

Total No. of Questions :7]

SEAT No. :

P4066

**[5376]-11
P.G.D.B.M.**

[Total No. of Pages : 1

**(101) PRINCIPLES & PRACTICES OF MANAGEMENT AND
ORGANIZATIONAL BEHAVIOUR
(2008 Pattern) (Semeter I)**

[Time :3Hours]

[Max. Marks :70]

Instructions to the candidates:

- 1) *Question 1 is compulsory.*
- 2) *Solve any 3 out of the remaining.*
- 3) *Figures to the right indicate full marks.*

- Q1)** a) Define Motivation. What are types of motivation? Explain any one theory of motivation. [15]
b) Explain any 5 principles mentioned by Fayol. [10]
- Q2)** Explain Theory of group formation. [15]
- Q3)** What are functions of management? Explain any one function in detail. [15]
- Q4)** Explain the types of leadership. [15]
- Q5)** What do you understand by the term “Levels of management”. Explain with example. [15]
- Q6)** Explain the causes & effects of stress. [15]
- Q7)** Write notes on any two of the following: [15]
- a) Johari window.
 - b) MBO.
 - c) Types of conflicts.
 - d) Change Management.
 - e) Taylor’s Scientific Management.



Total No. of Questions :7]

SEAT No. :

P4067

[5376]-12

[Total No. of Pages : 3

P.G.D.B.M.

**102 : MANAGEMENT ACCOUNTING
(2008 Pattern) (Semester-I)**

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Q. No. 1 is compulsory.*
- 2) *Solve any two questions from Section-I and Section-II.*
- 3) *Figures to the right side indicate full marks.*
- 4) *Use of simple calculator is allowed.*

Q1) Write Short Notes on (any 2) : [10]

- a) Distinction between cost accounting and management accounting.
- b) Overabsorption of overheads.
- c) Advantages of double entry system.
- d) Going concern concept.

Section-I

Q2) a) Explain any two methods of material purchasing. [15]

- b) Difference between Bin card and store hedger.

Q3) a) What is Labour Turnover? Explain the causes of labour turnover. [15]

- b) Describe time keeping. Explain the essentials of a good time keeping.

Q4) a) What is meant by allocation of overheads? How it is different from apportionment of overheads? [15]

- b) Explain need for computerized accounting.

Section-II

Q5) A company prepared the following budget estimated for the year 2000-2001. [15]

Sales	15000 Units
Fixed cost	Rs. 34,000=00
Sales value	Rs. 1,50,000=00
Variable cost per unit	Rs. 6=00

P.T.O.

You are required to calculate :

- a) P/V Ratio, BEP (sales) and margin of safety.
- b) Also calculate the effect of the following :
 - i) decrease of 10% in selling price.
 - ii) increase of 10% in variable cost

Q6) The following balances were extracted from the books of Mr. Shrikant Kulkarni as on 31.3.2008. You are required to classify them into income and expenditure and assets and liabilities with reasons. **[15]**

Particulars	Dr. (Rs)	Cr. (Rs.)
Kulkarni's capital		3,30,000
Kulkarni's Drawing	24,450	
Opening stock	2,00,000	
Bills Receivables	25,000	
Purchases	2,75,000	
Sales		4,20,000
Bills payable		60,000
Return outwards		4,500
Return Inwards	5,000	
Plant and Machinery	1,00,000	
Loose Tools	25,000	
Patents	25,000	
Sundry Debtors	1,25,000	
Sundry Creditors		1,40,000
Cash at Bank	77,500	
Salaries and wages	50,000	
Repairs and Renewals	7,500	
Insurance	3,000	
Power and fuel	3,500	
Printing and Stationery	2,000	
Miscellaneous Expenses	6,500	
	9,54,450	9,54,450

Q7) From the following information prepare a flexible budget at 60% and 80% capacity. **[15]**

<u>Particulars</u>	<u>70% capacity (Rs.)</u>
<u>Variable Overheads</u>	
Indirect Material	5,000
Indirect Labour	15,000
<u>Semi-variable overheads</u>	
Electricity	50,000
Variables - 60%	
Fixed - 40%	
Repairs and maintenance	5,000
Variable - 65%	
Fixed - 35%	
<u>Fixed overheads</u>	
Salaries To staff	10,000
Depreciation on machine	14,000
Insurance of machines	6,000
<u>Total overheads</u>	<u>1,05,000</u>

The company estimated the direct labour hours to be worked at 70% capacity as 1,40,000 hours. Also Calculate the overheads recovery rate at 60%, 70% and 80% capacity.



