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[5476]-11

PGDBM (I-Sem.) EXAMINATION, 2018

**101 : PRINCIPLES AND PRACTICES OF MANAGEMENT AND
ORGANISATIONAL BEHAVIOUR**

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

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

(ii) Solve any *three* out of the remaining.

(iii) Figures to the right indicate full marks.

1. (a) Define “Management.” Explain in brief F.W. Taylor’s theory of management. [15]
- (b) Explain the term “Organisational Behaviour”. Explain its scope and importance. [10]
2. Define Group Dynamics. Discuss importance of team building.[15]
3. Discuss various functions of management in detail. [15]
4. Define “Stress”. Explain various techniques of stress management.[15]
5. Define “Leadership.” Describe the importance of leaders in today’s competitive business environment. [15]

P.T.O.

6. Discuss various skills a manager needs to carry out his responsibilities effectively. [15]
7. Write short notes on (any *three*) : [15]
- (a) MBO
 - (b) Change Management
 - (c) Staffing
 - (d) Conflict Management
 - (e) Decision making.

Total No. of Questions—8]

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[5476]-12

P.G.D.B.M. (First Semester) EXAMINATION, 2018

102 : MANAGEMENT ACCOUNTING

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Q. No. 1 is compulsory and attempt any *two* questions from each Section.

(ii) Figures to the right indicate full marks.

(iii) Use of simple calculator is allowed.

1. (a) Write a note on going concern concept. [5]
- (b) Classify the following into Personal, Real and Nominal account : [5]
- (i) Capital Account
 - (ii) Cash Account
 - (iii) Rent Account
 - (iv) Goodwill Account
 - (v) Purchase Account.

SECTION I

2. Write a detailed note on “classification of cost”. [15]

P.T.O.

3. Explain in brief the users of Accounting Information. What are the differences between Management Accounting and Financial Accounting ? [15]
4. Write short notes on (any *three*) : [15]
- (i) Labour turnover
- (ii) Material cost variance
- (iii) Idle time
- (iv) Types of stores.
5. What do you mean by overhead absorption ? Explain briefly methods absorbing factory overhead. [15]

SECTION II

6. Bhatawdekar Ltd. furnishes the following data : [15]

Particulars	Amt. (₹)
Sales	1,50,000
Variable cost	1,20,000
Gross profit	60,000
Fixed cost	20,000
Net profit	40,000

Find :

(i) P/V Ratio

(ii) BEP

(iii) Net profit when sales are ₹ 4,00,000

(iv) Sales required to earn profit of ₹ 80,000

(v) Margin of safety when the sales are ₹ 4,00,000.

7. Prepare a flexible budget for overheads on the basis of the following data. Ascertain overhead rate at 50%, 60% and 70% capacity. [60% capacity is given below] [15]

Variable Overhead : **at 60% capacity (₹)**

Indirect Material 3,000

Indirect Labour 9,000

Semi-Variable Overheads :

Electricity (40% fixed, 60% variable) 15,000

Repairs (80% fixed, 20% variable) 1,500

Fixed Overheads :

Depreciation 8,250

Insurance 2,250

Salaries 7,500

Total overheads 46,500

8. From the following information calculate :

[15]

- (a) Material cost variance
- (b) Material price variance
- (c) Material usage variance.

Material	Standard		Actual	
	Quantity	Rate	Quantity	Rate
X	50	2.00	40	5.00
Y	30	3.00	20	3.00
	80		60	

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[5476]-13

PGDBM (I-Sem.) EXAMINATION, 2018
103 : MANAGERIAL ECONOMICS
(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

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

(ii) All questions carry equal marks.

1. Define Managerial Economics and discuss its scope and significance.
2. State and explain Law of demand. Discuss types of elasticity of demand.
3. State and explain Production Function and Law of variable proportion.
4. Discuss the degrees of price discrimination.
5. Differentiate between perfect competition and monopoly.
6. Discuss prevention and control of monopolies.
7. Write short notes on (any *two*) :
 - (a) Determinants of Supply
 - (b) Price Leadership
 - (c) Government intervention in the markets
 - (d) Break-even Analysis.

