

Total No. of Questions : 7]

SEAT No. :

P2998

[Total No. of Pages : 1

[4882] - 11

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

101:Principles & Practices of Management &
Organisational Behaviour

(2008 Pattern)

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) Explain the term management with its functions, in detail. [15]
b) Elaborate the scope and importance of organisational behaviour. [10]

Q2) Distinguish between formal and informal groups, with relevant examples.[15]

Q3) Define organisation.Explain the principles of organisation. [15]

Q4) Explain the term leadership with its importance & qualities required for becoming a leader. [15]

Q5) Elaborate the various steps involved in decision - Making [15]

Q6) Define "personality" what are the different attributes of personality? [15]

Q7) Write short notes on Any three

- a) Steps in controlling
- b) Causes of stress
- c) Concepts in Management
- d) Types of motives
- e) Constructive conflict



Total No. of Questions : 9]

SEAT No. :

P2999

[Total No. of Pages : 3

[4882]-12

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

102: MANAGEMENT ACCOUNTING

(2008 Pattern)

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 the following accounting concepts : **[10]**
- a) Business Entity Concept.
 - b) Accounting Period Concept.

SECTION - I

- Q2)** Differentiate between Cost Accounting and Financial Accounting? **[15]**
- Q3)** What do you mean by under Absorption & over absorption of overheads? Also explain the causes & effects of the same. **[15]**
- Q4)** Briefly explain the procedure of procurement, storing & issuing of materials? **[15]**
- Q5)** Write Short Notes (Any 3) : **[15]**
- a) Types of Accounts.
 - b) Labour Turnover.
 - c) Computerized Accounting.
 - d) Elements of Cost.
 - e) Standard Costing.

P.T.O.

SECTION - II

- Q6)** Prepare a statement of cost from the following information relating to Mumbai Traders, Mumbai for the year ended 31-03-2011. **[15]**

	Rs.
Cost of Direct Materials	2,00,000
Sales	4,00,000
Direct Wages	1,00,000
Office Indirect Materials	5,000
Cost of Special Patterns	40,000
Postage & Telegrams	2,000
Factory Rent & Insurance	5,000
Outstanding chargeable expenses	2,000
Carriage Outward	2,500
Interest on Loan	2,150
Printing & Stationery	500
Factory Indirect Wages	3,000
Selling on cost	4,000
Travelling Salesman's Salary	4,000
Factory Indirect Material	1,000
Royalties	8,000
General Works Overheads	2,000
Bad debts written off	1,000

- Q7)** Activa Engineering Co. Ltd., Ahmednagar provides you with the following cost details : **[15]**

Non-variable cost	Rs. 2,000
Variable cost of Sales	60%
Total Turnover	Rs.10,000
Net Margin	Rs. 2,000

Calculate the following :

- a) P/V Ratio.
- b) Break Even Sales.
- c) Sales volume to earn a profit of Rs. 6,000.
- d) Margin of safety when sales are Rs. 25,000.

- Q8)** Dabur Chemicals Ltd., Delhi has given you the following information at 50% capacity of the production of 5,000 units during the month of March, 2011. **[15]**

Particulars	Unit Cost Rs.
Materials	50
Labour	30
Variable Overheads	20
Fixed Overheads (Rs. 50,000)	10
Administrative Overheads (90% fixed)	10
Selling Expenses (25% fixed)	08
Distribution Expenses (20% fixed)	05
Total	133

You are required to prepare Flexible Budgets at 60%, 70% and 80% capacity presuming that at 80% capacity material cost will be less by 5% and variable selling expenses will increase by 10%.

