Total No. of Questions—7]　　　　　　　　[Total No. of Printed Pages—2

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[5176]-11

P.G.D.B.M. (I Sem.) EXAMINATION, 2017

101 : PRINCIPLES AND PRACTICES OF MANAGEMENT

AND ORGANISATIONAL BEHAVIOUR

(2008 PATTERN)

Time : Three Hours　　　　　　　　**Maximum Marks : 70**

N.B. :— (*i*)　Q. No. **1** is compulsory.

(*ii*)　Attempt any *four* questions from the remaining.

(*iii*)　*All* questions carry equal marks.

1.　Define Organisational Behaviour. Explain any *one* model with its merits and demerits.

2.　Explain contributions made by Henry Fayol to the field of Management.

3.　Define the term leadership. List the characteristics of a good leader.

4.　Explain the term conflict. Differentiate between constructive and destructive conflict with suitable examples.

P.T.O.

5. Define the term group. Explain the advantages and disadvantages of formal group.

6. Critically examine Herzberg's theory of motivation in detail.

7. Write short notes on (any *two*) :

(*a*) Decentralisation

(*b*) Line and Staff authority

(*c*) MBO

(*d*) Causes of Stress

(*e*) Steps in decision-making.

Total No. of Questions—8]   [Total No. of Printed Pages—4

[5176]-12

P.G.D.B.M. (First Semester) EXAMINATION, 2017

102 : MANAGEMENT ACCOUNTING

(2008 PATTERN)

Time : Three Hours   **Maximum Marks : 70**

N.B. :— (*i*)   Question No. **1** is compulsory (10 marks).

(*ii*)   Solve any *two* questions from Section-I and Section-II. Each question carries 15 marks.

(*iii*)   Use of simple calculator is allowed.

1.   (*a*)   Explain the following :   [5]

(*i*)   Accrual concept

(*ii*)   Machining cost and Revenue concept.

(*b*)   Classify the following items into Income, Expenditure, Assets and Labilities :   [5]

(*i*)   Rent paid (Office)

(*ii*)   Outstanding salary

(*iii*)   Interest received

(*iv*)   Pre-paid insurance

(*v*)   Machinery.

P.T.O.

Section-I

2. Write short notes on (any *three*) :

(*a*) Scope of management accounting.

(*b*) Difference between Current Assets and Fixed Assets.

(*c*) Objectives of cost accounting.

(*d*) Need of computerized accounting.

3. Explain the elements of cost in detail.

4. What is labour turnover ? Discuss in detail causes of labour turnover.

Section-II

5. Radha Industries provides the following information for the year 2000-2001 :

Particulars	Rs.
Sales	2,00,000
Variable cost	1,00,000
Fixed cost	50,000

Calculate P/V ratio, BEP (sales) and Margin of Safety. Also calculate the effect of the following :

(*a*) 10% increase in selling price

(*b*) 5% decrease in variable price.

6. Calculate :

(a) Material usage variance

(b) Material mix variance

(c) Material revised wage variance from the following information :

Material		Qty (kg)	(Price Rs.)	Value (Rs.)	Qty (kg)	Price (Rs.)	Value (Rs.)
(1)	ABC	70	15	1050	80	12	960
(2)	PQR	30	18	540	40	21	840
		100		1590	120		1800

7. The following is the information given by Naganath Industries for 50% production (10000 units) :

Raw Materials   Rs. 100 per unit

Direct Labour   Rs. 80 per unit

Direct Expenses   Rs. 20 per unit

Factory Expenses   Rs. 1,00,000 (40% fixed)

Administrative expenses Rs. 50,000 (50% variable)

Prepare a flexible budget for production copacity at 80% and 100%.

8. Prepare a statement of cost from following information of B. Traders. Nagpur for the year ended 31-3-2005 :

	Particulars	Rs.
1.	Cost of Direct Materials	2,00,000
2.	Sales	4,00,000
3.	Direct wages	1,00,000
4.	Office indirect materials	5,000
5.	Cost of special pattern	40,000
6.	Postage and telesram	2,000
7.	Factory rent and insurance	5,000
8.	Outstanding chargeable Expenses	2,000
9.	Carriage outward	2,500
10.	Interest on loan	2,150
11.	Printing and Stationery	500
12.	Factory indirect wages	3,000
13.	Selling cost	4,000
14.	Travelling salesman's salary	4,000
15.	Factory indirect material	1,000
16.	Royalties	8,000
17.	General overheads	2,000
18.	Bad debts written off.	1,000

Total No. of Questions—7]

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[5176]-13

PGDBM (I Sem.) EXAMINATION, 2017

103 : MANAGERIAL ECONOMICS

(2008 PATTERN)

Time : Three Hours   **Maximum Marks : 70**

N.B. :— (*i*) Attempt any *five* questions.

