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[4982]-11

**PGDBM (Semester-I) EXAMINATION, 2016**  
**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) Solve any *three* out of the remaining.

(iii) Figures to the right indicate full marks.

1. (a) Define the term Organisational Behaviour. Elaborate any *two* models of OB in detail. [15]  
(b) Elaborate the contributions putforth by Elton Mayo. [10]
2. Define the term 'Motivation. Elaborate Douglas McGregor's theory of motivation in detail. [15]
3. Define Controlling. Explain various steps involved in controlling. [15]
4. Explain the term 'Group.' Elaborate various stages of group formation. [15]
5. Explain Transactional Analysis in detail. [15]
6. Elaborate the concept, need and importance of 'staffing'. [15]
7. Write short notes on (any *three*) : [15]
  - (a) Levels of management
  - (b) Conflict management
  - (c) Morale
  - (d) MBO
  - (e) Dimensions of personality.

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[4982]-12

**P.G.D.B.M. (First Sem.) EXAMINATION, 2016**  
**102 : MANAGEMENT ACCOUNTING**  
**(2008 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 70**

**N.B. :—** (i) Q. No. 1 is compulsory. Attempt any **two** questions from each section.

(ii) Figures to the right indicate full marks.

(iii) Use of simple calculator is allowed.

1. Classify the following items into income, expenditure, assets and liabilities with reasons : [10]
- (a) Pre-paid insurance
  - (b) Outstanding wages.
  - (c) Commission received
  - (d) Machinery
  - (e) Carriage outward

**SECTION I**

2. Write short notes on (any *three*) : [15]
- (a) Reasons of labour turnover
  - (b) Need of computerized accounting
  - (c) Trade discount and cash discount
  - (d) Types of accounts and their rules
3. Explain the role of management accounting in decision-making. Explain how it is different than cost accounting. [15]

P.T.O.

4. Write point of difference for the following (any *three*) : [15]
- (a) Fixed cost and variable cost
  - (b) Time-keeping and time-booking
  - (c) LIFO and FIFO
  - (d) Selling overheads and factory overheads

### SECTION II

5. A product requires 10 hours per unit to produce at a standard rate Rs. 2 per hour. 1000 units were produced during March 2010. Actual time taken to produced was 9000 hours. The actual rate was Rs. 2.50 per hour. [15]

Calculate :

- (a) Labour cost variance
  - (b) Labour rate variance
  - (c) Labour efficiency variance
6. From the following information compute : [15]
- (a) P/V ratio
  - (b) Fixed cost
  - (c) Sales Volume to earn a profit of Rs. 1,20,000
- Sales : Rs. 1,50,000  
Profit : Rs. 15,000  
Variable cost : 80% of Sales Turnover
7. What do you mean by standard costing ? Explain in detail advantages of standard costing. [15]

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**[4982]-21**

**PGDBM (Semester-II) EXAMINATION, 2016**  
**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. (a) What do you understand by product ?  
(b) Explain product life cycle and give suitable example of any *one* product.
  
2. (a) Define Test marketing and Branding.  
(b) Explain types of packaging and new packaging trends.
  
3. (a) Explain objectives of pricing and factors influencing price decisions.  
(b) Discuss non-price competition, setting the price and managing price changes.
  
4. (a) Define the function of distribution channels.  
(b) Elaborate impact of technology and internet on distribution.
  
5. Elaborate importance and role of distribution channels in marketing.
  
6. “Promotion of a product for good sales turnover is imperative”. Comment.
7. Write short notes on (any *two*) :
  - (a) Online marketing
  - (b) Advertising and Promotion
  - (c) Personal selling and public relations.

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[4982]-22

**PGDBM (Second Semester) EXAMINATION, 2016**  
**202 : FINANCIAL MANAGEMENT**  
**(2008 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 70**

- N.B. :—** (i) Question No. 1 is compulsory.  
(ii) Solve any *two* questions from Section I and *two* questions from Section II.  
(iii) Figures to the right side indicate full marks.  
(iv) Use of non-programmable calculator is allowed.

