

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
-------------	--

[5276]-11

PGDBM (I Sem.) EXAMINATION, 2017
PRINCIPLES & PRACTICES OF MANAGEMENT AND
ORGANIZATIONAL BEHAVIOUR (101)
(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) Elaborate F.W. Taylor's theory of Management in detail. [15]
(b) Explain primary and secondary motives, in detail. [10]
2. Define planning and explain steps in planning. [15]
3. Define the terms personality. Explain the various attributes of personality. [15]
4. Explain the nature, importance and steps in staffing. [15]
5. What do you mean by the term conflict ? Explain different types of conflict. [15]

P.T.O.

6. Elaborate the steps involved in decision-making in detail. [15]
7. Write short notes on (any *two*) : [15]
- (a) Importance of Organizing
 - (b) Formal Vs. Informal groups
 - (c) Levels of Management
 - (d) Johari Window.

Total No. of Questions—9]

[Total No. of Printed Pages—6

Seat No.	
-------------	--

[5276]-12

P.G.D.B.M. (First Semester) EXAMINATION, 2017
102 : MANAGEMENT ACCOUNTING
(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 *two* questions from Section II.

(iii) Figures to the right side indicate full marks.

(iv) Use of simple calculator is allowed.

1. (i) Which of the following accounts do not show a balance after the closing entries are prepared and posted ?
- (a) Insurance Expense
 - (b) Accounts Receivable
 - (c) Commission Revenue
 - (d) Prepaid Insurance
 - (e) Supplies-Expenses [5]
- (ii) Whether each of the following costs is an asset account, a liability account *or* shareholders equity account : [5]
- (a) Bills receivable
 - (b) Bonds payable
 - (c) Prepaid Rent
 - (d) Service Revenue
 - (e) Dividends.

P.T.O.

SECTION I

2. Why is accounting considered an information system ? State briefly the requirements of Schedule VI of the Companies Act. [15]

3. Compare the effect of LIFO and FIFO inventory valuation on the income statement and balance sheet in periods of rising and falling prices. [15]

4. Distinguish between budgets and standards. Who is responsible for developing standards ? [15]

5. Write short notes on (any *three*) - [15]
 - (a) Labour Time booking
 - (b) Flexible Budgets
 - (c) Apportionment and Absorption of Overheads
 - (d) Marginal Costing
 - (e) Computerized accounting.

Section II

6. Below is the Extract from Trial Balance of Mr. Satish at the end of its fiscal. You are required to classify them into income and expenditure and assets and liabilities with reasons.

Trial Balance as on 31st March, 2012 :

[15]

	Debit		Credit
	₹		₹
Cash in hand	2,400	Capital	2,00,000
Sales Return	200	Bills Payable	40,000
Purchases	2,40,000	Sundry Creditors	48,000
Stock on 1/4/2008	25,000	Sales	3,00,200
Sundry Debtors	1,10,000	Bad debts Recovered	800
Plant and machinery	1,20,000	Bank Overdraft	2,500
Furniture	40,000	Outstanding Rent	2,000
Bills Receivable	30,000	Commission	4,000
Rent and Taxes	4,000	Interest	1,500
Insurance	3,000	Interest received in	
Outstanding Commission	2,000	Advance	1,000
Prepaid Insurance	1,500		
Wages	21,000		
Carriage Inward	900		
	6,00,000		6,00,000

7. The following figures relate to a company manufactured a varied range of products :

Period	Total Sales (₹)	Total Costs (₹)
1	3900	3480
2	4300	3760

Calculate :

- P/V Ratio
- Total fixed expenses
- Break-even Sales
- Profit or loss arising from the sale of ₹ 4,000
- Sales required to earn a profit of ₹ 750.

State your assumptions in the above calculations. [15]

8. Gemini Enterprises undertakes three different jobs A, B and C. All of them require the use of a special machine and also the use of computer. The computer is hired and the hire charges work out to ₹ 4,20,000. The expenses regarding the machine are estimated as follows : [15]

Rent for the quarter	₹ 17,500
Depreciation per annum	₹ 2,00,000
Indirect charges per annum	₹ 1,50,000

During the first month of operation the following details were taken from the job register :

Job	A	B	C
Number of hours the machine was used :			
(i) Without the use of the Computer	600	900	—
(ii) With the use of the Computer	400	600	1,000

You are required to compute the machine hour rate :

- (1) For the firm as a whole for the month when the computer was used and when the computer was not used.
- (2) For the individual jobs A, B, C.

