricing.

Q3) Define the concept of 'Channel options'. Explain the market logistics decisions on order proussiong with an example of a fmch product.

P.T.O.

OR

What is the concept of marketing channel levels? Write the channel flow of the product 'Fogg's perfume to end user.

Q4) "The role of marketing communications in marketing effort"- Justify the statement with an example.

OR

What is the 'Target audience'? Explain the factors in setting the effective marketing mix for any 'CG' Product.

Q5) Prepare a product level marketing plan on

- i) New launching of any brand of a mobile and
- ii) Launching of any new movie.

OR

What is the concept of marketing control?

Explain marketing profitability control and marketing Efficiency control.



Total No. of Questions : 5]

SEAT No. :

P2208

[Total No. of Pages : 4

[5165]-2002
M.B.A. (Semester - II)
202 : FINANCIAL MANAGEMENT
(2016 Pattern)

Time : 2.15 Minutes]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All questions are compulsory with internal options.*
- 2) *Each questions carries equal marks.*

Q1) a) Define financial Management. Explain Goals of financial Management.[10]

OR

- b) Explain the functions of finance Manager in detail & elaborate the relationship of financial Management with other functional disciplines.[10]

Q2) a) Explain various factors affecting capital structure of the organisation[5]

- b) Calculate weighted Average cost of capital [WACC] from the following. Data of RIL Industries.

Source	Rs. in Lakh
Equity share capital [20,000 shares]	40
16% preference share capital	10
14% Debentures	30
	80

The company pays dividend at 10%. Compute weighted Average cost of capital (WACC) based of existing Capital structure. [5]

OR

- a) State the importance of capital structure decisions in detail. [5]
- b) Priyadarshini Pvt. Ltd. has following capital structure. [5]

Sources	Rs.
Equity capital (Expected dividend 12%)	10,00,000
10% Preference capital	5,00,000
8% Loan	15,00,000

Calculate weighted Average cost of capital assuming tax Rate of 50% before & after tax.

P.T.O.

- Q3) a)** From the following Balance sheets prepare fund flow statement & also prepare statement showing changes in working capital.

Balance Sheet

Liabilities	31/12/94	31/12/95	Assets	31/12/94	31/12/95
Equity share capital	1,00,000	1,20,000	Building	55,400	1,13,200
Pref share capital	-	10,000	Machinery	35,600	51,300
General Reserve	6,000	11,000	Furniture	2,400	2,500
Profit & Loss A/C	7,500	20,700	Stock	36,500	38,000
5% Debentures	-	26,000	Debtors	32,100	38,000
Sundry creditors	43,500	48,400	Bank	4,800	4,000
Bank overdraft	9,800	10,900			
	1,66,800	2,47,000		1,66,800	2,47,000

Adjustment

Depreciation written off during the year on Machinery Rs. 12,800 & furniture Rs. 400.

[10]

OR

- b) Prepare Balance sheet on the basis of following information given in terms of ratios.

[10]

- i) Debtors Turnover Ratio - 4
 - ii) Creditors Turnover Ratio - 6
(to purchases)
 - iii) Capital Turnover Ratio - 2
(to sales)
 - iv) Stock Turnover Ratio - 8
(to cost of sales)
 - v) Fixed Asset turnover Ratio - 8
(to sales)
 - vi) Gross Profit Ratio - 25%
 - vii) Gross Profit during the year - Rs. 1,00,000
 - viii) Reserves & Surplus - Rs. 35,000
 - ix) Closing stock is more by Rs. 20,000 than opening stock
 - x) There were no longterm liabilities.
 - xi) All sales are on credit basis.
- Prepare Balance sheet.

- Q4) a)** From the following Information of Rushi Pvt. Ltd. suggest which of the machine to be purchased Expected Earnings after tax are given below Each Machine requires investment of Rs. 4,00,000.

Year	Machin A cashflow	Machine - B cashflow
0	(4,00,000)	(4,00,000)
1	40,000	1,20,000
2	1,20,000	1,60,000
3	1,60,000	2,00,000
4	2,40,000	1,20,000
5	1,60,000	80,000

Cost of capital is 10%. Calculate Net present value & profitability index. [10]

OR

- b) Balkrishna Industries Ltd. has following Investment proposal which requires investment of Rs. 53,00,000 & has following income as cash inflows.

Year	Cash Inflows
1	16,00,000
2	18,00,000
3	20,00,000
4	15,00,000
5	15,00,000
6	10,00,000

Assume Cost of capital as 10%. Calculate pay - back period, Net present value & Profitability index. [10]

- Q5) a)** From the following Information you are required to estimate the net working capital.

Particulars	Cost per unit Rs.
Raw material	Rs. 400
Direct Labour	Rs. 150
Overhead (exculding depreciation)	Rs. 300
Total cost	850

Additional Information.

Selling Price	- Rs. 1000 per unit.
Output	- Rs. 52,000 units per annum
Raw materials in stock	- Average 4 weeks.
Work in progress (Assume 50% of completion stage with full material consumption)	- Average 2 weeks.
Finished goods in stock	- Average 4 weeks.
Credit allowed by suppliers	- Average 4 weeks.
Credit allowed to Debtors	- Average 8 weeks.
Cash at Bank.	- Rs. 50,000/-

Assume that production is carried out evenly throughout the year. Assume 52 weeks equal to one year. All sales are on credit basis. [10]

OR

- b) Mithila Industries Ltd. commencing a new project. Following per unit cost information is given. Annual production is 1,00,000 units. [10]

Particulars	Cost per unit
Raw Materials	40
Direct Labour	15
Overheads	25
Depreciation	05
Total cost	85

Additional information.