(*ii*) *All* questions carry equal marks.

1. Explain the meaning of managerial economics. Discuss the nature and scope of managerial economics.

2. State the law of demand and discuss the price elasticity of demand.

3. Discuss the meaning and importance of demand forecasting.

4. State the meaning of production function. Discuss the law of variable proportion.

5. Explain the meaning and importance of breakeven analysis.

6. Explain how firm achieve equilibrium under monopolistic competition.

7. Write notes on (any *two*) :

    (*a*)   Kinked demand curve

    (*b*)   Elasticitiy of supply

    (*c*)   Cost plus pricing

    (*d*)   Conditions of equilibrium for a firm.

Total No. of Questions—7]   [Total No. of Printed Pages—2

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[5176]-21

P.G.D.B.M. (Second Semester) EXAMINATION, 2017
201 : MARKETING MANAGEMENT
(2008 PATTERN)

Time : Three Hours   **Maximum Marks : 70**

N.B. :— (*i*)   Attempt any *five* questions.

(*ii*)   *All* questions carry equal marks.

1.   What is 'Brand' ? How and why are various Branding decisions made ?

2.   Explain the different components of price. How do they affect price setting up process for the product prices ?

3.   Discuss the importance of distribution channels in the success of any product selling organization. What are the functions of distribution channels ?

4.   Explain role of market promotion. Discuss various methods used for market promotion.

5.   "Services are different than products, hence have to consider extended 3P's of marketing." Comment.

6. How have Internet and Technology usage affected to :

(*a*) Distribution and

(*b*) Market Promotion ?

7. Write short notes on (any *two*) :

(*a*) Price and Non-price competition

(*b*) Product life cycle

(*c*) Marketing mix.

Total No. of Questions—9]   [Total No. of Printed Pages—4

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[5176]-22

P.G.D.B.M. (Second Semester) EXAMINATION, 2017

202 : FINANCIAL MANAGEMENT

(2008 PATTERN)

Time : Three Hours   Maximum Marks : 70

N.B. :— (*i*) Q. No. **1** is compulsory.

(*ii*) Attempt any *two* questions from each Section.

(*iii*) Figures to the right indicate full marks.

(*iv*) Use of non-programmable calculator is allowed.

1. What are the characteristics of the various forms of business organisations.   [10]

SECTION I

2. List and explain in detail the Determinants of working capital requirement.   [15]

3. Discuss the symptoms causes and remedies of overcapitalisation.[15]

4. Discuss the significance of dividend policy decisions which factors affect dividend policy decisions of a company.   [15]

P.T.O.

5. Write short notes on (any *three*) : [15]

(*a*) Commercial papers

(*b*) Fund flow statement

(*c*) Time value of money

(*d*) Trading on equity.

SECTION II

6. XYZ Ltd. is considering investing in a project that is expected to cost ₹ 12,00,000 and has an effective life of 5 years. The projected cash inflows for this period are as follows : [15]

Year	Amount (₹)
1	3,00,000
2	3,00,000
3	4,50,000
4	4,50,000
5	7,50,000
Total	22,50,000

Calculate :

(*a*) Pay back period

(*b*) Net present value @ 10% rate of discount

(*c*) Profitability index

Present value factors @ 10%

1	0.909
2	0.826
3	0.751
4	0.683
5	0.621

7. A Ltd. company is considering different methods to finance its investment proposals. It is estimated that initially ₹ 40,00,000 will be needed two alternative methods are available for raising the funds :

(1) To raise ₹ 20,00,000 by sale of equity shares of ₹ 100 each and balance at 18% term loan.

(2) To raise the entire amount by sale of equity shares of ₹ 100 each.

The existing capital structure of the company consists of :

(1) 50,000 equity shares of ₹ 100 each.

(2) 17% term loan of ₹ 20,00,000.