9. ABC Ltd. manufactures a component. The budgeted production and standard labour cost for a month are :

Budgeted production	4000 units
Standard labour cost per unit :	
1½ hours @ ₹ 4 per hour	₹ 6
Actual results for the month are :	
Production	3,900 units
Wages	₹ 27,000

Throughout the month 30 workers are employed who are on duty for 8 hours per day for 25 days. However during the last week

of the month each worker remained idle for 4 hours as a result of machine breakdown because of poor maintenance.

You are required to calculate : [15]

- (i) Labour Cost variance
- (ii) Labour efficiency variance
- (iii) Labour rate variance.

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
-------------	--

[5276]-13

P.G.D.B.M. (First Semester) EXAMINATION, 2017

103 : MANAGERIAL ECONOMICS

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :- (i) Attempt 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 Law of supply. Explain elasticity of supply.
4. Explain production function. State and explain Law of variable proportions.
5. Explain the short and long-run equilibrium under perfect competition.
6. Write a detailed note on Government intervention in the markets.

P.T.O.

7. Write short notes on (any *two*) :
- (a) Price discrimination
 - (b) Prevention and control of monopolies
 - (c) Determinants of supply
 - (d) Break-even Analysis.

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5276]-21

P.G.D.B.M. (Second Semester) EXAMINATION, 2017

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 product has the following 10 attributes, viz :

- (i) Quality
- (ii) Features
- (iii) Options
- (iv) Style
- (v) Brand
- (vi) Packing
- (vii) Sizes
- (viii) Pre-and-After Sales Services
- (ix) Warranties
- (x) Sales returns.

Explain the ways in which these attributes can be varied to manage a product in different phases of Product Life Cycle (PLC).

P.T.O.

2. What is product development ? Elaborate entire process of new product development with appropriate diagram.
3. “Discounts on price is always, not good strategy in the competitive markets”. Do you agree on the statement ? Justify your answer.
4. “Franchising is the better option to expand marketing operations in the current scenario of bussiness”. Discuss.
5. What is promotional mix ? How would you design promotional mix for branded garments ?
6. Discuss important of “Physical Evidence” in tourism marketing.
7. Write short notes on any *two* from the following :
 - (i) Mobile marketing
 - (ii) New trends in packaging
 - (iii) Importance of people and process in services marketing.

Total No. of Questions—7]

[Total No. of Printed Pages—3

Seat No.	
---------------------	--

[5276]-22

P.G.D.B.M. (Second Semester) EXAMINATION, 2017

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 from each section and carry **15** marks each.

(iii) Use of simple calculator is allowed.

1. 'Maximisation of wealth is universally accepted objective of Financial Management.' Discuss.

SECTION-I

2. Emphasize the importance of ratio analysis and also discuss the limitations.

3. Discuss the various factors affecting the Dividend Policy of the company.

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

(i) Undercapitalisation

(ii) Credit Rating

(iii) Time Value of Money

(iv) Financial Leverage

(v) Bonus Shares.

P.T.O.

SECTION-II

5. A Proforma cost-sheet of a company provides the following particulars :

Element of Cost	Cost per unit Rs.
Raw Material	80
Direct Labour	30
Overheads	<u>60</u>
Total Cost	170
Profit	30
Selling Price	<u>200</u>

The following further particulars are available.

Raw materials are in stock on an average one month. Materials are in process on an average half a month. Finished goods are in stock on an average one month. Credit allowed by suppliers is one month. Credit allowed to debtors is two months.

Lag in payment of wages is 1.5 weeks. Lag in payment of overheads is one month. 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 production. You may assume that production is carried out evenly throughout the year. Wages and overheads accrue similarly.

6. ABC Ltd. is a company manufacturing consumer goods. Its after tax cost of capital of different sources of capital is as follows —
- Cost of Debt — 8%
- Cost of Preference Shares — 14%
- Cost of Equity — 17%

The Company's capital structure according to its latest balance sheet is —

Debt	Rs. 3,00,000
Preference Shares	Rs. 2,00,000
Equity Shares	Rs. 5,00,000

Calculate weighted average cost of capital.

7. A company manufacturing consumer goods is considering an investment into a new machine which is expected to cost Rs.12,00,000. The projected cash inflows (before depreciation and tax) are as follows.

Cash Inflows Before Depreciation and Tax

Year	Amount Rs.
1	3,00,000
2	3,00,000
3	4,50,000
4	4,50,000
5	7,50,000
Total	<u>22,50,000</u>

The company uses a straight line method of depreciation. The income tax rate is 30%.

Calculate :

- (i) NPV if the cost of capital for the company is 10%
- (ii) Profitability Index.

Total No. of Questions—8]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5276]-23

P.G.D.B.M. (Second Semester) EXAMINATION, 2017

OPERATIONS MANAGEMENT

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

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

(ii) *All* questions carry equal marks.