Total No. of Questions—7]

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[5476]-21

PGDBM (II Semester) EXAMINATION, 2018

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. Discuss in detail the stages in product life cycle. In the context of the product life cycle stage. What challenges the marketing manager has to face in introducing any new product.
2. Explain the importance of branding strategy.
3. Discuss pricing as a function of marketing and its contribution in success of marketing strategy of company.
4. Elaborate the concept of marketing mix with suitable examples.
5. Describe the process of new product development.

P.T.O.

- 6. Case :** ABC Ltd. is a company manufacturing aerated soft drink. After their success in this market the company has developed a range of new health drinks which are made from milk and fruits. Write a complete marketing mix plan for the health drinks for all India Market. (Make and state your assumption where necessary)
- 7. Write notes on any *two* :**
- (a) Importance of people and process in services marketing
 - (b) Pricing is the most important element of marketing mix (4Ps)
 - (c) Promotional Tools
 - (d) Significance of packaging.

Total No. of Questions—7]

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[5476]-22

P.G.D.B.M. (Second Semester) EXAMINATION, 2018

202 : FINANCIAL MANAGEMENT

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Q. No. 1 is compulsory.

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

(iii) Figures to the right indicate full marks.

(iv) Use of non-programming calculator is allowed.

1. Define financial management. Explain the objective of financial management. [10]

Section I

2. Explain any *three* methods of evaluating capital expenditure proposal. [15]

3. What do you understand by financial system ? Explain the role of financial system in Indian economy. [15]

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

(i) Types of leverage

(ii) Time value of money

(iii) Capital structure

(iv) Corporate finance

(v) A's of financial management.

P.T.O.

Section II

5. 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

- (1) Average raw material in stock is for one month. Average material in work-in-progress is for half month.
- (2) Credit allowed by suppliers, one month, credit allowed to debtors : one month.
- (3) Average time lag in payment of wages : half month; Average time lag in payment of overheads 1 month.
- (4) 25% of the sales are on cash basis. Cash balance expected to be Rs. 1,00,000.
- (5) Finished goods lie in the warehouse for one month.

You are requiring 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 assumptions, if any clearly.

6. Calculate the operating leverage, financial leverage and combined leverage from the following details : [15]

Selling price per unit	Rs. 150
Variable cost per unit	Rs. 100
Fixed costs	Rs. 6,00,000
Production & Sales	20,000 units

Particulars	Plan I (Rs.)	Plan II (Rs.)
Equity capital	20,00,000	10,00,000
16% debentures	10,00,000	20,00,000
Total	30,00,000	30,00,000

7. From the following information of Rushi Pvt. Ltd. suggest which of the machine to be purchased Expected Earnings after tax are given below. Each machine requires investment of Rs. 4,00,000 : [15]

Years	0	1	2	3	4	5
Machine A						
Cash flow	(4,00,000)	40,000	1,20,000	1,60,000	2,40,000	1,60,000
Machine B						
Cash flow	(4,00,000)	1,20,000	1,60,000	2,00,000	1,20,000	80,000
PV of Re. 1	1.00	0.909	0.826	0.751	0.683	0.621

Cost of capital is 10%. Calculate net present value and profitability index.

Total No. of Questions—8]

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[5476]-23

P.G.D.B.M. (II-Sem.) EXAMINATION, 2018

203 : OPERATIONS MANAGEMENT

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

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

(ii) *All* questions carry equal marks.

1. Explain concept of Operations Management. State contribution made by Henry Ford and Crossby in development of operations management.
2. Describe continuous Production and Batch Production and its characteristics.
3. Explain with examples how a right location decision helps in Increasing Profitability and Lowering Costs.
4. What are the types of Maintenance ? Explain with examples.
5. For the following project :
 - (i) Draw network diagram.

P.T.O.

- (ii) Find critical path and project completion time.
- (iii) Identify critical and non-critical activities :

Activity	Preceding Activity	Time (days)
A	-	6
B	A	5
C	A	2
D	B	4
E	C	2
F	D	1
G	D&E	5
H	F&G	3

6. Explain meaning of Statistical Quality Control. How do use of Statistical Quality Control Methods help in controlling quality ? Describe with an example.
7. Explain concept of Standard Time. How standard time can be calculated by carrying out Work Sampling Study ?
8. Write short notes on any *two* :
- Taguchi
 - OC curve
 - Process Mapping
 - KANBAN System.