The expected EBIT (Earning Before Interest and Tax) is ₹ 15,00,000. Advise the company on the basis of EPS (Earning Per Share) in each alternative. [15]

8. Calculate the following ratios : [15]

(*a*)   Gross profit ratio

(*b*)   Net profit ratio

(*c*)   Current ratio

(*d*)   Liquid ratio

(*e*)   Proprietary ratio

The details are as follows :

Sales	₹ 25,00,000
Cost of sales	₹ 20,00,000
Net profit	₹ 4,00,000
Average inventory	₹ 8,00,000
Other current assets	₹ 7,00,000
Fixed assets	₹ 14,40,000
Net worth	₹ 15,00,000
Debt (long-term)	₹ 9,00,000
Current Liabilities	₹ 5,00,000
Net profit before tax and interest ₹ 8,00,000	

9. Write short notes on (any *three*) : [15]

(1)   Public deposits

(2)   Factoring

(3)   Bonus shares

(4)   DU-POINT analysis.

Total No. of Questions—**8**] [Total No. of Printed Pages—**2**

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[5176]-23

P.G.D.B.M. (Second Semester) EXAMINATION, 2017

203 : OPERATIONS MANAGEMENT

(2008 PATTERN)

Time : Three Hours **Maximum Marks : 70**

N.B. :— (*i*) Answer any *five* questions.

(*ii*) *All* questions carry equal marks.

1. Henry Ford can be said as the biggest implement of management concept in his company. Comment.

2. Explain strategic importance of location decision and describe in brief salient features of cellular layout or fixed position layout.

3. Describe different methods of manufacturing and characteristics of each method.

4. What are project management techniques ? Discuss PERT and CPM.

P.T.O.

5. From the following data, construct a p-chart size of sample (*n*) = 25.

Sample Number	Number Defects
1	2
2	4
3	3
4	2
5	3
6	4
7	3
8	1
9	1
10	2

Use C-chart to find the control of process.

6. What is maintenance management ? Explain its various functions.

7. What are the different methods of statistical quality control.

8. Explain any *two* :

(*a*) Scheduling

(*b*) Method study

(*c*) 'JIT' concept

(*d*) TOYOTA system

Total No. of Questions—7]　　　　　　[Total No. of Printed Pages—2

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[5176]-31

P.G.D.B.M. (III Sem.) EXAMINATION, 2017

301 : HUMAN RESOURCE MANAGEMENT

(2008 PATTERN)

Time : Three Hours　　　　　　　　Maximum Marks : 70

N.B. :—　(i)　*All* questions carry equal marks.

　　　　　(ii)　Attempt any *five* questions.

　　　　　(iii)　Draw charts, diagram and examples carry marks.

1. Define HRM. Explain various roles of Human Resource Manager.

2. What do you mean by Manpower Planning ? As a HR Manager what are the various steps you incorporate in Manpower Planning Process.

3. Define Training. Differentiate between training and development.

4. Explain the concept of performance appraisal. Explain the various rating errors.

5. Write in detail on Employee Retention Strategies.

6. Elaborate on different methods of separating employees from the organization.

7. Write short notes on (any *two*) :

(*a*) TQM

(*b*) Career Planning

(*c*) Collective bargaining

(*d*) Job description and job specification

(*e*) Importance of quality circle.

Total No. of Questions—6]   [Total No. of Printed Pages—2

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[5176]-32

P.G.D.B.M. (Third Semester) EXAMINATION, 2017

302 : MANAGEMENT INFORMATION SYSTEM

(2008 PATTERN)

Time : Three Hours   **Maximum Marks : 70**

N.B. :— (*i*)   Question No. **6** is compulsory.

         (*ii*)   Attempt any *four* questions from remaining.

         (*iii*)   Figures to the right indicate full marks.

1. Define Database Management system. Explain advantages and disadvantages of DBMS.   [15]

2. What is computer network ? Explain computer network topologies in detail.   [15]

3. What is SDLC ? Explain Spiral Model of SDLC in detail.   [15]

4. Define MIS. Explain how MIS is useful for organizational change in detail.   [15]

5. Explain Herbert Simon Model with steps in detail. [15]

6. Write short notes on (any *two*) : [5×2=10]

(*a*) EIS

(*b*) Quality Control

(*c*) Type of System

(*d*) Prototyping.

