

Total No. of Questions : 7]

SEAT No. :

**P4636**

[4782]-11

[Total No. of Pages : 1

**P.G.D.B.M.**

**101: PRINCIPLES & PRACTICES OF MANAGEMENT &  
ORGANISATIONAL BEHAVIOUR  
(2008 Pattern) (Semester - I)**

*Time : 3 Hours]*

*[Max. Marks :70*

*Instructions to the candidates:*

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

- Q1)** a) Elaborate the contribution given by F.W. Taylor. [10]  
b) Explain the autocratic model of organisational behaviour. [15]
- Q2)** Evaluate F.Herzberg's theory of motivation, in detail. [15]
- Q3)** Define planning. What are the various steps involved in planning? [15]
- Q4)** Distinguish between constructive and destructive conflict, in detail. [15]
- Q5)** Explain the steps involved in staffing, in detail. [15]
- Q6)** Define 'Personality'. What are the factors responsible for development of personality? [15]
- Q7)** Write short notes on (Any three): [15]
- a) Nature of controlling.
  - b) Qualities of a leader.
  - c) Scope of leading.
  - d) Morale.
  - e) MBO.

EEE

Total No. of Questions : 9]

SEAT No. :

**P4637**

**[4782] - 12**

[Total No. of Pages :4

**P.G.D.B.M.**

**102: MANAGEMENT ACCOUNTING**

**(2008 Course) (Semester - I)**

*Time : 3 Hours]*

*[Max. Marks : 70*

*Instructions to the candidates:*

- 1) *Q.No. 1 is compulsory.*
- 2) *Attempt any two Questions each from section -I and section-II.*
- 3) *Use of simple calculator is allowed.*

**Q1)** Explain any five accounting concepts?

**[10]**

**SECTION - I**

**Q2)** Draw the format of Journal, ledger and trial balance with one example.

**[15]**

**Q3)** Differentiate between cost Accounting and Financial Accounting?

**[15]**

**Q4)** Briefly explain the procedure of procurement, storing and issuing of materials?

**[15]**

**Q5)** Write Short Notes [Any 3]

**[15]**

- a) Labour Turnover.
- b) Elements of cost
- c) Computerized Accounting
- d) Time keeping & Time Booking
- e) Types of Accounts

**P.T.O.**

## SECTION - II

**Q6)** Classify the following items of Trial balance into income, expenditure, assets and liabilities, with reasons. **[15]**

- |                      |                     |
|----------------------|---------------------|
| a) Closing Stock     | b) Wages            |
| c) Capital           | d) Drawings         |
| e) Debtors           | f) Creditors        |
| g) Cash at Bank      | h) Bank overdraft   |
| i) Prepaid Insurance | j) Carriage outward |
| k) Discount allowed  | l) Depreciation     |
| m) Rent Received     | n) Goodwill         |
| o) Bills payable     |                     |

**Q7)** The sales and profits during the last two years of Ashoka Ltd were as follows: **[15]**

Year	Sales (Rs)	Profits (Rs)
2008-09	15,00,000	2,00,000
2009-10	17,00,000	2,50,000

Annual fixed cost is Rs. 1,75,000.

You are required to calculate,

- a) P/V Ratio
- b) BEP (Sales)
- c) Margin of safety for both periods
- d) The profits made when sales are Rs. 25,00,000.
- e) Sales required to earn a profit of Rs. 4,00,000.

**Q8)** Escorts machineries pvt Ltd, Chennai has five operating departments viz. 'A', 'B', 'C', 'D' and 'E'. The actual costs incurred for March, 2012 were as under:

Indirect Material & Labour	Rs.
Dept 'A'	980
Dept 'B'	540
Dept 'C'	770
Dept 'D'	730
Dept 'E'	580

The other costs were as follows:

Insurance of plant	10,500
Taxes on Buildings & Premises	12,500
Depreciation	7,000
Supervisor's salary	28,000
Insurance of stock	6,400
Employer's liability for Employees Insurance	3,000
Electric lighting	9,000

Following data is also available in respect of five departments.

