

Total No. of Questions : 7]

SEAT No :

P4069

[5082]-11

[Total No. of Pages : 1

P.G.D.B.M.

**PRINCIPLES & PRACTICES OF MANAGEMENT AND
ORGANISATIONAL BEHAVIOUR - 101
(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 put forth by F.W.Taylor. [15]
b) Define the term organisational behaviour with its concepts, in detail. [10]
- Q2)** Explain the concept of 'conflict management'. What are the different types of conflict. [15]
- Q3)** Define the word "planning". Explain the limitations of planning. [15]
- Q4)** Define the term motivation elaborate Herzberg's theory of motivation in detail. [15]
- Q5)** What are the different steps involved in decision making? [15]
- Q6)** Explain any two types of leadership with suitable examples. [15]
- Q7)** Write short notes on: (Any Three) [15]
a) Morale.
b) Managerial Skills.
c) Ego-state.
d) Nature of leading.
e) Importance of team building.

Total No. of Questions : 8]

SEAT No. :

P4070

[5082]-12

[Total No. of Pages : 4

P.G.D.B.M.

MANAGEMENT ACCOUNTING (102)

(2008 Course) (Semester - I)

Time : 3 Hours]

[Max. Marks :70

Instructions to the candidates:

- 1) Q.No. 1 is compulsory.*
- 2) Solve any Two questions from section - I and II (Each question carries 15 marks).*
- 3) Use of simple calculators is allowed.*

Q1) A) Explain the following [5]

- a) Accrual concept.
- b) Machins cost and revenue concept.

B) Classify the following items into Income, Expenditure, Assets and liabilities [5]

- a) Rent paid (office)
- b) Outstanding salary.
- c) Interest received.
- d) Pre-paid insurance.
- e) Machinery.

SECTION - I

Q2) Explain the elements of cost in detail.

Q3) a) What do you mean by Time keeping and Time Booking.

b) Explain unavoidable causes of Labour Turnover.

P.T.O.

Q4) Write short notes on: (Any 3)

- a) Limitation of Financial Accounting.
- b) Material cost variance.
- c) Over absorption of overheads.
- d) Advantages of computerized accounting.

SECTION - II

Q5) Calculate

- a) Material usage variance.
- b) Material mix variance
- c) Material Revised usage variance from the following information.

		Standard			Actual		
	Material	Qty(kg)	Price(Rs.)	Value(Rs.)	Qty(kg)	Price(Rs.)	Value(Rs.)
1.	ABC	70	15	1050	80	12	960
2.	PQR	30	18	540	40	21	840
		100		1590	120		1800

Q6) Prepare a statement of cost from the following information of Brahmaputra Traders, Nagpur, for the year ended 31.3.2005.

Particulars	(Rs.)
1. Cost of Direct Materials	2,00,000
2. Sales	4,00,000
3. Direct wages	1,00,000
4. Office indirect materials	5,000
5. Cost of Special pattern	40,000

6. Postage and telegrams	2,000
7. Factory rent & insurance	5,000
8. Outstanding Chargeable Expenses	2,000
9. Carriage outward	2,500
10. Interest on Loan	2,150
11. Printing and stationery	500
12. Factory indirect wages	3,000
13. Selling cost	4,000
14. Travelling salesman's salary	4,000
15. Factory indirect material	1,000
16. Royalties	8,000
17. General works overhead	2,000
18. Bad debts written off	1,000

Q7) Prepare a cash Budget of Leena co. for April, May, June from the following information

Months	Sales (Rs.)	Purchases (Rs.)	Wages (Rs.)	Expenses (Rs.)
January (Actual)	80,000	45,000	20,000	5,000
February (Actual)	80,000	40,000	18,000	6,000
March (Actual)	75,000	42,000	20,000	6,000
April (Budgeted)	90,000	50,000	24,000	7,000
May (Budgeted)	85,000	45,000	20,000	6,000
June (Budgeted)	80,000	35,000	18,000	5,000

Additional Information:

- a) The advance income tax is payable in June Rs. 20,000/-
- b) Plant is to be purchased in April & Rs. 10,000/- to be paid for the same in the month of April.
- c) Rent of Rs. 300/- payable each month is not included in expenses.
- d) 10% of purchases and 10% sales are on cash basis.
- e) Credit purchases are paid after one month & credit sales are collected after two months.
- f) The time lag in wages and expenses is half month.
- g) Cash and Bank balance on April 1 are estimated at Rs. 13,000/-.