Total No. of Questions—7]

[Total No. of Printed Pages—2

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[5176]-33

PGDBM (III Sem.) EXAMINATION, 2017

303 : LEGAL ASPECT OF BUSINESS

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (*i*) Attempt any **5** questions.

(*ii*) Each question carries **14** marks.

(*iii*) Figures to the right indicate marks for that question/sub-question.

(*iv*) Your answers should be specific and to the point.

1. Describe the nature and classification of Contract Act 1871. Give the provisions relating to breach of contract with its remedies. [14]

2. Describe Creation and Termination of Agency. Mention the duties and liabilities of an Agency. [14]

3. Discuss the conditions and warranties laid down by the Sale of Goods Act, 1930. Describe the Rights of Unpaid Seller. [14]

4. Define Negotiable Instrument by mentioning its characteristics and types under the Negotiable Instruments Act 1881. [14]

5. Write a detailed note on Memorandum of Association and Articles of Association. Mention the various types of companies under the Companies Act 1956. [14]

P.T.O.

6. Define Unfair Trade Practices. What are the rights and remedies available for a consumer under The Consumer Protection Act, 1986 ? [14]

7. Write short notes on (any *two*) : [14]
(*a*) Cyber Crime
(*b*) Digital Signature
(*c*) Penalties under IT Act 2000
(*d*) Maintenance of Electronic Records.

Total No. of Questions—7] [Total No. of Printed Pages—2

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P.G.D.B.M. (Fourth Semester) EXAMINATION, 2017

401 : MANAGEMENT CONTROL SYSTEM

(2008 PATTERN)

Time : Three Hours **Maximum Marks : 70**

N.B. :— (*i*) Solve any *five* questions.

(*ii*) *All* questions carry equal marks.

1. State the difference between operations control and management control. What do you understand by 'Strategic Planning' ?   [14]

2. How could 'Budgeting' be used as tool for management control system ? Differentiate between Conventional Budgeting *Vs* Zero based Budgeting.   [14]

3. Why is Economic value added considered superior to Return on Investment ? Justify.   [14]

4. State the characteristics of management control system applied in service Industry.   [14]

5. 'Balance Score Card' is a holistic measure of organisational performance. Comment.   [14]

6. State various functions of the controller in detail. [14]

7. Write short notes on (any *two*) : [14]

 (*a*) Profit Centre

 (*b*) Activity Based Costing

 (*c*) Concept of Transfer Pricing.

Total No. of Questions—7]

[Total No. of Printed Pages—2

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[5176]-42

P.G.D.B.M. (Fourth Semester) EXAMINATION, 2017

402-A : INTEGRATED MARKETING COMMUNICATION

(Marketing Management Specialisation—I)

(2008 PATTERN)

Time : Three Hours   **Maximum Marks : 70**

N.B. :— (*i*) Attempt any *five* questions.

(*ii*) *All* questions carry equal marks.

1. Define Advertising. Explain 'Classification of Advertising' with supporting examples.

2. Elaborate on various methods of Advertising Appropriation.

3. Develop a suitable advertising campaign for the following products :

(*a*) Mineral water

(*b*) Broadband services.

(Make necessary assumptions)

4. Explain role played by 'Direct Marketing' in Communication Mix. Discuss methods of Direct Marketing used by a firm.

5. Design Print Advertisement Copies for :

(*a*) Soft Drink to be launched to Formula One Racing Even, Delhi

(*b*) A Luxurious Eco-friendly Residential Complex.

6. Discuss various techniques used to evaluate Adverting Effectiveness.

7. Write short notes on (any *two*) :

(*a*) DAGMAR

(*b*) Ethics in Advertising

(*c*) Headline.

Total No. of Questions—5]   [Total No. of Printed Pages—2

N.B. :— (*i*) Question No. **1** and **5** are compulsory.

      (*ii*) Solve any *two* questions from the remaining.

      (*iii*) Draw neat labelled diagram wherever necessary.

1. Consider the following table structure to write SQL Queries :
    EMPLOYEE (Empno, Ename, Date_of_Joining, Designation, Salary)
    PROJECT (Proj_ID, Proj_Name, Proj_Cost)
    ASSIGNED_To (Empno, Proj_ID, Status)

    (*a*) Create above tables with suitable constraints as required in
          assumptions.   [5]

    (*b*) Add at least two records in each table.   [5]

    (*c*) Solve the following queries (any *five*) :   [5×2=10]

        (*i*) Display the employees who are working on project 'AAA'.