Particulars	Operating Depts				
	'A'	'B'	'C'	'D'	'E'
Area	140	120	110	90	40
No. of Workers	25	20	10	10	5
Prime cost wages	1,00,000	80,000	50,000	50,000	20,000
Value of plant	2,00,000	1,80,000	1,60,000	1,00,000	60,000
Value of stock	1,50,000	1,00,000	50,000	20,000	-

You are required to prepare statement showing primary distribution of overhead costs for the month ended 31<sup>st</sup> March, 2012. **[15]**

**Q9)** From the following information relating to control Ltd, cochi, prepare a Flexible Budget, at 60% and 80% capacity **[15]**

Particulars	70% capacity
	Rs.
a) Variable overheads:	
Indirect Material	5,000
Indirect Labour	15,000
b) Semi Variable overheads.	
Electricity	50,000
Variable - 60%	
Fixed - 40%	
Repairs and Maintenance	5,000
Variable - 65%	
Fixed -35%	
c) Fixed overhead:	
Salaries to staff	10,000
Depreciation on machines	14,000
Insurance on Machines	6,000
Total	1,05,000



Total No. of Questions : 7]

SEAT No. :

**P4638**

**[4782] - 13**

[Total No. of Pages :1

**P.G.D.B.M.**

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

*Time : 3 Hours]*

*[Max. Marks : 70*

*Instructions to the candidates:*

- 1) *Attempt any five questions.*
- 2) *All questions carry equal marks.*
- 3) *Draw neat diagrams wherever necessary.*

**Q1)** Explain Managerial Economics. Discuss its nature and scope.

**Q2)** State & explain 'Law of Demand'. Discuss types of elasticity of demand.

**Q3)** What do you mean by demand forecasting? Explain methods of demand forecasting.

**Q4)** Explain production function. State & explain 'Law of variable proportion'.

**Q5)** Explain features of Oligopoly. Discuss the kinked demand curve.

**Q6)** Write a detailed note on need for government intervention.

**Q7)** Write short notes on any two.

- a) Determinants of demand
- b) Law of supply
- c) Price support
- d) Price leadership.



Total No. of Questions : 7]

SEAT No. :

**P4639**

[4782]-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 is product mix? How a three wheeler Auto Rickshaw manufacturer can manage their product mix?

**Q2)** Explain new trends in packaging. How these new trends help to expand market size? Give any one example of it.

**Q3)** What is pricing objectives for any organization? Which factors influence pricing decisions?

**Q4)** "Internet usage has revolutionised the distribution to a large extent." Do you agree with the statement?

**Q5)** Explain the various methods of promotions. Why promotion are required, elaborate?

**Q6)** What is extended P's of marketing? Elaborate the importance of extended P's?

**Q7)** Write short notes on (any two):

- a) Core concept of marketing.
- b) Impact of internet on promotion.
- c) Price and non-price competition.

*EEE*

Total No. of Questions : 7]

SEAT No. :

**P4640**

[4782]-22

[Total No. of Pages :3

**P.G.D.B.M.**

**202: FINANCIAL 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.*
- 3) *Use of non programmable calculator allowed.*

**Q1)** Explain in detail the role and functions of finance manager of a globally diversified corporate entity.

**Q2)** What is working capital management? Explain the concept of operating cycle.

**Q3)** Explain the concept of capitalization. What do you mean by under capitalization and overcapitalization?

**Q4)** Write short notes on any three:

- i) Current Ratio
- ii) Cash budget.
- iii) Management of cash.
- iv) Corporate finance.
- v) Bouns share

***P.T.O.***



**Q5)** The firm's whose cost of capital is 10% is considering two mutually exclusive projects X&Y as per details:

Particulars	Year	Project X	Project Y
Cost	0	Rs.70,000	Rs.70,000
Cash Inflows	1	10,000	50,000
	2	20,000	40,000
	3	30,000	20,000
	4	45,000	10,000
	5	60,000	10,000

Compute the net present value at 10%, profitability index & discounted pay-back period for the two projects. (PV factors @10%=0.909,0.826, 0.751,0.683 & 0.621 for the years 1 to 5 respectively)

**Q6)** The Board of Directors of Nanak Engineering Company Pvt Ltd.requests you To prepare a statement showing the working capital requirements for a Level of activity at 156,000 units of production.