- Q9)** Orient Paper Co. Ltd., Osmanabad has 3 Production departments and two Service departments. Their primary distribution summary discloses the results which are as follows : **[15]**

Production Depts.	Rs.	Service Depts.	Rs.
‘A’	7,810	‘X’	4,000
‘B’	12,543	‘Y’	2,600
‘C’	4,547		

The expenses of Service Depts are charged on a percentage basis as follows :

Particulars	‘A’	‘B’	‘C’	‘X’	‘Y’
Service Dept. X	30%	40%	20%	-	10%
Service Dept. Y	10%	20%	50%	20%	-

You are required to prepare Secondary Distribution Statement as per Repeated Distribution Method or Simultaneous Equation Method for the period ended 31st March, 2010.



Total No. of Questions : 7]

SEAT No. :

P3000

[Total No. of Pages : 1

[4882] - 13

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

103 : MANAGERIAL ECONOMICS

(2008 Pattern)

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) Define Managerial Economics. Discuss its relationship with micro & macro economics.

Q2) Explain meaning of demand. Discuss elasticity of demand.

Q3) State & explain law of supply . Discuss elasticity of supply.

Q4) Write a detailed note on Break even analysis.

Q5) Explain low price & output are determined under perfect competition in short run & long run.

Q6) Discuss the need for government Intervention in markets.

Q7) Write short notes on (any two):

- a) Significance of managerial Economics
- b) Law of demand
- c) Cost plus pricing
- d) Price control



Total No. of Questions : 7]

SEAT No. :

P3001

[Total No. of Pages : 1

[4882] - 21

PGDBM (Semester - II)

201 : MARKETING MANAGEMENT

(2008 Pattern)

Time :3 Hours]

[Max. Marks :70

Instructions to the candidates:

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

Q1) Discuss with appropriate examples how marketers can prolong the lives of products in the maturity or decline stages of PLC?

Q2) Explain concept of 'Brand' How and why various Branding Decisions are made?

Q3) Discuss role of market Promotion in Marketing. explain various methods used for market promotion.

Q4) What are the different components of price? How they affect process of setting up the prices for the product?

Q5) Define sales promotion. Explain the importance of the various techniques of sales promotion.

Q6) Retailing is the deal end of product distribution. Explain.

Q7) Write short notes on (any two)

- a) Non price competition
- b) Promotional mix
- c) Extended PS of marketing
- d) New trends in packaging



Total No. of Questions : 7]

SEAT No. :

P3002

[Total No. of Pages : 3

[4882]-22

P.G.D.B.M.

**202: FINANCIAL MANAGEMENT
(2008 Pattern) (Semester - II)**

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Q.No. 1 is compulsory and carries 10 marks.*
- 2) *Attempt any two questions from Section I and II each carrying 15 marks.*
- 3) *Use of simple calculator is allowed.*

Q1) 'Capital Structure plays a very important role in deciding the returns to shareholders of a corporate organization'. Discuss.

SECTION - I

Q2) Emphasize the importance of ratio analysis and also discuss the limitations.

Q3) What do you mean by trading on equity? In what sense it will be useful as source of long-term funds and also explain the shortcomings.

Q4) Write short notes (Any Three) :

- a) Finance Function.
- b) Types of Dividend.
- c) Cost of Capital.
- d) Undercapitalisation.
- e) Time Value of Money.

SECTION - II

Q5) Operating Leverage and Financial Leverage of a company is 2 and 3 respectively at the present level of sales of 10,000 units. The selling price per unit is ₹(Rs.) 12 while it's variable cost is ₹(Rs.) 6. The company has no preference share capital. The rate of corporate tax is 30%. The rate of interest on company's debt is 16% p.a. What is the amount of debt in the capital structure of the company?

P.T.O.

Q6) A company whose cost of capital is 12% is considering two projects 'A' and 'B' each consisting of an initial investment of Rs. 1,40,000. The following data is available.

	PROJECT A ₹(Rs.)	PROJECT B ₹(Rs.)
Investment	1,40,000	1,40,000
Cash Flows		
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

Select the suitable project by using the following methods :

- Pay Back Period.
- NPV.
- Profitability Index.