        (*ii*) Display the employees who are working on project 'BBB'
           and 'CCC'.

        (*iii*) Display the employee names who have not yet completed
           the project.

        (*iv*) Display project whose cost is highest.

        (*v*) Display the name of employee(s) who is assigned maximum
           projects.

        (*vi*) Display the name of employee who is assigned only one
           project.

2. (*a*) Explain 3-tier architecture of DBMS. [10]

   (*b*) Write and explain Codd's rules. [10]

3. (*a*) Write a PL/SQL block, which will accept Empno and display the Salary. [10]

   (*b*) Explain DDL and DML statements with example. [10]

4. (*a*) Explain Date and String functions with examples. [10]

   (*b*) What is Relational Algebra ? Explain any three Relational Operators with example. [10]

5. Write short notes on (any *two*) : [10]

   (*a*) Stored Procedure

   (*b*) View in Oracle

   (*c*) Data Independence.

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P.G.D.B.M. (Fourth Semester) EXAMINATION, 2017

402-D : INVENTORY MANAGEMENT AND

MATERIAL REQUIREMENTS PLANNING

(Production and Materials Management Specialization—I)

(2008 PATTERN)

Time : Three Hours　　　　Maximum Marks : 70

N.B. :— (*i*) Attempt any *five* questions.

(*ii*) *All* questions carry equal marks.

1. What do you understand by Inventory ? What are the various types of inventory ?

2. Enumerate various inventory classification method and its use in controlling inventory.

3. Explain in detail fixed order versus fixed inverval system of inventory management.

4. What do you understand by Make or Buy Decision ? Discuss in detail merits and demerits of make or buy decision.

5. A manufacturer of bearings required 300 Nos. per year. Each bearing cost the company Rs. 36. The procurement cost and inventory carrying cost have been calculated Rs. 30 and Rs. 20 respectively. If suppliers offer discount of Rs. 2 per bearing on an order of 200 or above, should higher quantity be purchased ?

6. What are various criteria for evaluation of performance of materials function ?

7. Write notes on any *two* of the following :
(*a*) Bill of Materials
(*b*) JIT
(*c*) Dependent and Independent Demand
(*d*) Importance of Inventory Management Function.

Total No. of Questions—7]

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P.G.D.B.M. (Fourth Semester) EXAMINATION, 2017
402-E : LABOUR LAWS
(Human Resource Management Specialization—I)
(2008 PATTERN)

Time : Three Hours   **Maximum Marks : 70**

N.B. :— (i) Attempt any *five* questions.

(ii) *All* questions carry equal marks.

(iii) Figures to the right indicate full marks for that question/ sub-question.

(iv) Your answers should be specific and to the point.

1. Explain the procedure of obtaining Approval, Licensing and Registration under Factories Act, 1948. [14]

2. What are the health and safety provisions to be maintained as per Shops and Establishment Act, 1948 ? [14]

3. Discuss the Procedure, Powers and Duties of Authorities under the Industrial Disputes Act, 1947. [14]

4. Give in detail the procedure for dealing with complaints relating to unfair labout practices. [14]

5. Explain the procedure of certification of standing orders under Industrial Employment Act, 1946. [14]

6. Discuss the duties and powers of Investigating Officer under MTRU Act, 1971. [14]

7. Write short notes on (any *two*) : [14]
   (*a*) Principles of Natural Justice
   (*b*) Welfare facilities of Contract Labour
   (*c*) Define 'Working Hours' under Factories Act, 1948.
   (*d*) Strikes and Lock outs under the Industrial Disputes Act, 1947.

Total No. of Questions—7]   [Total No. of Printed Pages—2

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[5176]-47

P.G.D.B.M. (Fourth Semester) EXAMINATION, 2017

MARKETING MANAGEMENT SPECIALIZATION-II

403-A : International Marketing

(2008 PATTERN)

Time : Three Hours   Maximum Marks : 70

N.B. :— (*i*) Attempt any *five* questions.

(*ii*) *All* questions carry equal marks (i.e. **14** marks each)

1. What is international marketing ? What distribution strategy would you suggest to an Indian company manufacturing fabric, to create a market presence in the middle east ?