1. Explain the nature and scope of Operations Management and discuss evolution from manufacturing to operations management.
2. What is facilities location and layout ? Distinguish between Plant Layout and Location.
3. Describe different methods of manufacturing and its characteristics of each method.
4. Explain Production Planning and Control in detail and elaborate PERT/Critical Path Method.

P.T.O.

5. 10 samples were observed and the total numbers of defects were observed in a process. The data is :

Sample Number	Number of Defects
1	2
2	4
3	0
4	6
5	5
6	4
7	3
8	2
9	4
10	2

Use C-chart to find the control of process.

6. Explain with an illustrative example any *two* of the following charting techniques :
- (a) Flow Diagram
 - (b) Process Mapping
 - (c) Flow Process Chart.
7. What do you mean by maintenance management ? Discuss in detail TPM.
8. Write notes on any *two* :
- (a) Deming,
 - (b) Taguchi,
 - (c) Statistical Quality Control
 - (d) KANBAN.

Total No. of Questions—6]

[Total No. of Printed Pages—2

Seat No.	
-------------	--

[5276]-32

P.G.D.B.M. (Third Semester) EXAMINATION, 2017
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. (A) Define System and explain system Development life-cycle with the help of any model. [8]
(B) What are the contemporary approaches to MIS ? [7]
2. (A) Explain the types of topologies used in networking. [8]
(B) What is Data Mining ? How is it different from DBMS ? [7]
3. (A) Discuss various decision-making models. [8]
(B) Explain how information is used as a strategic resource for competitive advantage. [7]
4. (A) What is Quality Assurance ? How is it different from quality control ? [8]
(B) What are the various IT capabilities and their impact on organisations. [7]

P.T.O.

- 5.** (A) State the advantages and the disadvantages of DBMS. [8]
(B) What are the various components of Decision Support System and explain them. [7]
- 6.** Write short notes on (any *two*) : [10]
(a) Impact of MIS in business
(b) Executive Information System
(c) Open Vs. Closed System
(d) Information Security

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
-------------	--

[5276]-33

P.G.D.B.M. (Third Semester) EXAMINATION, 2017

303 : LEGAL ASPECTS OF BUSINESS

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

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

(ii) *All* questions carry equal marks.

1. Define Contract. Explain in detail essentials of valid contract.
2. Explain the meaning of surety and co-surety. What are the rights and liabilities of surety and co-surety ?
3. Define contract of sale. What are the essentials of contract of sale.
4. Explain the meaning of negotiable instrument. What are the provisions for dishonour of negotiable instrument ?
5. What are the duties of Board of Directors ? Explain the types of company meetings.

P.T.O.

6. Define the following under the Consumer Protection Act, 1986 :

- (a) Consumer
- (b) Complainant
- (c) Goods
- (d) Service
- (e) Complaint.

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

- (a) Quasi-contract
- (b) Electronic governance
- (c) Cyber Crime
- (d) Cheques.

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5276]-41

**PGDBM (Fourth Semester) EXAMINATION, 2017
401 : MANAGEMENT CONTROL SYSTEM
(2008 PATTERN)**

Time : Three Hours

Maximum Marks : 70

- N.B. :** (i) Answer any *four* questions from Section A and any *one* question from section B.
(ii) *All* questions carry equal marks.
(iii) Both sections be answers in one answer-book.

SECTION A

1. Explain the concept of Management Control System. How is it related to Management Objectives ?
2. What is the concept of responsibility centres. Discuss various types of responsibility centres.
3. Economics Value Added (E.V.A.) is a superior tool of management performance measurement". Discuss.
4. Explain the difference (any *two*) :
 - (a) Management Audit and Financial Audit.
 - (b) Engineering expense centre and discretionary expense centre.
 - (c) Zero Based budgeting and Incremental Budgeting.
5. Write short notes on (any *three*) :
 - (a) Value chain analysis
 - (b) Goal consequence
 - (c) Strategic Planing
 - (d) Balance Score Card
 - (e) Functions of a controller.

P.T.O.

SECTION B

6. XYZ Co. fixes Interdivisional Transfer price for its product on the basis of cost plus and return on investment in the division.

The budget for division A for 2009-2010 is as follows :

	Rupees
1. Fixed Assets	2,50,000
2. Current Assets	1,50,000
3. Debtors	1,00,000
4. Annual fixed cost of division	4,00,000
5. Variable cost per unit of product	10
6. Budgeted volume	2,00,000 units per year
7. Desired ROI	28%

Determine the transfer price.

7. The expenses for production of 5,000 units in factors are given as follows :

	Per unit (Rupees)
1. Materials	50
2. Labour	20
3. Variable overhead	15
4. Fixed overhead (Rs. 50,000)	10
5. Administrative expenses @ (5% variable)	10
6. Selling expenses @ (20% fixed)	6
7. Distribution expenses 10% fixed	5
Total cost	116

You are required to prepare budget for the production of 7,000 units.