Q8) a) Narotam Enterprises has submitted the following data:

Particulars :	Rs.
Selling price per unit	20
Variable cost per unit	16
Total fixed cost	20,000

Calculate BEP (units). Also calculate the effect on BEP (units): if

- i) Selling price increased by Re.1
- ii) Selling price decreased by Re.1.

b) Rajaram Co.Ltd. supplies you the following information.

No. of workers on 1.4.2002	80
No. of workers on 30.4.2002	100
No. of workers resigned	07
No. of workers discharged	02
No. of replacements	08

Calculate labour turnover rate.



Total No. of Questions :7]

P4071

SEAT No. :

[Total No. of Pages : 1

[5082]-13

P.G .D.B.M.

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

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) Explain the meaning of managerial economics. Discuss the relationship between managerial economics and microeconomics.

Q2) State the law of demand and discuss its determinants.

Q3) Write a detailed note on law of variable proportion.

Q4) Explain the meaning and importance of break even analysis.

Q5) Explain how firm achieves short run equilibrium under perfect competition.

Q6) Discuss the degrees of price discrimination.

Q7) Write notes on any two.

- a) Need for Government intervention
- b) Economies of scale.
- c) Cost plus pricing
- d) Oligopoly



Total No. of Questions :7]

SEAT No. :

P4072

[Total No. of Pages :1

[5082] - 21

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 i.e. 14 each.*

Q1) “Marketing Mix is the instrument that can keep the organization successful though its product may rise & decline in their respective life cycles” Discuss quoting eg.

Q2) Explain the concept of pricing. Describe various factors considered during the pricing decision.

Q3) Discuss the singificance of distribution system in marketing. Briefly explain various components of distribution system.

Q4) What is promotional mix? Discuss the role & characteristics of various elements of promotional mix.

Q5) As a marketing Manager which steps would you like to take while launching any new product? How will you conduct test marketing for any product?

Q6) “Services are different than products, hence we have to consider extended 3P’s of Marketing”. Comment.

Q7) Write notes on any two of the following:

- a) Digital Marketing.
- b) New trends in Packaging
- c) Franctising.
- d) Branding.



Total No. of Questions : 9]

SEAT No. :

P4073

[5082]-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) *Q 1 is compulsory.*
- 2) *Attempt any two questions from each section.*
- 3) *Figures to the right indicate full marks.*
- 4) *Use of non programmable calculator is allowed.*

Q1) Explain the role of finance executive.

[10]

SECTION - I

Q2) Discuss fully the techniques used for evaluating capital expenditure proposals.

[15]

Q3) Explain the concept of under capitalisation with respect to its causes, consequences, remedies.

[15]

Q4) Explain in detail various sources of finance available to support working capital needs.

[15]

Q5) What is meant by dividend? Explain the legal & procedural aspects of dividend payments.

[15]

SECTION - II

Q6) From the following information, prepare the Balance sheet of XYZ Ltd. as on 31st March 2013.

[15]

- a) Current ratio = 2.5 to 1
- b) Liquid ratio = 1.5 to 1
- c) Working capital = ₹ 60,000
- d) Reserves & surplus = ₹ 20,000
- e) Bank overdraft = ₹ 10,000
- f) Fixed assets to proprietor's funds = 0.75
- g) There are no long term liabilities or fictitious assets.

P.T.O.

Q7) Calculate the operating leverage, financial leverage & combined leverage from the following details. **[15]**

Selling price per unit = ₹150

Variable cost per unit = ₹100

Fixed costs = ₹6,00,000

Production & Sales = 20,000 units

The capital structure of the company under alternate financial plan is as follows:

Particulars	Plan I	Plan II
	₹	₹
Equity capital	20,00,000	10,00,000
16% Debentures	10,00,000	20,00,000
Total	30,00,000	30,00,000

Q8) A proforma cost sheet of a company provides the following particulars:

Elements of cost	Amount per unit
Raw material	80
Direct labour	30
Overheads	60
Total cost	170
Profit	30
Selling price	200

The following further particulars are available.

- a) Raw material are in stock for one month.
- b) Credit allowed by suppliers is one month.
- c) Credit allowed to customer is two months.
- d) Lag in payment of wages 1.5 weeks.
- e) Lag in payment of overheads one month.
- f) Materials are in process for an average of half month.
- g) Finished goods are in stock for an average of one month.
- h) $\frac{1}{4}$ th output is sold against cash.