The PV of ₹ (Rs.) 1 at 12% are –

Year 1 – 0.893

Year 2 – 0.797

Year 3 – 0.712

Year 4 – 0.636

Year 5 – 0.567

Q7) A Proforma cost-sheet of a company provides the following particulars :

<u>Element of Cost</u>	<u>Cost per unit Rs.</u>
Raw Material	52
Direct Labour	26
Overheads	<u>39</u>
Total Cost	117
Profit	<u>30</u>
Selling Price	147

Following further particulars are available.

Raw Materials are in stock on an average four weeks. Materials are in process for an average time of two weeks. Finished goods are in stock on an average for four weeks. Credit allowed by Raw Material suppliers is four weeks. Credit allowed to debtors is eight weeks.

Lag in payment of wages is four weeks. Lag in payment of overheads is two weeks. One fourth of the output is sold against cash. Cash on 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 annual production. You may assume that production is carried out evenly throughout the year. Wages and overheads accrue similarly. A year may be considered of 52 weeks.



Total No. of Questions : 8]

SEAT No. :

P3003

[Total No. of Pages : 2

[4882] - 23

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

203 : Operations Management

(2008 Pattern)

Time :3. Hours]

[Max. Marks :70

Instructions to the candidates:

- 1) *Attempt any five questions.*
- 2) *All question 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) Explain with examples how a right location decision helps in increasing profitability and lowering costs?

Q4) Explain the symptoms of poor production planning and control in a manufacturing organization. Also describe with example meaning and application of crashing.

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.

- Q6)**
- a) State the meaning and application of control charts.
 - b) Describe in brief how following are computed for X - R and C charts.
 - i) Process average or centreline.
 - ii) Upper control limit.
 - iii) Lower control limit.

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

Q8) Write notes on (any two)

- a) KANBAN
- b) TOYOTA System
- c) Scheduling
- d) Theory of constraints



Total No. of Questions : 7]

SEAT No. :

P3004

[Total No. of Pages : 1

[4882] - 31

P.G.D.B.M. (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) Figures to the right indicate full marks.*

Q1) Define Human Resource Management. Explain Role of HR manager in changing economic scenario. **[14]**

Q2) Describe Recruitment & Selection. Explain various sources of Recruitment. **[14]**

Q3) What is Training & Development? Describe need of Evaluation of Training programs. **[14]**

Q4) Explain concept of Performance Management System. How does it differ from Performance Appraisal. **[14]**

Q5) Elaborate the concept & Role of "Compensation Management" in Human Resource Management. **[14]**

Q6) Define Industrial Relation. Enumerate need & importance of collective Bargaining. **[14]**

Q7) Write Short Note (Any two) **[14]**

- a) Total Quality Management.
- b) Superannuation.
- c) Career planning.
- d) Job Analysis.



Total No. of Questions : 6]

SEAT No. :

P3005

[Total No. of Pages : 1

[4882] - 32

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

302 : Management Information System

(2008 Pattern)

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

Q2) What is SDLC? Explain spiral model of SDLC in detail. **[15]**

Q3) What is computer network ? Explain computer Network Topologies in detail. **[15]**

Q4) Define database management system. Explain advantages and disadvantages of DBMS. **[15]**

Q5) Explain Herbert simon model with steps in detail. **[15]**

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

- a) Prototyping
- b) Types of system
- c) Quality control
- d) EIS



Total No. of Questions : 7]

SEAT No. :

P3006

[Total No. of Pages : 2

[4882] - 33

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

303 : Legal Aspects of Business

(2008 Pattern)

Time :3 Hours]

[Max. Marks :70

Instructions to the candidates:

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

Q1) Describe the nature & classification of the contract Act 1871. Also give the provisions relating to breach of contract and its remedies.

Q2) Under contract Act 1872. What are the rights availed by the indemnity holder & also mention the rights & liabilities of surety & Co - surety.

Q3) Discuss the rules for the delivery of goods under the sale of goods act, 1930. Define Auction sale.

Q4) Define negotiable instrument by mentioning its characteristics & types under the negotiable Instruments Act 1881.