Total No. of Questions : 7]

SEAT No. :

P4068

[5376]-13

[Total No. of Pages : 1

P.G.D.B.M.

**103 : MANAGERIAL ECONOMICS
(2008 Pattern) (Semester - I)**

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) Define Managerial Economics and explain its scope and significance.

Q2) State and explain Law of demand. Discuss types of elasticity of demand.

Q3) State and explain Law of supply. Explain elasticity of supply.

Q4) Explain production function. State and explain Law of variable proportions.

Q5) Differentiate between perfect competition and monopoly.

Q6) Discuss need for Government intervention in the markets.

Q7) Write short notes on. (any two)

- a) Determinants of Demand.
- b) Price Leadership.
- c) Cost plus pricing.
- d) Break Even Analysis.



Total No. of Questions :7]

SEAT No. :

P4069

[5376]-21

[Total No. of Pages : 1

P.G.D.B.M.

**201 : MARKETING MANAGEMENT
(2008 Pattern) (Semester-II)**

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) What are the extended P'S of marketing? Why they are required to be considered?

Q2) "Usage of Internet has revolutionized the Distribution management to a large extent". Do you agree with the statement? Justify your answer.

Q3) What are the various methods of promotion? Write detailed note on any two of them.

Q4) What are the pricing objectives for any organization? Which factors influence pricing decisions?

Q5) What are the new trends in packaging? How these new trends help to expand market size? Discuss with suitable examples.

Q6) Explain concept of product mix. How a two-wheeler motor cycle can manage his product mix?

Q7) Write short notes on any two of the following :-

- a) Price and Non-price competition
- b) Levels of product
- c) Internet and Technology Impact on promotion



Total No. of Questions :7]

SEAT No. :

[Total No. of Pages :3

P4070

[5376] - 22

PGDBM

**202 : Financial Management
(2008 Pattern) (Semester - II)**

Time : 3 Hours]

[Max. Marks :70

Instructions to the candidates:

- 1) *Q. No. 1 is compulsory.*
- 2) *Solve ant two questions from section - I and section - II each.*
- 3) *Figures to the right side indicate full marks.*
- 4) *Use of non-programming calculator is allowed.*

Q1) Discuss in details the function and duties of financial manager of a multinational company. **[10]**

SECTION - I

Q2) Define financial planning. Explain various factors which are required to be while preparing financial plan. **[15]**

Q3) Define financial management. Explain its objective & scope of financial management. **[15]**

Q4) Write short notes on (Any three): **[15]**

- a) Bonus shares.
- b) Capital rationing.
- c) Factor affecting dividend policy.
- d) Operative cycle.
- e) Trading on equity.

P.T.O.

SECTION - II

Q5) The sheet PQR Ltd. Provides the following data:

[15]

	Cost per Unit
Raw Material	Rs. 50
Direct labour	Rs. 20
Overheads (including depreciation of Rs. 10)	Rs. 40
Total cost	Rs. 110
Profits	Rs. 20
Selling Price	Rs. 130

- a) Average raw material in stock is for one month. Average material in work-in-progress is for half month.
- b) Credit allowed by suppliers; one month; credit allowed to debtors: one month.
- c) Average time lag in payment of wages: half month; Average time lag in payment of overheads 1 month.
- d) 25% of the sales are on cash basis. Cash balance expected to be Rs. 1, 00,000.
- e) Finished goods lie in the warehouse for one month.

You are required preparing a statement of the working capital needed to finance a level of the activities of 54,000 units of output. Production is carried on every throughout the year and wages and overheads accrue similarly. State your assumption, if any clearly.

Q6) Ashoka and co. has three Situations. Calculate operating leverage and financial leverage for the firm on the basis of the following information and also find out the highest and lowest value of combined leverage. **[15]**

Production	800 Units
Selling price per units	Rs. 15
Variable cost per units	Rs. 10
Fixed cost : Situation A	Rs. 1000
: Situation B	Rs. 2000
: Situation C	Rs. 3000

Company's Capital Structure consist of Equity Share Rs. 5000 and 12% Debenture Rs. 5000.