- i) Cash in hand and at bank is expected to be ₹25,000. You are requested to prepare a statement showing the working capital needed to finance level of activity of 1,04,000 units of product.

Assume production is carried out evenly throughout the year. Wages and overheads accrue similarly and a period of 4 weeks is equivalent to a month. **[15]**

Q9) Write short notes (any three):

[15]

- a) Leasing and Hire purchase.
- b) ADR, GDR.
- c) Credit rating.
- d) Bonus shares.



Total No. of Questions : 8]

SEAT No. :

P4074

**[5082]-23
P.G.D.B.M.**

[Total No. of Pages : 1

**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 concept of operations management. State contributions made by Henry Ford and Crosby in development of operations Management.

Q2) Describe factors influencing choice of Manufacturing Methods.

Q3) Explain with examples how a right location decision helps in increasing profitability and lowering costs?

Q4) Explain CPM/PERT techniques for Project scheduling.

Q5) Explain the meaning and importance of Spare parts Management and Maintenance Planning.

Q6) A manufacturer of a Control System tests product by drawing a lot of 100 nos. of control system periodically. After testing, the Control System is classified as good or defective depending on outcome to the test. Following is the data for number of defects for 12 such samples:

Sample Number	1	2	3	4	5	6	7	8	9	10	11	12
No.of Defects	9	10	8	11	12	7	10	13	12	7	14	13

Draw a suitable control chart for the Process.

Q7) Define method study. Discuss the steps involved in carrying out method study.

Q8) Write notes on (any two):

- a) KANBAN
- b) TOYOTA System
- c) Theory of constraints.



Total No. of Questions : 7]

SEAT No. :

P4080

[Total No. of Pages : 1

[5082]-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 five questions.*
- 2) *All questions carry equal marks.*

Q1) What is breach of contract? Explain in detail remedies available to aggrieved party in case of breach of contract. **[14]**

Q2) What is a contract of guarantee? The liability of surety is secondary comment. **[14]**

Q3) What are various types of delivery? Explain in detail rules as to delivery of goods. **[14]**

Q4) Define bill of exchange. Mention various parties to bill of exchange. **[14]**

Q5) Define company explain in detail various characteristics of a company. **[14]**

Q6) Who is a complainant? Explain the dispute redressal system under the consumer protection Act. **[14]**

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

- a) E Governance
- b) Penalties under IT Act, 2000
- c) Consumer
- d) Consideration



Total No. of Questions : 7]

P4081

SEAT No. :

[Total No. of Pages : 2

[5082]-49

P.G.D.B.M.

**403 : C Programming
(2008 Pattern)**

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Question 1 compulsory.*
- 2) *Solve any five questions from question number 2 to 7.*
- 3) *Assume suitable data whenever necessary.*
- 4) *Figure at right hand indicates full marks.*

Q1) Answer the following questions. (any four)

[4 × 5 = 20]

- a) Differentiate between structure and union.
- b) What is indirection operator? Give an example.
- c) Explain any two string handling functions with example.
- d) Explain the different storage classes in C in detail.
- e) How does Switch statement differ from Nested if?

Q2) a) Write a recursive function to find square root of a number. **[5]**

b) Write a C program to find the sum of following series. **[5]**

$$e^x = 1 + x + \frac{x^2}{2!} + \frac{x^3}{3!} + \frac{x^4}{4!} + \dots + \frac{x_n}{n!}$$

Q3) a) Write a C program that find the sum of upper triangular elements of matrix. **[5]**

b) Write a function to find the given string is palindrome or not. **[5]**

Q4) a) Write a C program to swap the two numbers using bit-wise operators. **[5]**

b) Write a C Program to find the roots of a quadratic equation. **[5]**

P.T.O.

Q5) Write a C Program to find 2 elements in the array such that difference between them is largest. **[10]**

Q6) Write a menu driven C program to perform addition, subtraction, multiplication and division of two complex numbers. (Use structure variable to store complex numbers real and imaginary part.) **[10]**

Addition: $(a + bi) + (c + di) = (a + c) + (b + d)i$

Subtraction: $(a + bi) - (c + di) = (a - c) + (b - d)i$

Multiplication: $(a + bi)(c + di) = (ac - bd) + (bc + ad)i$

Division:

$(a + bi)/(c + di) = ((ac + bd) / (c^2 + d^2)) + ((bc - ad)/(c^2 + d^2))i$

Q7) Two files DATA1 and DATA 2 contain sorted list of student names. Write a C program to produce a third file DATA which hold a single sorted, merged list of these two lists. **[10]**