1. Explain the concept of Time Value of Money with illustration. [10]

**SECTION I**

2. What is working capital management ? Explain the concept of Operating cycle. [15]
3. Explain the concept of capitalization. What do you mean by under-capitalization and over-capitalization. [15]
4. Write short notes on (any *three*) : [15]
- (a) ADR and GDR
  - (b) Credit Rating
  - (c) Management of cash
  - (d) Corporate Finance
  - (e) Bonus share.

P.T.O.

## SECTION II

5. 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 :
- (a) Issue of 12% debentures.
  - (b) Issue of 2,50,000 equity shares at par and the balance by 12% debentures.
  - (c) Issue of 10% preference shares of Rs. 25,00,000 and balance by 15% term loan.
- Advice the company as to the selection of the best alternative by giving detailed reasoning therefore. [15]

6. A company is considering an investment proposal to install new milling controls. The project will cost Rs. 55,000 and has a life expectancy of 5 years with Rs. 50,000 as salvage value. The company's tax rate is 55%. The estimated cash flows before tax (CFBT) from the proposed investment proposal are as follows : [15]

Year	CFBT (Rs.)
1	10,000
2	11,000
3	14,000
4	15,000
5	25,000

Compute the following :

- (i) Payback period
- (ii) Net present value at 10% discount rate
- (iii) Profitability Index @ 10%
- (iv) Discounted Payback Period
- (v) Average rate of return.

7. From the following details, prepare an estimate of the requirement of working capital :

Production	60,000 units
Selling price Rs. 5 per unit	
Raw materials	60% of selling price
Direct Wages	10% of selling price
Overheads	20% of selling price
Materials in hand	2 months requirement
Production time (WIP-50% complete)	1 month requirement
Finished goods in stores	3 months requirement
Credit for material	2 months requirement
Credit allowed to customers	3 months requirement
Average cash balance	Rs. 20,000

Wages and overheads are paid at the beginning of the month following. [15]

8. The directors of ABC Ltd. ask you to ascertain :
- Proprietor's fund
  - Fixed assets
  - Closing Debtors
  - Closing Creditors
  - Closing stock
  - Share Capital
  - Cash and Bank Balance

From the following information :

- (i) Inventory turnover is 6 times  
Year end debtors are outstanding for 2 months  
Year end creditors are outstanding for 73 days
- (ii) Ratios of cost of goods sold to :
  - (a) Proprietor's funds is 2 : 1
  - (b) Fixed Assets 4 : 1
- (iii) Ratio of gross profit to sales is 20%
- (iv) Closing stock is greater than opening stock by Rs. 10,000
- (v) The gross profit for the year ended 31st March, 2011 is Rs. 1,20,000.

Reserves and surplus appearing in the Balance Sheet as at 31st March, 2011 total to Rs. 40,000. [15]



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**PGDBM (Semester-II) EXAMINATION, 2016**  
**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. Define Operations Management. State its importance and explain various functions.
2. Write down characteristics of continuous and batch production method.
3. Explain the principles and types of Facilities Layout.
4. Explain various functions of Production Planning and Control department.
5. Ten metal pipes were inspected for total number of defects in their surface. The details of the number of defects for each pipe are given below :

Pipe No.	No. of defects
1	2
2	4
3	3
4	3
5	1
6	5
7	2
8	3
9	4
10	3

Construct a control chart and comment on the result.

P.T.O.

6. Explain the flow process chart and flow diagram.
7. Why Maintenance Management is essential ? State importance and types of maintenance.
8. Explain the terms KANBAN and JIT.

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**P.G.D.B.M. (Semester-III) EXAMINATION, 2016**  
**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 the remaining.

(iii) Figures to the right indicate full marks.

1. Define MIS. Explain need and objectives of MIS in detail. [15]
2. Define Information Technology. Explain impact of Information Technology on organization. [15]
3. What is Information Security ? Explain social and ethical issues related to MIS. [15]
4. What is Quality Assurance and Quality Control ? Explain the role of Quality Assurance in an organisation. [15]
5. What is Network topology ? What are the different types of topology ? Explain in detail. [15]
6. Write short notes on (any *two*) : [2×5=10]
  - (a) Expert System
  - (b) Data Mining
  - (c) Waterfall model of SDLC
  - (d) IT enabled Services.