A proforma cost sheet of a company provides the following data:

Costs	Rs.(per unit)
Raw material	90.0
Direct labour	40.0
Overheads	75.0
Total cost(per unit)	205
Profit	60
Selling price	265

The following is the additional information available:

Average raw material in stock: one month; average materials in process: 2 weeks finished goods in stock, on average one month.

Credit allowed by suppliers- one month; credit allowed to debtors - 2 months.Time lag in payment of wages - 1.5 weeks; overheads - one month. 20% of sales are on cash basis. Cash balance is expected to be Rs. 60,000.

You may assume that production is carried on evenly throughout the year and wages and overheads accrue similarly.

**Q7)** EBIT of the company is Rs.20,00,000. It is planning to add Rs. 50,00,000 as additional funds through one of the following means of diversification. The present equity share capital (5,00,000 shares of Rs. 10 each) Rs.50,00,000. Following are the alternative sources:

- a) Issue of 12% debentures.
- b) Issue of 2,50,000 equity shares at par & the balance by 12% debentures.
- c) Issue of 10% preference shares of Rs 25,00,000 & balance by 15% term loan. Advise the company as to the selection of the best alternative by giving detailed reasoning therefore.



Total No. of Questions : 8]

SEAT No. :

**P4641**

**[4782] - 23**

[Total No. of Pages :2

**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 scope, importance and functions 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)** Explain the meaning and importance of spare parts management and Maintenance planning.

**Q6)** Explain meaning of statistical Quality control. How do use of Statistical Quality control methods help in controlling quality? Describe with an example.

**Q7)** Explain with example how does application of Work study increases productivity?

***P.T.O.***

**Q8)** Write notes on any two.

- a) Scheduling
- b) KANBAN
- c) TOYOTA system
- d) Theory of Constraints.



Total No. of Questions : 7]

SEAT No. :

**P4642**

[4782]-31

[Total No. of Pages : 1

**P.G.D.B.M.**

**301: HUMAN RESOURCE MANAGEMENT**

**(2008 Pattern) (Semester - III)**

*Time : 3 Hours]*

*[Max. Marks : 70*

*Instructions to the candidates:*

- 1) *Attempt any five questions.*
- 2) *All questions carry equal marks.*
- 3) *Figures to the right indicate full marks.*

**Q1)** Explain concept of Human Resource Management. Differentiate between Personnel Management and Human Resource Management. **[14]**

**Q2)** Define Manpower planning. Explain various steps involved in manpower planning. **[14]**

**Q3)** Differentiate between Training and Development. Explain various methods of Training. **[14]**

**Q4)** Define “Collective Bargaining”. Explain causes of Collective Bargaining. **[14]**

**Q5)** Elaborate concept of performance appraisal with it’s modern methods. **[14]**

**Q6)** Explain concept of “Organizational Exit”. Discuss the various forms of organizational exit. **[14]**

**Q7)** Write short notes on (Any Two): **[14]**

- a) Succession planning.
- b) Rating Errors.
- c) Job Evaluation.
- d) Quality Circle.

*EEE*

Total No. of Questions : 6]

SEAT No. :

**P4643**

**[4782] - 32**

[Total No. of Pages :1

**P.G.D.B.M.**

**302: MANAGEMENT INFORMATION SYSTEM  
(2008 Course) (Semester-III)**

*Time : 3 Hours]*

*[Max. Marks : 70*

*Instructions to the candidates:*

- 1) *Question No. 6 is compulsory.*
- 2) *Attempt any four questions from remaining.*
- 3) *Figures to the right indicate full marks.*

**Q1)** Explain “Role of MIS in Decision making during crises”. **[15]**

**Q2)** Explain Herbert Simon model with steps in detail. **[15]**

**Q3)** What is Data Warehousing? Explain Advantages and disadvantages of Data ware housing. **[15]**

**Q4)** Define DSS. Differentiate between DSS and EIS. **[15]**

**Q5)** Define Information. Explain attributes and advantages of quality Information. **[15]**

**Q6)** Write a short notes on (any two). **[5×2 = 10]**

- a) Network Topologies
- b) SDLC
- c) Quality Assurance
- d) Types & System.