Q7) Carks Ltd. is planning an investment in new project. The investment budget of the company is Rs. 28,000. The company has following two investment alternatives. **[15]**

Particulars	Year	PV@ 10%	Project A	Project B
Initial Investment Rs.	0	01.00	28,000	28,000
Cash Inflows (in Rs.)	1	0.909	4,000	20,000
	2	0.826	8,000	16,000
	3	0.751	12,000	8,000
	4	0.683	18,000	4,000
	5	0.621	24,000	4,000

Compute the Net Present Value and PI at 10% cost of capital and suggest which project is profitable for the company.



Total No. of Questions :8]

SEAT No. :

P4071

[Total No. of Pages :2

[5376] - 23

P.G.D.B.M.

203 : OPERATIONS MANAGEMENT

(2008 Pattern) (Semester - II)

Time : 3 Hours]

[Max. Marks :70

Instructions to the candidates:

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

Q1) Explain the evolution from manufacturing to operations management. State contribution made by Henry Ford and Crossby in development of operations management.

Q2) Describe the characteristics of job production and mass production.

Q3) “Good plant layout not only optimizes the space utilization but reduces material handling cost”. Elaborate the statement explaining essentials of good plant layout .

Q4) “Production Planning and Control is the Nerve Centre of an Organization.” Discuss.

Q5) A municipal transport service in a metropolitan city is facing problem of availability of buses due to frequent Breakdowns. Suggest in details suitable types of maintenance to improve the situation.

P.T.O.

Q6) An Inspector in an Engineering Company recorded diameter of each of the five components selected every hour. The diameter data is given in table below for one shift of eight hours:

Sample No.	Individual Measurement of diameter in cm				
	1	2	3	4	5
1	10.45	10.39	10.55	10.38	10.40
2	10.55	10.38	10.40	10.39	10.44
3	10.46	10.44	10.44	10.35	10.36
4	10.38	10.39	10.55	10.38	10.40
5	10.37	10.45	10.44	10.41	10.41
6	10.45	10.37	10.44	10.38	10.41
7	10.46	10.38	10.35	10.50	10.44
8	10.44	10.39	10.37	10.45	10.39

Draw \bar{X} , R chart, state whether process is in control. Assume $A_2 = 0.577$, $D_3 = 0$, $D_4 = 2.114$.

Q7) Explain with examples how does application of Work Study increases Productivity.

Q8) Write notes on (any two)

- KANBAN
- JIT
- Theory of constraints



Total No. of Questions : 7]

SEAT No. :

P4253

[Total No. of Pages : 1

[5376]-31

PGDBM (Semester - III)

301 : HUMAN RESOURCE MANAGEMENT

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) Attempt any five questions.*
- 2) All questions carry equal marks.*
- 3) Diagram and examples at right carries marks.*

Q1) Define HRM. Explain various roles of Human Resource Manager. **[14]**

Q2) Explain sources of recruitment and selection process. **[14]**

Q3) Differentiate between training and development. Elaborate On-the-job Training Method in detail. **[14]**

Q4) Explain the concept of performance appraisal & Explain the various rating errors. **[14]**

Q5) Describe various separation methods of employees from the Organization. **[14]**

Q6) Discuss grievance procedure & settlement of Disputes. **[14]**

Q7) Write short notes on (any two) : **[14]**

- a) TQM
- b) Job description & job specification.
- c) Career planning.



Total No. of Questions : 6]

SEAT No. :

P4285

[Total No. of Pages : 1

[5376]-32

P.G.D.B.M. (Semester - III)

302: MANAGEMENT INFORMATION SYSTEMS

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Q. 6 is compulsory.*
- 2) *Solve any four questions from remaining.*
- 3) *Figures to the right indicate full marks.*
- 4) *State your assumptions clearly.*

Q1) Define MIS. Explain how MIS is an instrument for the organizational change. [15]

Q2) Explain stages in system Development life cycle. [15]

Q3) Explain Classical and administrative models of Decision Making. [15]

Q4) Explain Data Warehousing with its advantages and disadvantages. [15]

Q5) Explain DSS, EIS and Expert systems in detail. [15]

Q6) Write short notes (any two) [2×5=10]

- a) Information as strategic Resource.
- b) Hebert simon's model.
- c) Network Topologies.
- d) Quality Assurance.