Total No. of Questions—7]

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[4982]-33

**PGDBM (Third Semester) EXAMINATION, 2016**  
**303 : LEGAL ASPECTS OF BUSINESS**  
**(2008 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 70**

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

(ii) All questions carry equal marks.

1. Explain the term free consent and misrepresentation as per Contract Act 1871.
2. What are the various ways in which a contract can be discharged.
3. Explain the term conditions and warranties as per Sale of Goods Act, 1930.
4. What is a Negotiable instrument. Explain holder and holder in due course according to Negotiable Instrument Act, 1881.
5. Explain in detail the Memorandum of Association as per Companies Act, 1956.
6. Define consumer and explain the National Consumer Frum in detail.
7. Write short notes on (any *two*) :
  - (a) Digital signature
  - (b) Certifying Authority
  - (c) Bill of Exchange
  - (d) Quasi Contract
  - (e) Caveat Emptor.

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**[4982]-41**

**PGDBM (Semester-IV) EXAMINATION, 2016**  
**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. What is Management control system ? Explain the functions of controller in detail. [14]
2. Explain various types of 'Responsibility centres'. Distinguish in detail between Engineered expense centre & Discretionary expense centre. [14]
3. Differentiate between 'Return on Investment' (ROI) and Economic value added (EVA) with an example. [14]
4. Explain how management control system in manufacturing sector differs from management control system in service sector ? [14]
5. Explain all *four* perspectives of 'Balanced scorecard' in detail with corporate examples. [14]
6. What is Goal Congruence ? State its importance and role in the success of any 'Management control system. [14]
7. Write short notes on (any *two*) : [14]
  - (a) Market Based Transfer Price
  - (b) Zero Based Budgeting.
  - (c) Activity Based Costing.

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[4982]-42

**P.G.D.B.M. (Semester-IV) EXAMINATION, 2016**  
**402-A : MARKETING MANAGEMENT SPECIALIZATION-I**  
**INTEGRATED MARKETING COMMUNICATION**  
**(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. Explain the concept and process of integrated marketing ocmunications.
2. Enlist the different media available for Advertising. Give criteria for media choice for Water Purifier.
3. What is Media Planning ? What is its significance ?
4. Discuss various Trade Promotion and Consumer Promotion Tools that can be used by an organization.
5. What are the various steps studied in the Media Buying process ?
6. What is the importance of ethics and social responsibility in IMC campaigns ?
7. Write short notes on (any *two*) :
  - (a) E-Commerce
  - (b) Direct Marketing
  - (c) Evaluating Marketing communication Programmes.

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[4982]-44

**PGDBM (Semester-IV) EXAMINATION, 2016**  
**COMPUTER MANAGEMENT SPECIALIZATION-I**  
**402C : D.B.M.S. WITH ORACLE**  
**(2008 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 70**

- N.B. :—** (i) Q. No. 1 and Q. No. 5 are compulsory.  
(ii) Solve any *two* questions from the remaining.  
(iii) Draw neat labelled diagram wherever necessary.

1. Consider the following tables to solve the following queries :

<b>Car</b>	<b>Car Manufacturer</b>	<b>Colour</b>
Car No.	CMID	Colour Code
Car Name		Colour Desc
Segment (Small/ Midsize)	CM Name	
Colour Code		
Price		
CMID		

- (a) Create the above mentioned tables with proper constraints and insert at least 4 records. [10]
- (b) Solve any 8 queries : [10]
- (i) Display car details whose price is in the range of 1,00,000 to 5,00,000.
- (ii) List car details in descending order of their price.
- (iii) List total number of cars in each segment.
- (iv) List car manufacturer name who has manufacture 'Nano' car.
- (v) Display details of all cars which are available in 'Silver' colour.