Q5) Explain the difference between memorandum of Association & Articles of Association & also define company and types of companies under the companies Act,1956.

Q6) Define the terms - Consumer, Goods, unfair trade practice, Restrictive trade practice.

P.T.O.

Q7) Write short notes (any 2)

- a) Digital signature
- b) Offences & penalties under IT Act, 2000.
- c) Quasi contract
- d) Cyber crime



Total No. of Questions : 7]

SEAT No. :

P3007

[Total No. of Pages : 2

[4882] - 41

P.G.D.B.M.

(401) : Management Control Systems

(2008 Pattern)

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) What is Management control system? Discuss characteristics of Management control system.

Q2) What is Responsibility centre? Discuss various types of Responsibility centre.

Q3) Management control systems in service. sector differs from manufacturing sector Discuss.

Q4) Non - financial performance of organisation is equally important - Discuss in the light of 'Balanced scorecard'.

Q5) What is Economic value Added? Differentiate between Rol (Return on investment) & EVA.

Q6) Write short notes (Any Two)

- a) Zero Based Budgeting.
- b) Management Audit.
- c) Goal congruence.

P.T.O.

Q7) ABC Ltd. has a policy of fixing the transfer price on cost plus 15% RoI basis. The following information of Div. A is available for the financial year 2013 - 14

Fixed Assets Rs. 2500000

Current Assets Rs. 1500000

Debtors Rs. 800000

Annual fixed cost of Div 'A' Rs.3000000 variable cost per unit of production Rs.65 Budgeted volume (units) 300000

- a) Determine the transfer price for Div. A
- b) If the volume (in units) is increased by 10%. Current Assets increase by Rs.400000 Debtors increase by Rs.450000. what will be the impact on transfer price?



Total No. of Questions : 7]

SEAT No. :

P3008

[4882] - 42

[Total No. of Pages : 1

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

402 A : INTEGRATED MARKETING COMMUNICATION

Marketing Specialisation

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) Discuss Concept of IMC and its role in the Marketing Mix.

Q2) Explain Concept of 'Sales Promotion'. Discuss various types of Trade Promotion Tools.

Q3) Explain Process of Media Planning in detail.

Q4) What is advertising? Discuss the different types of Advertising with suitable examples.

Q5) What do you understand by Advertising Appropriation? Give various Methods of Advertising Appropriation.

Q6) Explain Direct Marketing. Also discuss the different forms of Direct Marketing.

Q7) Write short notes : (Any Two)

- a) AIDA
- b) Types of Appeals in Advertising
- c) PR and Publicity
- d) personal Selling



Total No. of Questions : 6]

SEAT No. :

P3009

[4882] - 43

[Total No. of Pages : 2

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

402 - B : FINANCE SPLZ .- DIRECT TAXATION

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) State the various conditions to be satisfied before any income is brought under the head 'House Property Income'.

Q2) Explain in detail the types of Residential status and rules of Residential status of an Individual U/S 6 of Income Tax Act.

Q3) Mrs. Pramanik submits you the following information of her income for the P.Y. 2014 -15.

- a) Interest on Fixed Deposit after tax deducted at source @10.3% Rs. 35,880/-
- b) Lottery income after deducted at source @ 30.9% Rs. 34,550/-
- c) Family Pension Rs. 84,000/-
- d) Agricultural income from land situated in Lakshadweep Island Rs. 15,000/-

You are required to find out income under the head 'Income from other sources' for A.Y. 2015 - 16.

Q4) Write short notes on any two :

- a) Types of assessment
- b) Deduction of Tax at source from salaries
- c) Tax deduction certificate

Q5) What are the incomes chargeable and permissible deductions under the head "Profits and gains of business or Profession".

P.T.O.