Total No. of Questions—7]

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[5476]-31

PGDBM (III-Sem.)EXAMINATION, 2018
301 : HUMAN RESOURCE MANAGEMENT
(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

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

(ii) *All* questions carry equal marks.

1. Define strategic HR Management. Explain the strategic Management Process. [14]
2. Define Recruitment ? Explain various sources of Recruitment.[14]
3. Explain the steps in the training and Development process. [14]
4. Explain the concepts of Performance Appraisal. Explain different methods of Performance Appraisal. [14]
5. Explain concept and process of quality circle. [14]
6. Explain salient features of collective bargaining. [14]

P.T.O.

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

[14]

- (a) TQM
- (b) Rating Errors
- (c) 360° Feed-back
- (d) Voluntary Retirement Schemes
- (e) Career Planning.

Total No. of Questions—6]

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[5476]-32

P.G.D.B.M. (Third Semester) EXAMINATION, 2018

302 : MANAGEMENT INFORMATION SYSTEMS

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Q. No. 6 is compulsory.

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

(iii) Figures to the right indicate full marks.

(iv) State your assumptions clearly.

1. Define MIS. Explain need, objectives and purpose of MIS. [15]
2. Explain spiral model for system development in detail. [15]
3. Explain various attributes of information and its relevance to decision-making. [15]
4. Define Information Technology. Explain IT capabilities and its impact on organization. [15]
5. Explain Database Management System, its advantages and disadvantages. [15]

P.T.O.

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

[2×5=10]

- (a) Contemporary Approaches to MIS
- (b) Network Topologies
- (c) Group Decision Support Systems
- (d) Quality Control.

Total No. of Questions—7]

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[5476]-33

P.G.D.B.M. (Sem. III) EXAMINATION, 2018

303 : LEGAL ASPECT OF BUSINESS

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

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

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

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

1. Describe the nature and classification of Contract Act 1871. Give the provisions relating to breach of contract with its remedies. [14]
2. Describe Creation and Termination of Agency. Mention the duties and liabilities of an Agency. [14]
3. Discuss the conditions and warranties laid down by the Sale of Goods Act, 1930. Describe the Rights of Unpaid Seller. [14]
4. Define Negotiable Instrument by mentioning its characteristics and types under the Negotiable Instruments Act, 1881. [14]

P.T.O.

5. What are the various types of Companies ? Write a detailed note on Memorandum of Association and Articles of Association under the Companies Act, 1956. [14]
6. Define Restrictive Trade Practices. What work is performed by the Consumer Disputes Redressal Agencies under The Consumer Protection Act, 1986. [14]
7. Write short notes on (any *two*) : [14]
- (a) Cyber Crime
 - (b) Digital Signature
 - (c) Penalties under IT Act, 2000
 - (d) Maintenance of Electronic Records.

Total No. of Questions—7]

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[5476]-41

PGDBM (IV Semester) EXAMINATION, 2018

401 : MANAGEMENT CONTROL SYSTEM

(2008 PATTERN)

Time : 2½ Hours

Maximum Marks : 70

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

(ii) *All* questions carry equal marks.

1. Explain the differences between Strategic Planning, Management Control and Operational Control. Give suitable examples.
2. What is Audit ? Explain role of 'Management Audit' as control tool for upgrading organizational performance.
3. What is Responsibility Centre ? State various different types of Responsibility Centre with suitable corporate examples.
4. State the difference between Return on Investment (ROI) & Economic Value Added (EVA). Justify why EVA is considered superior to ROI.
5. Explain the concept of Transfer Pricing ? Also state the types of 'Transfer Pricing'.

P.T.O.

6. State the difference between controls applied in manufacturing sector vis-à-vis Service Industry. How controls differs in service industry ?

7. State various controls which could be applied to a 'Organized Retail Store' for uplifting its financial and non-financial performance, Design a control system.