P.T.O.

- (vi) Display car name, car manufacturer name and colour description of all cars.
  - (vii) Add 'Car Version' column in car table.
  - (viii) Create a synonym for car table.
  - (ix) List only car manufacturers who are manufacturing at least 3 cars.
- 2.** (a) Define DBMS. Explain different characteristics of DBMS. [10]  
(b) Write a function Bill discount to accept the patient no. and given him a discount of 10% on the total bill, if the bill amount exceeds Rs. 2 lakh. [10]
- 3.** (a) Write a PL/SQL Program to accept a string and find the number of characters and blank spaces in it. [10]  
(b) Explain DLL statement with an example. [10]
- 4.** (a) Explain various aggregate functions used in SQL with proper example. [10]  
(b) Explain the following relation algebra instructions : [10]
  - (i) Set Difference ?
  - (ii) Cartesian Product
  - (iii) Natural Join
  - (iv) Union
- 5.** Write short notes on the following (any two) : [10]
  - (a) Where and Having
  - (b) Synonyms in Oracle
  - (c) Data types in Oracle
  - (d) Correlated Query.



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**PGDBM (Semester-IV) EXAMINATION, 2016**  
**PRODUCTION AND MATERIALS MANAGEMENT SPECIALIZATION-I**  
**402 : INVENTORY MANAGEMENT AND**  
**MATERIALS REQUIREMENT PLANNING**  
**(2008 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 70**

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

(ii) All questions carry equal marks.

1. Define inventory. Discuss the various types of inventory. What are the reasons to hold the inventory in organization.
2. What is selective inventory control? Describe in detail various methods of selective inventory control?
3. What do you mean by EOQ? Describe the assumptions of EOQ model in detail.
4. What is MRP? “MRP is both inventory control and scheduling technique.” Discuss the statement by considering the inputs and outputs of MRP.
5. Discuss various factors to be considered while taking make or buy decision? Discuss merits and demerits of make or buy decision.
6. Compare fixed order versus fixed interval system and discuss the merits and demerits of each?
7. Write short notes on (any *two*) :
  - (a) Dependent and Independent demand
  - (c) Master production schedule
  - (d) Vendor managed inventory
  - (e) Strategies to increase inventory town.

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**PGDBM (Semester-IV) EXAMINATION, 2016**  
**402E : LABOUR LAWS**  
**HUMAN RESOURCE MANAGEMENT SPL.-I**  
**(2008 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 70**

- N.B. :-** (i) All questions are compulsory.  
(ii) Each question carries 14 marks.  
(iii) Figures to the right indicate marks for the question/  
sub-question.  
(iv) Your answers should be specific and to the point.

1. Define Factories Act, 1948. Give the various statutory provisions of health and welfare under this Act. [14]
2. Under Bombay Shops and Establishment Act 1948, give the registration and maintenance of records details of Residential Hotels. [14]
3. Discuss the procedure, powers and duties of authorities under the Industrial Disputes Act, 1947. [14]
4. Define illegal strikes and lockouts. Give in detail the procedure for dealing with complaints relating to unfair labour practices. [14]

P.T.O.

5. Define Industrial Court. Give the duties of Industrial Court and Labour Court. [14]
6. Write a detailed note on 'Principles of Natural Justice'. [14]
7. Write short notes on (any *two*) : [14]
- (a) Describe 'Working Hours' under Factories Act, 1948
  - (b) Payment of wages under Bombay Shops and Establishment Act, 1948
  - (c) Lay off and Retrenchment under The Industrial Disputes Act, 1947.
  - (d) Licensing of contractors, under the Contract Labour Act, 1970.

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**P.G.D.B.M. (IV Sem.) EXAMINATION, 2016**  
**403 A : INTERNATIONAL MARKETING**  
**MARKETING MANAGEMENT SPL-II**  
**(2008 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 70**

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

(ii) All questions carry equal marks.