Q6) Ms. Parimal is working as a lecturer and her income particular are as follows :

- a) Salary Rs. 5,000/- p.m
- b) D.A, @ 35% [25% does not enter]
- c) CCA Rs. 120 per month
- d) Children education allowance @ Rs. 200/- p.m. for one child
- e) Transport allowance Rs. 800/- p.m.
- f) HRA Rs. 3,500/- p.m. she is living in a rented house for which she is paying Rs. 3,200/- p.m. as rent
- g) E.A. Rs 500/- p.m. (Entertainment Allowance)
- h) Medical allowance Rs. 200 p.m.
- i) Professional taxes paid Rs. 200/- p.a.

Compute her taxable salary.



Total No. of Questions : 5]

SEAT No. :

P3010

[4882] - 44

[Total No. of Pages : 2

P.G.D.B.M. (Semester - IV)
COMPUTER SPECIALIZATION - I (C)
402 - C : DBMS With Oracle
(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Q 1 and Q5. 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 :

- i) Each course has only one instructor in each semester;
 - ii) All professors have different name and salary;
 - iii) All courses have different names;
 - iv) Status can take values from “Full”, “Associate” and “Assistant”.
- a) Create above tables with suitable constraints as required in assumptions [5]
 - b) Add atleast two records in each table [5]
 - c) Solve the following Queries (Any Five) : [5 × 2 = 10]
 - i) Name the professor who is teaching DBMS or ADBMS.
 - ii) Display those courses that have never been taught.
 - iii) Display those professors who have taught course 103 and 203.
 - iv) count the number of courses semester - wise.
 - v) Display the name of professor (s) who taught maximum Number of courses.
 - vi) Display the name of Associate professor who is teaching ADBMS.

- Q2)** a) Explain oracle Architecture in detail. [10]
b) Write and Explain codd's rules. [10]
- Q3)** a) Write a Function which will Accept a number and display sum of its digits. [10]
b) Explain DDL Statements with example. [10]
- Q4)** a) Explain Date, Numeric and Group Functions with examples. [10]
b) What is Data Model? Explain any three types of Data models with an example [10]
- Q5)** Write a short Note (Any Two) [10]
a) Join in Oracle
b) Set operators
c) View.



Total No. of Questions : 7]

SEAT No. :

P3011

[4882] - 45

[Total No. of Pages : 1

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

**402D : INVENTORY MANAGEMENT AND MATERIAL RE-
QUIREMENT PLANNING
(2008 Pattern)**

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) What are the needs and objectives of Inventory Management.

Q2) Enumerate various methods of Inventory classification. Explain how these methods helps in materials Management with suitable example.

Q3) Explain in detail factors which influence make or Buy decision.

Q4) Excess inventory : A roadblock to world class Manufacturing. Justify the statement.

Q5) What is meaning, purpose and advantage of MRP?

Q6) What are the methadologies? For evaluation of performance of Material function.

Q7) Short Notes : (Any Two)

- a) Fixed order versus Fixed Interval system
- b) Vendor Managed Inventory
- c) JIT
- d) EOQ



Total No. of Questions : 7]

SEAT No. :

P3012

[4882] - 46

[Total No. of Pages : 2

P.G.D.B.M. (Semester - IV)
402 E : LABOUR LAWS
(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) Define factories Act 1948. Give the various statutory provisions of health & welfare under this act. **[14]**

Q2) Under Bombay shops & Establishment Act 1948, give the details of registration for the following establishments. **[14]**

- a) Residential hotels
- b) Restaurants
- c) Theatres

Q3) Discuss the procedure, Power & duties of Authorities under The Industrial Disputes Act, 1947. **[14]**

Q4) Define illegal strikes & lockouts. Give the procedure for dealing with complaints relating to unfair labour practices. **[14]**

Q5) Discuss the penalties & procedure under the Industrial Employment (Standing orders) Act 1946. **[14]**

Q6) Discuss the duties & powers of investigating officer under the MRTU act 1971. **[14]**

P.T.O.

Q7) Write short notes (any two) :

[14]

- a) Principles of natural justice
- b) Annual leave with wages under factories Act.
- c) Licencing of contractors, under contract labour act 1970.
- d) Welfare & health of contract labour.