Total No. of Questions—7]

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[5476]-42

P.G.D.B.M. (Fourth Semester) EXAMINATION, 2018

402 : SPECIALIZATION-I(A) MARKETING MANAGEMENT

(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 each.

1. Explain concept of Integrated Marketing Communication. Explain different elements of IMC with suitable examples.
2. You are the Promotion Manager of a new exclusive jewellery brand that would compete with existing jewellery brands. What promotion(s) would you need to offer to get your product in retail outlets ?
3. Explain the term publicity. What is the relationship between advertisement and publicity ?
4. It is believed that in case of a brand crisis (for example—MAGGI) public relations helps in regaining trust. Comment with reasoning.

P.T.O.

5. What is the importance of AIDA model in designing advertisements ?
6. Define sales promotions. What are the types of sales promotions ?
7. Write short notes on (any *two*) :
 - (a) Agency relationship
 - (b) Personal selling
 - (c) Social responsibility in IMC campaigns.

Total No. of Questions—7]

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[5476]-43

P.G.D.B.M. (Fourth Semester) EXAMINATION, 2018
402-B : FINANCIAL MANAGEMENT SPECIALIZATION-I
(Direct Taxation)
(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

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

(ii) All questions carry equal marks.

(iii) Use of calculator (as applicable is permitted).

1. Write short notes on (any *two*) : [2×7=14]
- (a) Types of assessment
 - (b) Tax deduction certificate
 - (c) Capital asset and its types.
 - (d) Residential status of companies (Residential Status of Individuals not desired)
 - (e) MAT.
2. (a) Discuss the taxability of gratuity as per the provisions of Income Tax Act. [7]
- (b) Mr. Anirudha is working as a Finance Executive in Mumbai. He is paid the salary of Rs. 50,000 per month. He is provided with a furnished accommodation where the original cost of the furniture is Rs. 2,00,000. The employer recovers an amount of Rs. 5,000 per month for the provision of accommodation. Calculate Income from salary of Mr. Anirudha. [7]

P.T.O.

3. (a) Discuss different types of house properties for calculating income from house property. [7]
- (b) Discuss the deduction as per the provisions of section 54 of Income Tax Act, 1961 while calculating income from capital gains. [7]
4. (a) Explain tax audit in detail. [7]
- (b) What are the incomes chargeable and permissible deduction under the head, (Profit & Gains of Business or Profession). [7]
5. (a) Mr. Suryakant submits the following information in respect of his property for financial year 2016-17 :
- Rent received Rs. 2,40,000
- Municipal tax paid Rs. 20,000
- Expenditure on repair Rs. 15,000
- Insurance charges paid for building Rs. 6,000
- Ground rent paid Rs. 2,000
- Interest paid against loan taken to purchase above property Rs. 20,000.
- Compute the income under the head Income from house property for assessment year 2017-18. [7]
- (b) Discuss the taxability of partnership firms. [7]

6. Write short notes on any *two* of the following : [2×7=14]
- (a) Deduction under section 80GG of Income Tax Act for rent paid.
 - (b) Advance tax and self assessment tax.
 - (c) Rates of tax for an individual.
 - (d) Tax deducted at Source (TDS) for different types of payments.
7. (a) What are the advantages of filing of returns for individuals as well as business. [7]
- (b) Explain double taxation avoidance treaty. [7]

Total No. of Questions—5]

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[5476]-44

**P.G.D.B.M. (Fourth Semester) EXAMINATION, 2018
COMPUTER MANAGEMENT SPECIALIZATION—I(C)**

402-C : DBMS WITH ORACLE

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Q. Nos. 1 and 5 are compulsory.

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

(iii) Draw neat labelled diagram wherever necessary.

1. Consider the following table structure to write SQL queries :

Student(RollNo, SName, SAddress, PhNo)

Subject(SubNo, SubName)

Book(BookID, BookName, Author, SubNo)

Marks(RollNo, SubNo, Mark)

(a) Solve the following queries based on above tables : [10]

(i) Create above tables with proper constraints (primary key, foreign key, etc.)

(ii) Insert appropriate data in the above tables (Add minimum 2 records in each table).

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

(i) Display student details whose names contains 'A' and 'S'.