Total No. of Questions : 7]

SEAT No. :

**P4644**

**[4782] - 33**

[Total No. of Pages :1

**P.G.D.B.M.**

**303: LEGAL ASPECT OF BUSINESS  
(2008 Course) (Semester-III)**

*Time : 3 Hours]*

*[Max. Marks : 70*

*Instructions to the candidates:*

- 1) *Answer any five questions from the following.*
- 2) *Each question carry equal marks.*
- 3) *Your answer should be specific and to the point.*

**Q1)** Define Offer & Acceptance. What are the provisions related to discharge of a contract under The Contract Act 1871? **[14]**

**Q2)** Define Agency under Contract Act 1872. Give the duties and liabilities of Agency. **[14]**

**Q3)** Elaborate the essentials and formalities of contract of sale under The sale of goods act 1930. **[14]**

**Q4)** What is a negotiable instrument? Give its types and provisions for its Dishonor. **[14]**

**Q5)** Define company. Give the various types of company meetings and its features under the companies act 1956. **[14]**

**Q6)** Define the following under consumer protection act 1986. **[14]**

- Restrictive trade practices
- Consumer protection council
- Consumer dispute redressal agency

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

- a) Electronic record and governance
- b) Digital signature
- c) Contract of guarantee
- d) Auction sale



Total No. of Questions : 7]

SEAT No. :

**P4645**

[4782]-41

[Total No. of Pages : 2

**P.G.D.B.M.**

**401: MANAGEMENT CONTROL SYSTEMS**

**(2008 Pattern) (Semester - IV)**

*Time : 3 Hours]*

*[Max. Marks : 70*

*Instructions to the candidates:*

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

**Q1)** Distinguish between strategic planning, management control & operational control.

**Q2)** Discuss 'Budgetary control as effective management control system tool' Elaborate your answer with suitable examples.

**Q3)** Management control in service sector differs from manufacturing industry? Comment.

**Q4)** What is balanced score card? Discuss the importance of 'Balanced score card' in measuring organisational performance.

**Q5)** What is 'Responsibility centre'? Explain the role of 'Responsibility centre' in measuring & improving organisational performance?

**Q6)** Write short notes on (any two):

- a) Goal congruence.
- b) Activity based costing.
- c) Management Audit.

**Q7)** Supplying division of a company has a 100% production capacity of 60000 units of a component and can sell 45000 units to the external market. The following particulars at 75% capacity utilisation of supplying division are available.

**P.T.O.**



Fixed cost Rs. 450000

Variable cost Rs. 40 per unit

Assets employed Rs. 1200000/-

External selling prices are determined to get a return of 20% on assets employed. Receiving div. of the company can process 15000 units and are willing to accept 15000 units from supplying division at Rs. 50 only, whereas supplying division want to supply at Rs. 55 per unit.

If supplying division produces 60000 units, additional fixed cost of Rs.150000 is required and employed assets increases by Rs. 3,00,000.

Suggest the manager of supplying division about the proposal, if the divisional performance is measured on the basis of rate of return on assets employed.

*EEE*

Total No. of Questions : 7]

SEAT No. :

**P4646**

[4782]-42

[Total No. of Pages : 1

**P.G.D.B.M.**

**402(A) :Marketing Management Specialization-I  
INTEGRATED MARKETING COMMUNICATION  
(2008Pattern) (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 concept of Integrated marketing communication.Explain different elements of IMC with suitable examples.

**Q2)** You are the promotion manager of a new footwear brand that would compete with existing footwear brands.what promotion(s) would you need to offer to get your product in retail outlets?