Total No. of Questions : 7]

SEAT No. :

P3013

[4882] - 47

[Total No. of Pages : 1

P.G.D.B.M.

**403 - A : INTERNATIONAL MARKETING
(Marketing Management) (Specialization - II)
(2008 Pattern)**

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) Define 'International Marketing'. Describe various reasons for a firm to enter into International markets.

Q2) Briefly discuss various factors that affect the pricing decision internationally.

Q3) Give a brief and critical account of the export promotion measures in India.

Q4) Mr. Ravi Kumar is planning to start his export business as merchant exporter of Leather and other fashion items. You are required to prepare a note advising him on the various provisions of the recent Export - Import Policy.

Q5) Enlist and discuss the documents required to be submitted for shipping and customs clearance.

Q6) What is the purpose of Labelling? Is there any difference between Packaging and packing? Discuss the impact of environmental regulations on Packaging and Packing decisions.

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

- a) Functions of WTO
- b) Export License
- c) Insuring goods against Marine Risks
- d) Uniform pricing Vs Market by Market Pricing



Total No. of Questions : 8]

SEAT No. :

P3014

[4882] - 48

[Total No. of Pages : 3

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

403-B : ADVANCED FINANCIAL MANAGEMENT

(2008 Pattern) (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) From the following Balance sheet of John Ltd. Prepare a schedule of changes in working capital:

Liabilities	2013 (Rs)	2014 (Rs)	Assets	2013 (Rs)	2014 (Rs)
Capital	1,26,000	2,00,000	Building	1,60,000	2,00,000
Long-Term	1,00,000	1,20,000	Machinery	30,000	20,000
Loans					
Sundry	84,000	78,000	Debtors	60,000	56,000
Creditors					
Bank	70,000	50,000	Cash	30,000	40,000
Overdraft			Balances		
Outstanding	10,000	12,000	Stock	1,10,000	1,44,000
Expenses					
	3,90,000	4,60,000		3,90,000	4,60,000

SECTION-I

Q2) State the concept of Risk Analysis in Capital Budgeting. Explain the various methods of measuring Risk in Capital Budgeting.

Q3) Explain the various methods of 'Valuation of Shares' in detail.

Q4) Described the term 'Accounting Standards'. Explain the Accounting Standards in respect of 'Accounting for Investment' and 'Disclosure of accounting policies'.

P.T.O.

Q5) Short Notes (any three)

- a) SOX
- b) Profit Planning
- c) Importance of Working Capital
- d) Mergers & Acquisitions
- e) Human Resource Accounting

SECTION-II

Q6) Complete the Balance Sheet and Sales data (fill in the blanks) using following data.

Debt/Equity Ratio	=	0.80
Acid Test Ratio	=	1.1
Total Assets Turnover Ratio	=	2
Day's sales outstanding in Accounts Receivables	=	30 days
Gross Profit Margin	=	30 percent
Inventory Turnover Ratio	=	6

Balance Sheet

Liabilities	Amount (Rs.)	Assets	Amount (Rs.)
Equity Capital	80,000	Plant & Machinery	---
Retained Earnings	50,000	Inventory	---
Short term borrowings	---	Account Receivables	---
		Cash	---
	---		---

Sales.....

Cost of goods sold.....

Q7) Prepare a Cash Budget for the quarter ended 30th September, 2014 based on the following information

Cash at Bank on 1 st July 2014	Rs. 25,000
Estimated monthly Salaries and Wages	Rs. 10,000
Interest payable —August 2014	Rs. 5,000

Particulars	June	July	August	September
Estimated Cash sales	--	1,40,000	1,52,000	1,21,000
Estimated Credit Sales	1,00,000	80,000	1,40,000	1,20,000
Purchases	1,60,000	1,70,000	2,40,000	1,80,000
Other expenses (payable in same month)	--	20,000	22,000	21,000

Credit sales are collected 50% in the month of sales are made and 50% in the month following. Collection from credit sales are subject to 5% discount, if payment is received in the month of sales and 2.5 % if payment is received in the following month.