2. Explain the recent import-export policy and procedures.

3. Write a detailed note on the different pricing strategies that can be adopted by exporters.

4. Write notes on both the following :

   (*a*) Pre-shipment and post-shipment finance

   (*b*) Certificate of origin.

5. Explain in detail the process of segmentation in international markets.

6. Give an account of the procedure followed for exporting goods from Indian ports.

7. What do you mean by international marketing environment ? Discuss the socio/cultural and the political environmental factors in detail.

Total No. of Questions—8]   [Total No. of Printed Pages—6

N.B. :— (*i*) Question No. **1** is compulsory.

(*ii*) Attempt any *two* questions each from Section I and Section II.

(*iii*) Figures to the right indicate full marks.

(*iv*) Use of simple calculator is allowed.

(*v*) Solve both the Sections in one and the same answer-book.

1.   Explain the role of accounting standards board.   [10]

SECTION I

2.   Define financial planning. State the steps involved in financial planning.   [15]

3.   What do you understand by capital budgeting ? Discuss the various techniques used in evaluating investment projects.   [15]

4. Write short notes on (any *three*) :   [15]

   (*a*)   Cash flow statements

   (*b*)   Valuation of equity shares

   (*c*)   International accounting standards

   (*d*)   Corporate governance

   (*e*)   Human resource accounting.

SECTION II

5. Using the information and the form given below, compute the balance
-sheet terms for a firm having a sales of Rs. 36 lakhs.   [15]

Sales/Total Assets	3
Sales/Fixed Assets	5
Sales/Current Assets	7.5
Sales/Inventories	20
Sales/Debtors	15
Current Ratio	2
Total Assets/Net worth	2.5
Debt/equity	1

Balance Sheet

Liabilities	Rs.	Assets	Rs.
Net worth	—	Fixed Assets	—
Long term debt	—	Inventories	—
Current liabilities	—	Debtors	—
		Liquid Assets	—

6. A newly started company "ABC Pvt Ltd. Co." wishes to prepare cash budget from January. Prepare a cash budget for the first 6 months from the following estimated revenue and expenditure :

Month	Total Sales	Material	Wages	Prod. O.H	S&D OH
Jan.	20,000	20,000	4,000	3,200	800
Feb.	22,000	14,000	4,400	3,300	900
Mar.	24,000	14,000	4,600	3,300	800
Apr.	26,000	12,000	4,600	3,400	900
May	28,000	12,000	4,800	3,500	900
June	30,000	16,000	4,800	3,600	1,000

(OH-overheads)

Cash balance on 1st Jan was Rs. 10,000.

A new machine is to be installed at Rs. 30,000 on credit to be repaid by two equal instalments in March and April.

Sales commission @ 5% on total sales is to be paid within the month following actual sales Rs. 10,000 being the amount of second call may be received in March. Share premium amounting to Rs. 2,000 is also obtainable with 2nd call.

Period of credit allowed by suppliers   2 months

Period of credit allowed to customers   1 month

Delay in payment of overheads   1 month

Delay in payment of wages   ½ month

Assume cash sales to be 50% of total sales.   [15]

7. The following details are made available to you :   [15]

Particulars	Project X	Project Y
Project cost	1,40,000	1,40,000
Cash inflows :		
Year 1	20,000	1,00,000
Year 2	40,000	80,000
Year 3	60,000	40,000
Year 4	1,00,000	20,000
Year 5	1,10,000	20,000
Total	3,30,000	2,60,000

The firms cost of capital is 12%. Select the most suitable project by using the following methods :

(1)   Pay-back period

(2)   Net present value

(3)   Profitability index

Present value of Rupee 1 at 12% :

Year	12%
1	0.9
2	0.8
3	0.7
4	0.6
5	0.55

8. A pro forma cost sheet of a company provides the following particulars : [15]

Elements of cost	Amount per unit
Raw material	80
Direct labour	30
Overheads	60
Total cost	170
Profit	30
Selling price	200

The following further particulars are available :

Raw materials are in stock for one month.

Credit allowed by suppliers is one month.

Credit allowed to customers is two months.

Lag in payment of wages 1.5 weeks.

Lag in payment of overheads one month.

Materials are in process for an average of half month.

Finished goods are in stock for an average of one month.

1/4th of output is sold against cash.