- i) Selling price is Rs. 100 per unit.
- ii) Raw materials in stock average 4 weeks.
- iii) Work in progress average 2 weeks.
(Assume 50% of completion stage with full material consumption)
- iv) Finished Goods in stock average 4 weeks.
- v) Credit allowed to customers 8 weeks.
- vi) Credit allowed to suppliers average 4 weeks.
- vii) Lag in the payment of wages & overheads 1.5 weeks.
- viii) Cash in hand expected to be Rs. 50,000.

Production is carried out evenly throughout the year (52 weeks) & wages & overheads accrue similarly all sales are on credit basis. Calculate net working capital as per 'Cash Cost Approach Method' of working capital.



Total No. of Questions : 5]

SEAT No. :

P2209

[Total No. of Pages : 2

[5165]-2003
M.B.A. (Semester - II)
203 : HUMAN RESOURCE MANAGEMENT
(2016 Pattern)

Time : 2.15 Hours]

[Max. Marks : 50

Instruction to the candidates:

All questions carry equal marks.

Q1) Explain the importance of HRM & bring out the difference between HR manager & personnel manager.

OR

What are the strategic functions of HRM implemented in the organizations.

Q2) Define Job Analysis. What are the various purposes or uses of job analysis in organizations.

OR

What is career planning? What are the stages of career planning?

Q3) Define Training. What are the different training methods used in organizations?

OR

Explain the concept Training. How it differs from Development & education. Explain.

Q4) Define performance appraisal. Explain the process of performance appraisal in detail.

OR

What is compensation? State the factors that affect compensation.

P.T.O.

Q5) Write short notes (any two)

- a) Downsizing
- b) Difference between Termination and Resignation
- c) Lay off
- d) Golden Handshake
- e) Employee surveys



Total No. of Questions : 5]

SEAT No. :

P3581

[Total No. of Pages : 2

[5165]-2005

M.B.A. (Semester - II)

**205 : OPERATIONS AND SUPPLY CHAIN MANAGEMENT
(2016 Pattern)**

Time : 2 ¼ Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *Answer 5 questions.*
- 2) *All questions carry equal marks.*
- 3) *Draw neat diagram if required.*

Q1) What is the concept of operation management? Discuss the evolution from production to operation management.

OR

Explain the new concept about 'TQM' and 'Lean-Management'.

Q2) Write short notes on (any two) :

- a) Job production and Batch production.
- b) Assembly line and continuous flow of production.
- c) Types of processes and operation system.
- d) Service system design matrix.

OR

Explain the 'Design of Service system' and 'service Blue Print'.

Q3) Discuss 'MRP', 'CRP' and 'DRP' in production planning.

OR

Define the concept of 'Scheduling' and 'Loading'. Explain 'Master Production Schedule'.

P.T.O.

Q4) A firm has 7 different items in its inventory. The average no of each of these items held, along with their unit costs, is listed below. The firm wishes to introduce an ABC inventory system. Suggest a break down of the items into AB and C classifications.

Item No.	Average No. of units in Inventory	Average cost per unit (Rs.)
1	20,000	60.80
2	10,000	102.40
3	32,000	11.00
4	28,000	10.28
5	60,000	3.40
6	30,000	3.00
7	20,000	1.30

OR

Discuss inventory analysis 'VED' and 'FSN' for classification of material.

Q5) What is the concept of supply chain management? Discuss evolution of 'SCM' from Logistics and physical distribution.

OR

Explain the 'accommodation flow' and 'information flow' in supply chain integrated framework.



Total No. of Questions : 10]

SEAT No. :

P2211

[Total No. of Pages : 2

[5165]-2006

M.B.A. (Semester - II)

206 : MANAGEMENT INFORMATION SYSTEM

(2016 Pattern)

Time : 2.15 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Each question carries 10 marks*
- 3) *Draw neat and suitable diagram, if necessary*

Q1) In the era of globalization companies nowadays use 'information as a strategic resource'. Elaborate this statement with various examples.

OR

Q2) In a computer lab 10 computers were connected in mesh topology. Network engineer wants to expand this network with more 90 computers. He decides to continue with the same topology. Comment on his decision.

Q3) "Prototyping is a miniature that just gives an idea about the system". Elaborate this statement.

OR

Q4) "SDLC is composed of work phases which are used by systems engineers and systems developers to plan for, design, build, test, and deliver information systems." Justify the statement with appropriate example.

Q5) In the modern era of information explosion, what are various challenges in front of business analytics?

OR

Q6) "An expert system is a computer system that emulates the decision making ability of a human expert". Justify this statement with appropriate diagram.

P.T.O.

Q7) “Digital firms have created global opportunities as a result of expansion of their businesses globally”. Why are digital firms so powerful?

OR

Q8) “In e-business ‘small businesses’ can act as big”. How these e-businesses are beneficial to organizations?

Q9) M/s. Narayandas Govinddas is a wholesale trading firm engaged in business for over 30 years. It has over 50 vendors, about 1050 retailers a deals in 103 items. The firm has now decided to move into the IT era computerize its operations. Beign MIS executive ,describe and design two reports expects from the information system to enhance their business. Justify your answer from the point of view of business.

OR

Q10)How MIS is applied in Sales Management? Discuss in detail its critical control application.