Total No. of Questions : 7]

SEAT No. :

P4072

[5376]-33

[Total No. of Pages : 1

P.G.D.B.M.

**303 : LEGAL ASPECTS OF BUSINESS
(2008 Pattern) (Semester - III)**

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) “No consideration no contract”. Explain this concept under contract Act. What are its exceptions.

Q2) What are the rights and liabilities of surety & Co-Surety?

Q3) Explain ‘Sale’ Under Sale of Goods Act, 1930. What are the essentials of contract of sale?

Q4) Explain negotiable instrument under Negotiable Instruments Act, 1881. Explain provisions regarding dishonour of negotiable instrument.

Q5) What do you understand by company meetings under the companies Act, 1956? What are the types of company meetings?

Q6) What are the rights and remedies for consumers under Consumer Protection Act, 1986?

Q7) Write short notes. (any two)

- a) Cyber Crime.
- b) Certifying authority.
- c) Digital Signature Certificate.
- d) Electronic governance.



Total No. of Questions : 7]

SEAT No. :

P4286

[Total No. of Pages : 1

[5376]-41
MBA (Semester - III)
MANAGEMENT CONTROL SYSTEMS
(2008 Pattern)

Time : 2½ Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Q. No 7 is Compulsory*
- 2) *Attempt any 4 questions from Q. No. 1 to Q. No. 6.*
- 3) *All questions carry equal marks.*

- Q1)** Discuss the concept of Management Control System. Distinguish clearly between Strategic Planning, Management Control and Task Control with examples.
- Q2)** Discuss 'Responsibility Centers'. State the types of responsibility centers. Explain any two types of responsibility centers.
- Q3)** Explain the concept of 'Transfer pricing'. How does transfer pricing help as a tool to measure the performance of management.
- Q4)** How is Management Control System in a service organisation different from that of a Manufacturing organisation?
- Q5)** Write a detailed note on 'Balanced Score Card'.
- Q6)** Write Short notes on (Any TWO):
- a) Goal Congruence
 - b) Activity Based costing.
 - c) Financial Performance Measures.
 - d) Budgetary control as a tool for Management control System
- Q7)** Design the control system for attendance and pay roll system for a manufacturing organisation. What are the measures you would include for the successful' implementation of the system?



Total No. of Questions :7]

SEAT No. :

[Total No. of Pages :1

P4073

[5376] - 42

P.G.D.B.M

402 : Specialization - I (A) Marketing

INTEGRATED MARKETING COMMUNICATIONS

(2008 Pattern) (Semester - IV)

Time : 3 Hours]

[Max. Marks :70

Instructions to the candidates:

- 1) *Attempt any five questions.*
- 2) *All questions carry equal marks i.e 14 each.*

Q1) Explain the various classifications of advertising in detail. What is advertising appropriation?

Q2) Enlist the different media available for advertising. Give criteria for Media choice for a formal men's apparel brand.

Q3) What is Media Management? What is its significance?

Q4) Discuss various Trade Promotion and Consumer Promotion Tools that can be used by an Organization.

Q5) What are the advantages of participating in trade fairs and exhibitions for companies?

Q6) What is the importance of ethics and social responsibility in IMC campaigns?

Q7) Write short notes on (Any two):

- a) E-Commerce.
- b) Direct Marketing.
- c) AIDA.



Total No. of Questions :7]

SEAT No. :

[Total No. of Pages :2

P4155

[5376] - 43

P.G.D.B.M

FINANCIAL MANAGEMENT

(402 - B) Direct Taxation Specialization

(2008 Pattern) (Semester IV)

Time : 3 Hours]

[Max. Marks :70

Instructions to the candidates:

- 1) *Attempt any five of the following.*
- 2) *All questions carry equal marks.*
- 3) *Use of calculator (as applicable) is permitted.*

Q1) Write short notes (any two):

[14]

- a) Income from other sources.
- b) Assessment Year & previous year.
- c) Casual Income.
- d) Residential status of companies.

Q2) Discuss different types of house.