**Q3)** Explain the term publicity with relationship between advertising and publicity.

**Q4)** Explain personal selling process in detail.

**Q5)** How important is AIDA model in creating creative Ad's

**Q6)** Define sales promotions what are the types of sales promotions?

**Q7)** Write short notes on (any two):

- a) Public relations.
- b) Personal selling.
- c) Social responsibility in IMC Campaigns.



Total No. of Questions : 7]

**P4647**

SEAT No. :

[Total No. of Pages :2

[4782] - 43

**P.G.D.B.M.**

**FINANCE SPECIALIZATION**

**(402-B) Direct Taxation**

**( 2008 Pattern) (Semester- IV)**

*Time : 3 Hours]*

*[Max. Marks : 70*

*Instructions to the candidates:*

- 1) *Question No.1 is compulsory .Attempt any four from the remaining.*
- 2) *All questions carry equal marks.*
- 3) *Assessment year 2015-2016*
- 4) *Use of calculator (as applicable) is permitted.*

**Q1)** Write short notes on any two

**[2×5=10]**

- a) Double Taxation Avoidance Treaty
- b) Tax Deduction certificates
- c) Types of Assessment
- d) Forms of Return
- e) Filing of Returns

**Q2)** Explain provisions regarding Agricultural Income

**[15]**

**Q3)** a) Enumerate any seven incomes exempted from Tax

**[7]**

- b) Explain how residential status of an individual is decided as per the provisions of Income Tax Act

**[8]**

**Q4)** What are the provisions regarding Tax to be deducted at source (TDS) under Income Tax Act 1961?

**[15]**

**P.T.O.**

- Q5) a)** Discuss in detail the calculation of Income from House property [10]
- b) Calculate Income from House Property from the following information:[5]
- Gross Annual value Rs.72,000/-
- Municipal Taxes paid. Rs. 10,000/-
- Rent received per month Rs.6,000/-
- Q6) a)** Explain the terms ‘Long Term Capital Gain’ and ‘Short Term Capital Gain’. [8]
- b) Mr.XYZ purchased a residential house for Rs.3,50,000/- on 15 th June 2011.Expenses incurred for purchase Rs.10,000/-.He sold the house on 1st August 2013 for Rs.4,13,000.Expenses incurred on sale Rs.7,000/- He made an expenditure of RS.15,000/- on 7th June 2012 for constructing an additional bathroom. Compute the capital Gain [7]
- Q7)** Give atleast 10 examples (Ten examples)of Income chargeable to tax under the head ‘Income from other sources. [15]



Total No. of Questions : 5]

SEAT No. :

**P4648**

[4782] - 44

[Total No. of Pages :2

**P.G.D.B.M.**

**COMPUTER SPECIALIZATION - I(C)**

**402-C: DBMS with Oracle**

**(2008 Course) (Semester - IV)**

*Time : 3 Hours]*

*[Max. Marks : 70*

*Instructions to the candidates:*

- 1) *Q.1 and Q.5 are compulsory.*
- 2) *Solve any two Questions from the remaining.*
- 3) *Draw neat labeled diagram wherever necessary.*

**Q1)** Consider following table structure to write SQL Queries.

Professor (SSn, Pname, status, salary)

Course (code, Cname, credits)

Taught (code, semester, SSn)

Assumptions:

- a) Each course has only one instructor in each semester;
- b) All professors have different name and salary;
- c) All courses have different names;
- d) Status can take values from “full”, “Associate”, and “Assistant”.
  - i) Create above tables with suitable constraints as required in assumptions. [5]
  - ii) Add atleast two records in each table. [5]
  - iii) Solve the following Queries (Any Five): [5×2 = 10]
    - I) Name the professor who is teaching DBMS
    - II) Name the professor who is getting highest salary.

**P.T.O.**

- III) Display the name of professors who have not taught a course yet.
- IV) Count the number of courses in each semester.
- V) Display those professors who have taught both 101 and 202.
- VI) Display the name of Assistant professors whose name starts with letter "s".