Cash in hand and at bank is expected to be Rs. 25,000. You are required to prepare a statement showing the working capital needed to finance a level of activity of 1,04,000 units of product.

You may assume that production is carried on evenly throughout the year. Wages and overheads accrue similarly and a period of 4 weeks in equivalent to a month.

Total No. of Questions—7]   [Total No. of Printed Pages—2

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P.G.D.B.M. (Fourth Semester) EXAMINATION, 2017

403C-COMPUTER MANAGEMENT SPECIALIZATION-II

('C' Programming)

(2008 PATTERN)

Time : Three Hours   Maximum Marks : 70

N.B. :— (*i*)   Question No. **1** compulsory.

(*ii*) Solve any *five* questions from question numbers **2** to **7**.

(*iii*) Assume suitable data wherever necessary.

(*iv*) Figures to the right hand side indicate full marks.

1.   Answer the following questions (any *four*) :   [4×5]

(*a*)   What are command line arguments ? Explain.

(*b*)   What is the benefit of using an enum rather than #define constant ?

(*c*)   Discuss the precedence of operator in C.

(*d*)   What are macros ?

(*e*)   List all dynamic memory allocation functions.

2.   (*a*)   Find LCM of a number using recursion in C program. [5]

(*b*)   Write a C program to find the sum of the following series : [5]

$$\cos(x) = 1 - \frac{x^2}{2!} + \frac{x^4}{4!} - \frac{x^6}{6!} \ldots \frac{x^n}{n!}$$

3. (*a*) Write a C program that find the sum of lower triangular elements of matrix. [5]

(*b*) Write a function to concatenate the two strings without using library function. [5]

4. (*a*) Find the nth bit of a number is one or zero using bit-wise operators. [5]

(*b*) What is ternary operator ? Explain with example. [5]

5. Write a C program to find 2 elements in the array such that difference between them is largest. [10]

6. Write a C program to calculate difference between two dates. (Use structure variable to store date). [10]

7. Write a C program to read a text file and find out the frequency of each character. [10]

Total No. of Questions—7]   [Total No. of Printed Pages—2

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P.G.D.B.M. (Fourth Semester) EXAMINATION, 2017

403-D SUPPLY CHAIN AND LOGISTIC MANAGEMENT

(Production and Materials Management Specialization-II)

(2008 PATTERN)

Time : Three Hours   Maximum Marks : 70

N.B. :— (*i*)   Attempt any *five* questions.

(*ii*)   *All* questions carry equal **(14)** marks.

(*iii*)   Support the answers with suitable sketches/examples.

1.   Describe 21st century revolution in supply chain management. State the challenges.

2.   Explain various warehousing decisions for establishing a warehouse for a mall like Big Bazar or Reliance Digital and Fresh.

3.   'Supply chain efficiency, customer service level and inventory carrying cost are interrelated terms'. Justify the statement with example.

4.   State principles and participants of transportation ? State the concept of Transport Functionality.

P.T.O.

5. Explain packaging and material handling processes in various organizations.

6. How has e-commerce influenced supply chain management ? Describe its advantages and disadvantages.

7. Write short notes on (any *two*) :

   (1) Sustainable transportation

   (2) Customer satisfaction

   (3) Reverse logistics

   (4) Warehousing ownership arrangements.

Total No. of Questions—7] [Total No. of Printed Pages—2

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P.G.D.B.M. EXAMINATION, 2017

403-E : INDUSTRIAL RELATION

(Human Resource Management Specialization-II)

(2008 PATTERN)

Time : Three Hours Maximum Marks : 70

N.B. :— (*i*) Question No. **1** is compulsory.

(*ii*) Attempt any *three* from the remaining.

1. (*a*) What do you mean by industrial relation ? Describe the objectives and scope of industrial relation. [15]

(*b*) Write the salient features of industrial employment standing orders. [10]

2. What is collective bargaining ? State the necessity and importance of collective bargaining. [15]

3. What are the essential functions of joint management councils ? Why have they not been successful in our country. [15]

4. State and discuss the main causes of industrial disputes. [15]

P.T.O.

5. Describe the various machinery to solve industrial disputes under industrial relation. [15]

6. Explain the role of ILO in trade union movement. [15]

7. Write short notes on (any *three*) : [15]

(*a*) Work committee

(*b*) Collective bargaining

(*c*) Arbitration

(*d*) Strike

(*e*) Layoff.