- a) Properties for calculating Income from house property.

[7]

b) Mr. Ashok purchased his residential house during June, 1979 for an amount of Rs. 2,00,000. During January 1986, he spent an amount of Rs. 50,000 for improvement of the house. In October 2016, he sold the house for an amount of Rs. 35,00,000 & paid 1% brokerage to the broker. In Jan 2017, he invested Rs. 5,00,000 for buying a plot in his home town.

Assuming FMU as on 1stApril 1981 as Rs. 2,50,000 & C11 for 1985-86 year to be 125 & for 2016-17 to be 1081, calculate Income from capital Gains.[7]

Q3) Define Agricultural Income & state implications of the same under Income tax Act 1961.

[14]

P.T.O.

- Q4)** a) Discuss the taxability of partnership firms. [7]
 b) Mr Ram is advocate & has prepared the following income & expenditure A/c for the year ending 31/03/2017.

Income & Expenditure A/C

Particulars	Rs.	Particulars	Rs.
Office Expenses	1,00,000	Audit Fees	7,05,000
Employee's Salary	50,000	Gift from father in law	50,500
Magazines	6,000	Devident	80,000
Personnel Expenses	1,70,000	Project on sale of Investment	64,500
Donation to NDF	5,000	Law consultancy Fees	5,00,000
Interest	7,000		
Income tax	1,33,000		
Car Expenses	20,000		
Net Surplus	9,10,000		
	14,00,000		14,00,000

You are required to compute his professional income for the assessment year 2017-18. Considering the following points-

- 1) The car is used equally for official & personal purposes.
- 2) Rs. 10,000 domestic servants salary is included in employee's Salary.[7]

Q5) Write a detailed note on set - off & carry forward of losses. [14]

Q6) Explain in detail tax deducted at source (TDS) for different types of payments. [14]

Q7) a) Explain rates of tax for an individual. [7]

- b) Discuss the deductions under section 8000 of Income tax Act for rent paid. [7]



Total No. of Questions :5]

SEAT No. :

P4074

[Total No. of Pages :2

[5376] - 44

P.G.D.B.M.

COMPUTER SPECIALIZATION - I (C)

402 - C : DBMS with Oracle

(2008 Pattern) (Semester - IV)

Time : 3 Hours]

[Max. Marks :70

Instructions to the candidates:

- 1) *Q1 and Q5 are compulsory.*
- 2) *Solve any two Questions from the remaining.*

Q1) Consider Following tables to write SQL Queries

Employee (E-id, Ename, Designation, Salary)

Project (P-id, P-Name, P-Cost)

Works (P-id, E-id, Status)

Solve the following Queries based on above tables:

- a) Create above tables with suitable constraints. [5]

- a) Add at least two records in each table. [5]

- a) Solve any five Queries :- [10]
 - i) Display the name of Employee who get salary above Rs. 20,000.
 - ii) Name the Employee who is working on project "Inventory Mgt system".
 - iii) Name the projects which has cost above Rs. 1,00,000.
 - iv) Display the employee who are not assigned any project.
 - v) Display the list of completed projects.
 - vi) Display Employee Name with project Name.

- Q2)** a) Explain code rules in detail. [10]
- b) Explain any 5 relational operators with example. [10]

P.T.O.

- Q3)** a) Write PL/SQL Block to check if a number is prime or not. [10]
b) Explain DCL statement with example. [10]
- Q4)** a) What are Joins? Explain type of Join operators with example. [10]
b) Explain any five Group Functions with example. [10]
- Q5)** Write short notes (Any two): [10]
- i) Characteristics of DBMS
 - ii) View
 - iii) DDL Statements.
 - iv) Sub - Queries in SQL.