(ii) List maximum marks of student subjectwise.

P.T.O.

- (iii) List total number of students who got distinction in any subject.
 - (iv) List marks of student 'Raj Patil' in subject DBMS.
 - (v) Display details of all subjects whose Book author is 'Kanetkat'.
 - (vi) Display the details of books subjectwise.
- 2.** (A) What is difference between DBMS and RDBMS ? [10]
(B) Explain different types of Data Models. [10]
- 3.** (A) Write a PL/SQL block, which will check the minimum balance of customer in account table, if it is less than 5000 deduct fine of Rs. 100 from customer account. [10]
(B) Explain DCL statement with an example. [10]
- 4.** (A) Explain set operators, and group functions with examples. [10]
(B) Explain Relational Algebra operators with example. [10]
- 5.** Write short notes on the following (any *two*) : [10]
(a) Super and Candidate Key
(b) Views in Oracle
(c) Characteristics of DBMS
(d) Self-Join in SQL.

Total No. of Questions—8]

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[5476]-45

P.G.D.B.M. (IV Sem.) EXAMINATION, 2018

402-D : INVENTORY MANAGEMENT AND

MATERIAL REQUIREMENTS

(Production and Materials Management Specialization-I)

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

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

(ii) All questions carry equal marks.

(iii) Draw neat diagram wherever required.

1. “To evolve an effective control system a number of practical constraints require to be considered.” Discuss.
2. How strategic inventory management leads to competitive advantage and customer satisfaction ?
3. How are inventories classified in controlling inventories ?
4. How does fixed-order quantity system differ from fixed-order interval system ? What are the salient characteristics of each system ?
5. What do you understand from material requirement planning [MRP] ? How is it used for planning of material ?

P.T.O.

6. In lieu of all round shortage of vital raw materials and lack of quality consciousness among the Indian suppliers, Just-In-Time [JIT] approach is irrelevant to Indian conditions. Do you agree ? Give reasons for your answer.

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

(a) Evaluation of performance of materials function

(b) Trends in Make or Buy decisions in context of core competence.

(c) Vender relationship in JTT context.

8. A private hospital purchases a wide variety of life saving drugs out of which quite a few have limited shelf life.

One of the life saving drugs which costs Rs. 1.80 per bottle is required at an average rate of 60 bottles per month.

The cost to replenish the stock of an item and the cost of holding inventories, as computed by the hospital authorities, are Rs. 24 per order and 12% respectively.

(a) Calculate theoretical order quantity of drug.

(b) If the drug has a limited shelf life of 4 months, what quantity should be purchased at a time ?

(c) If the hospital authorities of the opinion that safety stock equivalent to one month's requirement must be maintained for each vital drug, what quantity should be procured at a time ?

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[5476]-46

P.G.D.B.M. (Fourth Semester) EXAMINATION, 2018

402-E : LABOUR LAWS

(HRM Specialization-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 that question/sub-question. Solve any *five*.

- 1.** Define Factories Act. Discuss in detail the statutory provisions related to Health and Welfare under Factories Act 1948. [14]
- 2.** Under Bombay Shops and Establishments Act 1948, give the registration and maintenance of records details of Residential Hotels. [14]
- 3.** Discuss the registration of establishments under The Contract Labour Act, 1970. [14]
- 4.** Define Lay-off and Lock-out. Give the special provisions relating to lay-offs under the Industrial Disputes Act, 1947. [14]
- 5.** Define Unfair Labour Practices. Discuss the powers of Court related to Unfair Labour Practices. [14]

P.T.O.

6. Write a detailed note on 'Principles of Natural Justice'. [14]
7. Write short notes on (any *two*) : [14]
- (a) Provisions related to Working Hours under Factories Act 1948.
 - (b) Payment of wages under Bombay Shops and Establishment Act 1948.
 - (c) Rights of Recognized union under the Maharashtra Recognition of Trade Unions and Prevention of Unfair Trade Practices Act 1971.
 - (d) Closure of certain establishments under The Industrial Disputes Act, 1947.