Creditors are paid either on a prompt or 30 days basis. It is estimated that 10% of the creditors are in the prompt category.

Q8) Cement Company is considering two mutually exclusive investment proposals for its expansion program.. Proposal —A requires an initial investment of Rs. 1, 40,000 and Proposal —B requires initial investment of Rs. 1, 30,000. The following are the cash flows from the proposals.

Year	Proposal -A	Proposal- B
1	20,000	1,00,000
2	40,000	80,000
3	60,000	40,000
4	1,00,000	20,000
5	1,10,000	20,000

Company's Cost of Capital is 12%. Recommend more suitable project by using following methods:

- Discounted Pay Back Period
- Net Present Value
- Profitability Index

Year	1	2	3	4	5
PV of Rs.1 @12%	0.893	0.797	0.712	0.636	0.567



Total No. of Questions : 7]

SEAT No. :

P3015

[4882] - 49

[Total No. of Pages : 1

P.G.D.B.M. (Semester - IV)
403 (C) : COMPUTER SPECIALIZATION - II
‘C’ PROGRAMMING (New)
(2008 Pattern)

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]

```
          *
        *   *
       *   *   *
      *   *   *   *
     *   *   *   *   *
```

b) Write a short notes on (any three) [15]

- i) Data Types in ‘C’
- ii) Shift operators
- iii) Preprocessor Directive
- iv) Looping structure in ‘C’ programming

Q2) Write a recursive function to calculate factorial of number [10]

Q3) Write a ‘C’ program using function to concat two strings into one string [10]

Q4) Write a program to sort array of 10 integer numbers into descending order[10]

Q5) Accept name of the file from command line and print even positioned lines in the file [10]

Q6) Accept information about product as product - ID, product _ Name, product _ price with proper data type for 15 product. Print the product Name with lowest product Price. [10]

Q7) Write a Program to check given string is palindrome or not. [10]



Total No. of Questions : 7]

SEAT No. :

P3016

[4882] - 50

[Total No. of Pages : 1

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

403 - D : SUPPLY CHAIN & LOGISTIC MANAGEMENT

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) Describe 21st century supply chain Revolution

Q2) Describe in detail work of logistics & logistical operating arrangement in an indian industry

Q3) Compare & contrast the customer service, satisfaction & success philosophies of supply chain management.

Q4) Describe in detail supply chain information system by giving a suitable industry example

Q5) Describe logistical integration objectives & supply chain planning consideration

Q6) “Supply chain security is most important part in global strategic positioning”
Justify the statements.

Q7) Write a short notes (any two)

- a) procurement strategies
- b) Transportation
- c) packaging perspectives
- d) Global supply chain



Total No. of Questions : 7]

SEAT No. :

P3017

[4882] - 51

[Total No. of Pages : 1

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

403 : INDUSTRIAL RELATIONS

**Specialization : - Human Resource Management
(2008 Pattern)**

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Solve any five questions.*
- 2) *All questions carry equal marks.*
- 3) *Figurs to the rigut indicate full marks.*

Q1) Define Industrial Relations. Explain factors affecting on Industrial Relation in detail. **[14]**

Q2) What is Role of ILO in Trade Union movement? **[14]**

Q3) Discuss Impact of Globalization on Industrial Relation, Peace and Harmony. **[14]**

Q4) Define Industrial Dispute. Explain Machineries to solve Industrial Disputes under Industrial Disputes Act, 1947. **[14]**

Q5) Explain salient features of Industrial employment Act, 1946. **[14]**

Q6) What is Workers Participation in management? Explain pre-requisites of participation. **[14]**

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

- a) Types of Industrial Disputes
- b) Causes of Industrial Relations
- c) Functions of Trade Union
- d) Importance of collective Bargaining