Total No. of Questions :7]

SEAT No. :

P4075

[Total No. of Pages :1

[5376] - 46

P. G. D. B. M

402 - E : LABOUR LAWS (HRM Specialization - I)

(2008 Pattern) (Semester - IV)

Time : 3 Hours]

[Max. Marks :70

Instructions to the candidates:

- 1) *Attempt any five questions.*
- 2) *Figures to the right indicate full marks.*
- 3) *Give examples and diagrams wherever necessary.*

Q1) Define 'Factory' and elaborate provisions related to health under Factories Act, 1948. **[14]**

Q2) Explain in detail all the provisions for Theaters or other Public Amusement under The Bombay Shops & Establishment Act. 1948. **[14]**

Q3) Define Lay-off and Lock-out. Give the special provisions related to lay-offs under the Industrial Dispute Act 1974. **[14]**

Q4) Discuss the registration of establishments under the Contract Labour Act, 1970. **[14]**

Q5) Define Unfair Labour Practices. Give the procedure for dealing with complaints relating to unfair labour practices. **[14]**

Q6) Explain the procedure of certification of standing orders under Industrial Employment Act, 1946? **[14]**

Q7) Write short notes on (any two): **[14]**

- a) Display of Standing Orders
- b) Retrenchment and Closer
- c) Strikes and lock-outs under the Industrial Disputes Act, 1947.
- d) Payment of wages under Bombay Shops and Establishment Act, 1948.



Total No. of Questions : 7]

SEAT No. :

P4076

[5376]-47

[Total No. of Pages :1

P.G.D.B.M.

MARKETING MANAGEMENT SPECIALIZATION

**403 (A):International Marketing
(2008 Pattern) (Semester-IV)**

[Time :3Hours]

[Max. Marks :70]

Instructions to the candidates:

- 1) *Question No.1 is compulsory.*
- 2) *Attempt any 4 from the remaining.*
- 3) *All questions carry equal marks.*

- Q1)** A cooperative farming unit from a tribal area in Maharashtra is thinking over idea to enter into International market for marketing of Vegetables, fruits and flowers. You as a consultant advice the management to perform the task more effectively and efficiently.
- Q2)** “The determinants of International pricing strategy are diffirent from a domestic Pricing Strategy.”Comment.
- Q3)** What do you mean by International marketing environment? Discuss the technological and the legal environment in details.
- Q4)** Mention and describe in brief the various modes of entry available to an International marketer.
- Q5)** Write short notes on (any two)
- a) Letter of Credit.
 - b) Tariff and nontariff barriers.
 - c) Transfer princing.
- Q6)** Give an account of Financial and Fiscal incentives given by Indian Government to promote exports.
- Q7)** Mention the major points in the recent Import Export (Exim) policy (2009-2014)including ammendments as on 31ST March 2010.



Total No. of Questions : 8]

SEAT No. :

P4894

[Total No. of Pages : 4

[5376]-48

P.G.D.B.M. (Semester - IV)

403 - B : ADVANCED FINANCIAL MANAGEMENT

Specialization II - Finance

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) Question No. 1 is compulsory and carries 10 Marks.*
- 2) Attempt any Two questions each from Section - I and Section - II and each question carries 15 Marks.*
- 3) Use of simple calculator is allowed.*

Q1) Explain the Objectives of Ratio Analysis. Also explain the types of Ratios.

SECTION - I

Q2) Explain in detail different methods of evaluating capital expenditure proposal.

Q3) What is Financial Planning? Explain the factors to be considered while preparing Financial Planning.

Q4) Write short notes on (Any Three)

- a) Valuation of Equity Shares
- b) Inflation Accounting
- c) Buy Back of Shares
- d) Merger and Acquisition
- e) Sensitivity Analysis

SECTION II

Q5) From the following Balance Sheet of Gupta & Co. Ltd. You are required to prepare

- a) Schedule of Changes in Working Capital
- b) Fund Flow Statement
- c) Funds from Operations

P.T.O.

Balance Sheet

Liabilities	2016	2017	Assets	2016	2017
Equity Capital	1,00,000	1,00,000	Goodwill	6,000	6,000
Reserve	14,000	18,000	Patents	6,000	6,000
P&L A/C	16,000	13,000	Building	50,000	46,000
Bank Overdraft	3,000	2,000	Machinery	27,000	26,000
Creditors	5,000	3,400	Investments	10,000	11,000
Bills Payable	1,200	800	Stock	20,000	13,400
Provision for Taxation	10,000	11,000	Bills Receivables	12,000	13,200
Proposed Dividend	6,000	7,000	Debtors	18,000	19,000
Provision for Doubtful Debts	400	600	Cash at Bank	6,600	15,200
	1,55,600	1,55,800		1,55,600	1,55,800

Additional Information:

- a) Depreciation charged on Machinery Rs.4,000 and on Building Rs.4,000.
- b) Provision of Taxation of Rs5,000 was made during the year 16-17.
- c) Interim Dividend of Rs.7500 was paid during the year 2016-17.