Total No. of Questions—7]

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[5476]-47

P.G.D.B.M. (IV-Sem.) EXAMINATION, 2018

403A : INTERNATIONAL MARKETING

(Marketing Management Specialization-II)

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

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

(ii) *All* questions carry equal marks.

1. Explain the concept of international marketing. What are the underlying forces of International Marketing ?
2. What are the preliminaries for starting export business ?
3. What are the factors that influence international pricing decisions ?
4. What is the financial support extended by the government, semi government and autonomous organization to exporters ?
5. Comment on India's keenness on having trade with China, given the perceived quality of Chinese products.

P.T.O.

- 6.** Explain the promotional and safety aspects of packaging in international markets.
- 7.** Write short notes on (any *two*) :
- (a) Functions of W.T.O.
 - (b) Labeling
 - (c) Exchange rates.

Total No. of Questions—8]

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[5476]-48

P.G.D.B.M. (IV-Sem.) EXAMINATION, 2018
403-B : ADVANCED FINANCIAL MANAGEMENT
(Specialization-II Financial Management)
(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 each from Section-I and Section-II and each question carries 15 marks.

(iii) Use of simple calculator is allowed.

1. Describe the term “Accounting Standards”. Explain the Accounting Standards in respect of Valuation of Inventory and Disclosure of Accounting Policies.

Section-I

2. State the concept of Risk Analysis in Capital Budgeting. Explain the various methods of measuring risks in Capital Budgeting.
3. What is Fund Flow Statement ? Explain the importance of Fund Flow Statement. State its limitations.
4. Write short notes on (any *three*) :
 - (a) Trading on Equity
 - (b) Inflation Accounting
 - (c) Economic Value Added
 - (d) Human Resource Accounting
 - (e) Working Capital Cycle.

P.T.O.

Section-II

5. The following are the summarized Profit and Loss A/c of ABC Pvt. Ltd. for the year ended 31st March 2016 :

Profit and Loss A/c

Particulars	Rs.	Particulars	Rs.
To Opening Stock	99,000	By sales	9,50,000
To Purchases	5,45,000	By Closing Stock	1,50,000
To Freight Inward	16,000		
To Gross Profit	4,40,000		
	11,00,000		11,00,000
To Operating Expenses	2,00,000	By Gross Profit	4,40,000
To Loss on sale of assets	40,000	By Non operating Income	60,000
To Net Profit	2,60,000		
	5,00,000		5,00,000

Balance Sheet

Liabilities	Rs.	Assets	Rs.
Share Capital	2,00,000	Land and Building	1,50,000
Reserve and Surplus	2,60,000	Plant and Machinery	1,80,000
Bills Payable	40,000	Stock	1,50,000
Other current liabilities	90,000	Debtors	45,000
		Bills Receivable	5,000
		Cash and Bank	60,000
	5,90,000		5,90,000

Calculate :

- (1) Gross Profit Ratio
 - (2) Operating Profit Ratio
 - (3) Stock Turnover Ratio
 - (4) Debtor's Turnover Ratio
 - (5) Current Ratio.
6. Kamalnath Brothers private Limited sells goods on a gross profit of 25%. Depreciation is considered in cost of production. The following are the annual figures given to you :

Sales (Two months credit)	18,00,000
Materials consumed (One month credit)	4,50,000
Wages paid (One month lag in payment)	3,60,000
Administration expenses (one month lag in payment)	1,20,000
Sales promotion expenses (paid quarterly in advance)	60,000
Income tax payable in 4 equal installments of which	
One falls due in next year.	1,50,000
Cash manufacturing expenses (one month lag in payment)	4,80,000

The company keeps one month each of Raw material and finished goods.

It also keeps Rs. 1,00,000 in cash.

You are required to estimate the working capital requirement of the company on cash basis assuming 15% safety margin.