**Q2)** a) Explain 3-tier Architecture of DBMS. [10]

b) Write and Explain Codd's rules. [10]

**Q3)** a) Write a procedure which will accept a Number and display it in reverse order. [10]

b) Explain DML statements with example. [10]

**Q4)** a) Explain Date, String and conversion Functions with examples. [10]

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

**Q5)** Write a short note (Any two). [10]

a) Characteristics of DBMS.

b) Data Types in Oracle

c) Data Models.



Total No. of Questions : 7]

**P4649**

SEAT No. :

[Total No. of Pages :1

[4782] - 45

**P.G.D.B.M.**

**PRODUCTION & MATERIALS SPECIALIZATION**  
**(402-D)Inventory Management & Material Requirement Planning**  
**( 2008 Pattern) (Semester-IV)**

*Time : 3 Hours]*

*[Max. Marks : 70*

*Instructions to the candidates:*

- 1) *All questions carry equal marks.*
- 2) *Solve any 5 questions.*

**Q1)** What is inventory? What are various types of inventory? Explain with suitable examples.

**Q2)** Explain importance of inventory management function in reference to profitability and customer satisfaction.

**Q3)** ABC analysis & EOQ are complementary to each other.Discuss the statement.

**Q4)** What are inputs to MRP system?Explain BOM with suitable example.

**Q5)** Explain in detail Fixed order versus Fixed interval system of inventory Management.

**Q6)** Explain in detail various criteria for Evaluation of performance of materials function

**Q7)** Short note any two

- a) JIT
- b) Outsourcing
- c) Dependent and independent Demand.



Total No. of Questions : 7]

SEAT No. :

**P4650**

**[4782] -46**

[Total No. of Pages :1

**P.G.D.B.M.**

**402 E: Human Resource Management Specialization - I**

**LABOUR LAWS**

**(2008 Pattern) (Semester - IV)**

*Time : 3 Hours]*

*[Max. Marks : 70*

*Instructions to the candidates:*

- 1) *Attempt any five questions from the following.*
- 2) *Each question carries equal marks.*

**Q1)** Explain the procedure of obtaining approval, licencing & Registration under Factories Act 1948. **[14]**

**Q2)** What are the central Advisory Board & state advisory board “under contract labour Act 1970? **[14]**

**Q3)** Explain the procedure of recognition & re-recognition of trade union under MRTU & PULP Act 1971. **[14]**

**Q4)** Explain in detail all the provisions for Theatres or other Public Amusement under the Bombay shops & Establishments Act, 1948. **[14]**

**Q5)** Explain various principles of natural Justice. **[14]**

**Q6)** Enumerate the unfair labour practices on the part of Trade unions under MRTU Act 1971. **[14]**

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

- a) Lay off & lockouts
- b) Inspector under factories act
- c) Labour court under MRTU Act.
- d) Retrenchment & closure





Total No. of Questions : 7]

SEAT No. :

**P4651**

**[4782] - 48**

[Total No. of Pages :1

**P.G.D.B.M.**

**MARKETING MANAGEMENT SPECIALIZATION - II**

**403(A): International Marketing**

**(2008 Pattern) (Semester -IV)**

*Time : 3 Hours]*

*[Max. Marks : 70*

*Instructions to the candidates:*

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

**Q1)** Work out a plan to identify opportunities in International Markets for Basmati Rice from India.

**Q2)** Explain various steps involved in 'Exporting' process. Briefly describe the Export Documents required.

**Q3)** State and explain the quality, packaging and labelling requirements for marketing fresh mangoes in Japan.

**Q4)** Explain in detail how the Exporter arrange Pre-shipment and Post Shipment Finance.

**Q5)** Critically evaluate the factors influencing International Pricing Decisions.

**Q6)** Discuss how Government of India and Banks (RBI and EXIM Bank) enhance exports by providing incentives and foreign exchange facilities?

**Q7)** Write short notes on any two of the following.

- a) Underlying forces of International Marketing
- b) Market by Market pricing
- c) Registration of Exporters
- d) Understanding foreign exchange rates and protection against their adverse movement.