1. Define 'International Marketing'. Discuss the various objectives of International Marketing along with the challenges and opportunities in International marketing.
2. Comment on the recent Import-Export policy and procedures.
3. What are the preliminaries carried out by Exporter for starting Export Business and Appointing Overseas Agents ?
4. Compare and contrast the Uniform Pricing with market by market pricing.
5. Describe the various methods of availing of Export Finance by the Indian Exporters.
6. Discuss the functions, role and achievements of WTO.
7. Write short notes on any *two* of the following :
  - (a) Types of letter of Credit
  - (b) Marine Insurance
  - (c) Labelling and packaging.
  - (d) Certificate of Origin.

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**P.G.D.B.M. (IV Sem.) EXAMINATION, 2016**  
**403-B : ADVANCED FINANCIAL MANAGEMENT**  
**FINANCIAL MANAGEMENT SPL-II**  
**(2008 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 70**

- N.B. :—** (i) Q. No. 1 is compulsory and carries 10 marks.  
(ii) Attempt any *two* questions from Section I. Each question carries 15 marks.  
(iii) Attempt any *two* questions from Section II. Each question carries 15 marks.

1. Explain in detail the provisions of accounting standard related to valuation of Inventory.

**SECTION I**

2. Explain in detail the provisions explained by Tondon Committee regarding working capital finance and various methods of lending.
3. Explain in detail the guidelines prescribed by SEBI regarding buy back of shares.
4. “Ratio analysis is a tool which diagnoses the health of the company.” Do you agree with the statement ? Why ?
5. Write short notes on (any *two*) :
- (a) Human Resource Accounting

P.T.O.

- (b) Methods of Valuation of shares
- (c) Inflation accounting
- (d) IRR.

## SECTION II

### 6. Balance sheet of XYZ Ltd. as on 31st March

	2012	2013		2012	2013
<b>Capital &amp; Liabilities</b>	Rs.	Rs.	<b>Assets</b>	Rs.	Rs.
Capital	60,000	75,000	Land & Building	30,000	37,000
Profit and Loss Account	26,000	42,000	Plant & Machinery	15,000	20,000
Secured Loans (LT)	30,000	20,000	Investments	8,500	7,500
Creditors	29,200	31,500	Raw material	34,000	36,700
Bank Overdraft	14,800	11,500	Work-in-progress	12,400	10,900
			Finished goods	21,300	19,200
			Debtors	31,100	38,500
			Cash & Bank	7,700	10,200
	1,60,000	1,80,000		1,60,000	1,80,000

### Information

- (a) Depreciation on land and building is 10% on opening balance.
- (b) A machinery costing Rs. 2,000 was sold for a profit of Rs. 1,000. Depreciation for the year was Rs. 2,000
- (c) Investments are sold at a profit of Rs. 800

Prepare a funds flow statement for the year 2012-2013.

7. From the following details, you are required to make an assessment of the average amount of working capital requirement of Fine Drinks Limited. :

	<b>Average Period of Credit</b>		<b>Estimate for First year</b>
Purchases of Material	6 weeks		26,00,000.00
Wages	0.5 weeks		19,50,000.00
<b>Overheads :</b>			
Rent, Rates etc.	6 months		1,00,000.00
Salaries	1 month		8,00,000.00
Other Overheads	2 months		7,50,000.00
Sales	Cash		2,00,000.00
Credit Sales	2 months		60,00,000.00
Average amount of stock and WIP			4,00,000.00
Average amount of undrawn profits			3,00,000.00

It is to be assumed that all expenses and income were made at even rate for the year.