Q6) Following data relate to five independent investment projects.

Projects	Initial Outlay	Annual Cash Inflows	Life in Years
P	10,00,000	2,50,000	8
Q	2,40,000	24,000	15
R	1,84,000	30,000	20
S	11,500	4,000	5
T	80,000	12,000	10

Assume 10% required rate of return and 50% tax rate.

Rank these five investment projects according to each of the following criteria

- a) Pay Back Period
- b) Accounting rate of return
- c) Net Present value

Present value of annuity of Rs.1 discounted @ 10%

5 years - 3.790

8 years - 5.334

10 years - 6.144

15 years - 7.608

20 years - 8.514.

Q7) The management of XYZ Ltd. Has called for a statement showing the working capital needed to finance a level of activity of 1,80,000 units of output for the year. The cost structure for the company's product for the above mentioned activity level is detailed below.

Particulars	Cost per Unit
Raw Materials	20
Direct Labour	5
Overheads (Including depreciation of Rs.5 per unit.)	15
Profit	10
Selling Price	50

Additional Information

- a) Minimum desired cash balance is Rs. 20,000.
- b) Raw materials are held in stock on an average for two months.
- c) Work in progress (assume 50% completion stage) half months production.
- d) Finished goods remain in warehouse on an average for one month.
- e) Suppliers of material extend one month credit.
- f) Credit allowed to, customers two months.
- g) Cash sales are 25% of total sales.
- h) There is a time lag in payment of wages of one month and half month in case of overheads.

From the above particulars you are required to prepare a statement showing working capital requirement of XYZ ltd.

Q8) From the following details prepare the Balance sheet of ABC Ltd.

Stock Turnover Ratio	2 times
Capital Turnover Ratio	2
Fixed Assets Turnover Ratio	4
Gross Profit Ratio	20%
Debts collection period	2 months
Creditor's payment period	73 days

The Gross Profit is Rs.60, 000. Closing stock Rs.500 in excess of Opening stock.



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P.G.D.B.M

PRODUCTION AND MATERIALS

**403 D:Supply Chain and Logistics Management
(2008 Pattern) (Semester-IV) (Specialization-II)**

[Time :3Hours]

[Max. Marks :70]

Instructions to the candidates:

- 1) *Attempt any five (5) questions.*
- 2) *Give examples or draw suitable diagrams wherever necessary.*
- 3) *All question carry equal (14) marks.*

Q1) Explain Global Supply Chain and integration.

Q2) State various modes of Transportation. Explain the advantages and disadvantages of each of them.

Q3) What are the considerations in planning the supply chain of

- a) Vegetables and Fruits
- b) Automotive Spare Parts

Q4) Flow of information has to be equally important like flow of goods/materials in SCM', Do you agree? Justify the answer.

Q5) How the Strategic Warehousing decisions are made? What are the different aspect making impact for Warehousing decision making?

Q6) Explain the perspectives of Packaging. Explain packaging with respect to Consumer goods and Industrial Goods.

Q7) Write Short notes: (Any Two)

- a) Customer Satisfaction
- b) E-Commerce
- c) International Sourcing



Total No. of Questions : 7]

SEAT No. :

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P.G.D.B.M**

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HUMAN RESOURCE MANAGEMENT SPECIALIZATION

**403 E: Industrial Relations
(2008 Pattern) (Semester-IV)**

[Time :3Hours]

[Max. Marks :70]

Instructions to the candidates:

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

Q1) Define Industrial Relations. Explain in detail various factors affecting Industrial Relation.

Q2) Explain the concept of collective bargaining with it's importance and need.

Q3) Define the trade union. Explain the scope, objective and functions of trade Union.

Q4) Define workers Participation in management. What are various forms & levels of participation.

Q5) Elaborate features of Industrial Employment ACT 1946.

Q6) Discuss the impact of globalization on Industrial relations.

Q7) Write Short notes: (Any Two)

- a) Causes of industrial dispute.
- b) Process of collective bargaining.
- c) Role of ILO.
- d) Adjudication.