7. A firm whose cost of capital is 10% is considering two mutually exclusive proposals X and Y. Calculate for each of them separately using :
- (1) Pay Back Period
 - (2) Net present value at 10%
 - (3) Profitability index at 10%

particulars	Proposal X (Rs.)	Proposal Y (Rs.)
Initial Investment	15,00,000	15,00,000
Net cash inflow at the end of year		
1	1,00,000	5,50,000
2	2,50,000	6,00,000
3	3,50,000	6,50,000
4	5,50,000	5,75,000
5	7,50,000	5,25,000

8. From the following information you are required to prepare a cash budget for six months from January to June showing also the cash credit facility available from the bank. Opening overdrawn balance is Rs. 1,50,000 :

Month	Sales (Rs.)	Materials	Wages	Production Expenses	Selling Expenses	Admin. Expenses
Jan	1,44,000	50,000	20,000	12,000	8,000	3,000
Feb	1,94,000	62,000	24,200	12,600	10,000	3,400
Mar	1,72,000	51,000	21,200	12,000	11,000	4,000
Apr	1,77,200	61,200	50,000	13,000	13,400	4,400
May	2,05,000	74,000	44,000	16,000	17,000	5,000
June	2,17,400	77,600	46,000	16,400	18,000	5,000

The following further information is available :

- (1) Out of cash sales 50% are cash sales and balance 50% is received in the month following month of sale.
- (2) Payment for purchase of asset is to be made of Rs. 16,000 in Feb. Rs. 25,000 in March and 50,000 April.
- (3) Proceeds from sale of scrap are to be received in May amounting to Rs. 6,000.
- (4) Dividend of Rs. 90,000 is to be paid in June.
- (5) Sales commission is to be paid at 3% of total sales in same month in which sales are made.

- (6) Suppliers for material are paid in the month following the month of purchase of material.
- (7) Wages are paid in the same month.
- (8) Creditors of Production, Selling and Distribution and Admin. Expenses gives one month credit period.

Total No. of Questions—7]

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P.G.D.B.M. (IV Sem.)EXAMINATION, 2018

403-C : COMPUTER MANAGEMENT SPECIALIZATION-II

(‘C’ Programming)

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

- N.B. :—**
- (i) Question No. 1 is compulsory.
 - (ii) Solve any *five* questions from question numbers 2 to 7.
 - (iii) Assume suitable data wherever necessary.
 - (iv) Figures to the right hand side indicate full marks.

1. Write short notes on (any *four*) : [4×5]

- (a) Logical operator
- (b) Explain array with example
- (c) Control structure in C language
- (d) Explain Macro
- (e) Difference between array and structure.

2. (a) Write a function to reverse number using call by reference.[5]

(b) Write a C program to print ‘n’ lines of the following pattern :

```
1
1 2
1 2 3
1 2 3 4
1 2 3 4 5
```

[5]

P.T.O.

3. (a) Write a C Function that finds the product of two matrices.[5]
(b) Write a function to compare two strings without using library function. [5]
4. (a) Write a function to change n th bit of a number (if zero make it one or if one make it zero) using bit-wise operators. [5]
(b) Write a C program to change case of given string. [5]
5. Write a C program to search elements in the array and print its frequency and location. [10]
6. Write a C program to read the text file character by character, check the character if it is Capital letter then write it into the file "Capital.TXT" and if it is small then write it into "Small.TXT" file, otherwise write it into file Other.TXT. [10]
7. Accept information about students as RollNo, Name, Age, Percentage with proper data type for 10 student. Print details of topper student.[10]

Total No. of Questions—7]

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P.G.D.B.M. (IV Sem.) EXAMINATION, 2018

403-E : INDUSTRIAL RELATIONS

(HRM Specialization-II)

(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 'Industrial Relations'. Bring out its importance. [10]
(b) Explain the impact of social, technological and political factors on Industrial Relation. [15]
2. Explain the impact of various approaches to the study of Industrial Relations. [15]
3. "ILO plays a very important role in Trade Union Movement." Elaborate. [15]
4. What is trade union ? Explain its advantages and disadvantages in relation to political connectivity. [15]

P.T.O.

5. Explain in detail the role of Judiciary and its impact on Industrial Relations. [15]
6. “Employee participation is a must today.” Comment. [15]
7. Write short notes on (any *three*) : [15]
- (a) Problems of Trade Union
 - (b) Methods of WPM
 - (c) Machinery to solve Industrial Disputes
 - (d) Impact of Globalisation on Industrial Relations
 - (e) Features of Employment Standing Orders Act, 1946.