Total No. of Questions : 8]

SEAT No. :

**P4652**

**[4782] - 49**

[Total No. of Pages :4

**P.G.D.B.M.**

**403-B: ADVANCED FINANCIAL MANAGEMENT  
(2008 Pattern) (Semester -IV) (Specialization - II) (Finance)**

*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)** Briefly explain the SEBI Guidelines for Mergers & Acquisitions.

**SECTION - I**

**Q2)** Describe the term 'Accounting Standard' in detail. Explain the Accounting Standards in respect of 'Valuation of Inventory and 'Accounting for Fixed Assets'.

**Q3)** What do you mean by Cash Flow Statement? State its Merits and Demerits.

**Q4)** Explain the term 'Working Capital'. State the factors which affect the Working Capital requirement in detail.

**Q5)** Short Notes (any three)

- a) Cash Budget
- b) Accounting Standard Board
- c) Valuation of Equity Shares
- d) Profit Planning
- e) Human Resource Accounting

**P.T.O.**

## SECTION - II

**Q6)** The Balance Sheet of Superior Industries Ltd., as on 13<sup>st</sup> March, 2014 was as under:

Balance Sheet			
Liabilities	Amount (Rs.)	Assets	Amount (Rs.)
2,000 Equity Shares of Rs. 100 each	2,00,000	Land & Building	1,25,000
General Reserve	50,000	Machinery	75,000
Profit & Loss A/c	25,000	Investment	45,000
Creditors	45,000	(Market Value Rs. 37,500)	
Provision for Taxation	20,000	Debtors	50,000
Provident Fund	17,500	Stock	37,500
		Cash at Bank	25,000
	3,57,500		3,57,500

Additional Information:

- a) Land and Building and Machinery are valued at Rs. 1,37,500 and Rs. 55,000 respectively.
- b) Out of total Debtors Rs 2,500 are bad.
- c) Goodwill is to be taken at Rs. 25,000.
- d) The normal rate of dividend, declared by such type of companies is 15% on paid-up capital.
- e) The average rate of dividend, declared and paid by this company is 18% on its paid-up capital.
- f) Calculate the fair value of the equity share of Superior Industries Ltd.

**Q7)** Reliance Pvt. Ltd. wishes to arrange overdraft facilities with its bankers during the period April to June 2015 when it will be manufacturing mostly for stock. Prepare a Cash Budget for the above period from the following data, indicating the extend of the bank facility the company will require at the end of each month.

(Amount in Rs.)

Month	Sales	Purchases	Wages
February	1,80,000	1,24,800	12,000
March	1,92,000	1,44,000	14,000
April	1,08,000	2,43,000	11,000
May	1,74,000	2,46,000	10,000
June	1,26,000	2,68,000	15,000

Additional Information:

- a) All sales are credit sales, 50% of credit sales are realized in the month following the sales and the remaining 50% in the second month following.
- b) Creditors are paid in the month following the month of purchases.
- c) Cash at Bank on 1<sup>st</sup> April, 2015 (Estimated) Rs. 25,000.

**Q8)** Modi & Co. is considering two mutually exclusive investment proposals. Their expected cash flow streams are given as follows:

Year	Proposal-A	Proposal-B
0	(5,00,000)	(7,00,000)
1	1,45,000	1,00,000
2	1,45,000	1,10,000
3	1,45,000	1,30,000
4	1,45,000	1,50,000
5	1,45,000	1,60,000
6	1,45,000	1,50,000
7		1,20,000
8		1,20,000
9		1,10,000
10		1,00,000

The company employs the risk-adjusted method of evaluating risky projects and selects the appropriate required rate of return as follows:

Project Pay Back	Required rate of return
Less than 1 year	8%
1 to 5 years	10%
5 to 10 years	12%
Over 10 years	15%

Which proposal should be accepted by the company?