8. A company working against a self-imposed capital budgeting constraint of Rs. 7,00,000, is trying to decide which of the following investments proposals should be undertaken by it ? All the investments are mutually independent. The list of investments along with the investment required and the net present value of the projected cash flows are as follows :

Specify your decision separately under the assumption :

- (a) The projects are divisible  
(b) The projects are indivisible

<b>Investment Proposals</b>	<b>Outlays</b> Rs.	<b>NPV</b> Rs.
P	1,00,000	60,000
Q	2,40,000	1,80,000
R	3,20,000	2,00,000
S	2,20,000	3,00,000
T	1,80,000	2,00,000

9. Using the information and form given below, compute the balance sheet terms for a firm having a sales of Rs. 36 lacs.

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

**BALANCE SHEET**

<b>LIABILITIES</b>		Rs.			Rs.
Net worth			Fixed Assets		
Long Term Debt			Inventories		
Current Liabilities			Debtors		
			Cash and Bank		
	<b>TOTAL</b>			<b>TOTAL</b>	



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**P.G.D.B.M. (Semester-IV) EXAMINATION, 2016**  
**403-C : 'C' PROGRAMMING**  
**(Computer Management Specialization-II)**  
**(2008 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 70**

- N.B. :—** (i) Question No. 1 is compulsory.  
(ii) Solve any *five* out of the remaining questions.

**1. (a) Trace output and justify answer : [12]**

(i) 

```
# include<stdio.h>
# include<conio.h>
main()
{
    int k=105;
    int b = ++k + k++ + 50;
    printf("l = %d, b = %d", k,b);
}
```

(ii) 

```
#include<stdio.h>
#include<conio.h>
main()
{
    int k=99;
    while(k>10)
    {
        printf("%d\n",k);
        k++;
    }
}
```

P.T.O.

```

(iii) #include<stdio.h>
      #include<conio.h>
      #include<string.h>
      main()
      {
          int i;
          char s = "ytisrevin U enuP";
          i = strlen(s) -1;
          for( ; i >= 0; i--)
              printf("%c",s[i]);
      }

```

(b) Explain the following (any two) : [8]

- (i) Function in "C" programming
- (ii) Data types in C programming
- (iii) Dynamic memory allocation

2. Write a program to print the following pattern : [10]

```

?
? $
? $?
?$?$

```

3. Write a recursive function to print factorial of given no. (if number is 5, then 120 should be returned (1\*2\*3\*4\*5)). [10]

4. Write a user defined function to print uppercase characters in the accepted string. [10]

5. Write a program to accept file name from command line and print the contents in uppercase. [10]

6. Write a program to accept records of 20 patients using array of structures with fields patientno, name, disease, gender. Print name of the female cancer patients. [10]

7. Accept 50 integers in an array and sort them in ascending order. [10]

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**P.G.D.B.M. (Semester-IV) EXAMINATION, 2016**  
**403 D : SUPPLY CHAIN AND LOGISTIC MANAGEMENT**  
**PRODUCTION AND MATERIAL MANAGEMENT SPL-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 the concept of Supply Chain. Describe global supply chain and network.
2. Explain logistical value proposition and flexible structure.
3. Explain the concept inventory functionality and inventory carrying cost.
4. State principles and participants of transportation. State the concept of Transport Functionality.
5. Explain Material handling considerations and systems.
6. Describe role of e-commerce, advantages and disadvantages in supply chain management.
7. Write short notes (any *two*) :
  - (a) Twenty first century supply chain
  - (b) International Sourcing
  - (c) Sustainable Transportation
  - (d) Warehouse Decisions.

Total No. of Questions—7]

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[4982]-51

**P.G.D.B.M. (IV Sem.) EXAMINATION, 2016**  
**403 (E) : INDUSTRIAL RELATIONS**  
**HUMAN RESOURCE MANAGEMENT SPL.-II**  
**(2008 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 70**

**N.B. :—** (i) Answer any *five* questions.  
(ii) All questions carry equal marks.

1. Explain concept of the term industrial relations. Explain its origin and growth in India.
2. Explain machinery for settlement of Industrial Dispute.
3. Explain collective bargaining. What are different reasons for failure of collective bargaining.
4. “Workers participation in management is necessary for industrial growth.” Discuss.
5. Explain any *seven* misconducts under standing orders.
6. Explain in detail functions of Trade Unions.
7. Write short notes on (any *two*) :
  - (a) Industrial Dispute
  - (b) Gandhian approach to IR
  - (c) Inter-union and Intra-union rivalry
  - (d) Classification of workman under standing orders
  - (e) Globalization and IR.

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