Year	Present Value of Rs. 1			
	8%	10%	12%	15%
1	0.926	0.909	0.893	0.870
2	0.857	0.826	0.797	0.756
3	0.794	0.751	0.712	0.658
4	0.735	0.683	0.636	0.572
5	0.681	0.621	0.567	0.497
6	0.630	0.564	0.507	0.432
7	0.583	0.513	0.452	0.376
8	0.540	0.467	0.404	0.327
9	0.500	0.424	0.361	0.294
10	0.463	0.386	0.322	0.247

  

PV Factor				
(Annuity)	8%	10%	12%	15%
6 year	4.622	4.355	4.11	3.785



Total No. of Questions : 7]

SEAT No. :

**P4653**

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**P.G.D.B.M.**

**403(C): COMPUTER SPECIALIZATION- II**

**“C” Programming**

**(2008 Course) (Semester-IV)**

*Time : 3 Hours]*

*[Max. Marks : 70*

*Instructions to the candidates:*

- 1) *Q.1 is compulsory.*
- 2) *Solve any five from remaining.*

**Q1) a)** Write a program to print following pattern **[5]**

```
1
2 3
4 5 6
7 8 9 10
```

**b)** Write a shrot notes on (Any 3). **[15]**

- i) Storage classes
- ii) Array
- iii) Logical operators
- iv) Preprocessor Directive

**Q2)** Write a ‘C’ program to accept the string and file name from the user by using command line argument, display the no. of occurrences in a given file for a given string. **[10]**

**Q3)** Write recursive function to calculate X raise to Y( $X^Y$ ). **[10]**

**Q4)** Write a ‘C’ program to swap the values of two variables without using third variable. **[10]**

**P.T.O.**

**Q5)** Accept information about Employee as Emp\_ID, Emp\_name, Emp\_designation, Emp\_salary with proper data type for 10 employee. Print name of Employee with highest salary, employee name and designation. **[10]**

**Q6)** Write a program to check given string is palindrome or not. **[10]**

**Q7)** Write a program to copy the text one file into another file in lower case. **[10]**



Total No. of Questions : 7]

**P4654**

SEAT No. :

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**P.G.D.B.M.**

**403(D): Production & materials Specialization-II**  
**SUPPLY CHAIN AND LOGISTIC MANAGEMENT**  
**( 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.*

**Q1)** Define the term “Supply chain” and “Supply chain management”.Explain different opportunities in SCM to enhance value.

**Q2)** Explain in brief Logistic value proposition and Logistic operating arrangement.

**Q3)** Explain significance of procurement,Manufacturing,and Logistic interfaces from a quality perspective

**Q4)** Explain balancing flow of information and flow of materials/ goods in SCM.

**Q5)** The design of supply chain influences costs,customer satisfaction and flexibility.Comment.

**Q6)** How do material handling and warehousing affect Network Distribution planning?

**Q7)** Explain in brief E-commerce advantages and disadvantages for SCM.





Total No. of Questions : 7]

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**P.G.D.B.M.**

**403 E:INDUSTRIAL RELATIONS**

**Human Resource Management ( Specialization)**

**( 2008 Pattern)(Semester-IV)**

*Time : 3 Hours]*

*[Max. Marks : 70*

*Instructions to the candidates:*

- 1) *All questions carry equal marks.*
- 2) *Solve any 5 questions.*
- 3) *Figures to the right indicate full marks.*

**Q1)** What is mean by Industrial Relations? Explain Approaches of Industrial Relations **[14]**

**Q2)** Explain Machineries to solve Industrial Disputes under Industrial Disputes Act,1947. **[14]**

**Q3)** Define Trade Union. Explain Role of Trade Union in productivity. **[14]**

**Q4)** Elaborate concept of collective Bargaining with it's process. **[14]**

**Q5)** Discuss the impact of globalization on Industrial Relations. **[14]**

**Q6)** Enumerate pre-requisites of Workers participation in Management with it's benefits. **[14]**

**Q7)** Write short note (any two) **[14]**

- a) Salient Features of Standing Order Act 1946.
- b) Causes of Industrial Disputes.
- c) Role of Judiciary in Industrial Relations.
- d) Changing Role of Management and Union in IR.