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5276]-42

P.G.D.B.M. (Fourth Semester) EXAMINATION, 2017
402-A : INTERGRATED MARKETING COMMUNICATION
(Marketing Management Specialization-I)
(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 the process of Integrated Marketing Communication. What are the types and limitations ?
2. Explain the term 'Sales Promotion' with different types of Sales Promotion Techniques.
3. What is Marketing Communication Evaluation ? Explain different methods of Advertising Evaluation.
4. "Advertising Agency is an extension of the Marketing Department of an Organization." Do you agree with this statement ? Justify.
5. Formulate advertising message for :
 - (a) any sport event and
 - (b) any social programme.

P.T.O.

- 6.** Your company is engaged in Manufacturing and Marketing of readymade furniture. How will your company participate in an International Trade Fair proposed to be held in Paris, France ?
- 7.** Write short notes on any *two* :
- (a) AIDA Model
 - (b) Event Management
 - (c) Trade fairs and Exhibitions
 - (d) Personal Selling.

Total No. of Questions—7]

[Total No. of Printed Pages—3

Seat No.	
---------------------	--

[5276]-43

**PGDBM (Fourth Semester) EXAMINATION, 2017
FINANCIAL MANAGEMENT SPECIALIZATION—I
(402-B) Direct Taxation
(2008 PATTERN)**

Time : Three Hours

Maximum Marks : 70

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

(ii) *All* questions carry equal marks.

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

1. Write short notes on any *two* of the following : [2×7=14]
 - (a) Residential status of an individual.
 - (b) Incomes exempt from tax.
 - (c) Agricultural Income.
 - (d) Tax Audit as per Section 44 AB of Income Tax Act, 1961.

2. (a) Discuss the taxability of House Rent Allowance as per the provisions of Income Tax Act, 1961. [7]
 - (b) Mrs. Vidya is working as HR Manager in Pune. Details of her salary are as below :
 - (i) Consolidated Salary Rs. 40,000 per month.
 - (ii) HRA Rs. 15,000 per month.
 - (iii) Children's Education allowance for two children Rs. 6,000.
 - (iv) Conveyance Allowance Rs. 1,500 per month. She stays in a rented house paying the monthly rent of Rs. 10,000. Calculate Income from salaries. [7]

3. (a) Write a detailed note on 'Annual Value' for calculating Income from House property. [7]

P.T.O.

- (b) Mr. Anil owns two house properties both being self occupied. Details are as below :

	Property A Rs.	Property B Rs.
Municipal valuation	90,000	1,00,000
Municipal Taxes	10,000	12,000
Interest on housing loan borrowed	40,000	50,000

Which of the properties should be treated as self occupied? [7]

4. (a) Define the term “Capital Asset” for the calculation of Income from Capital Gains. [7]
- (b) Mr. Ashok purchased the following properties during 1980 and sold them in November 2015. Details are as below :

	Cost of acquisition Rs.	F.M.V. on 1/4/81 Rs.	Sale Values Rs.
Residential house	1,80,000	2,00,000	30,00,000
Jewellery	1,00,000	95,000	15,00,000
Equity shares of A Ltd.	1,20,000	1,50,000	5,00,000

Calculate the capital gains. CII for 15-16 year is 1081. [7]

5. (a) Write a detailed note on “Depreciation” as per the provisions of Income Tax Act. 1961. [7]
- (b) The following is the Profit & Loss A/c for the year ended on 31st March 2010. furnished by Mr. Abhishek.

Profit & Loss A/c

To Salary	78,000	By Gross Profit	2,00,000
To Advertisement	8,000	By Sundry Receipt	8,400
To Fire Insurance	3,500	By Gift from a father	25,000
To Office expenses	4,500	By Interest on bank deposits	6,000
To Depreciation	15,800	By Bad Debts recovered	5,400
To Bonus	12,800	(not allowed as deduction earlier)	
To Income tax	8,600		

To Sales tax	4,500	
To Interest on bank loan	5,600	
To Interest on Income tax	3,500	
Net Profit	1,00,000	
	<u>2,44,800</u>	<u>2,44,800</u>

Other Information :

- (1) Salary includes Rs. 4,200 paid to a domestic servant.
- (2) Advertisement includes Rs. 550 as expenditure incurred for selling household furniture.
- (3) Allowable depreciation as per IT rules is Rs. 14,000.
- (4) Sales tax includes Rs. 500 as penalty for not filing returns in time.
- (5) Bank loan is for business purposes.

You are required to compute taxable income from business for the assessment year 2010-11 of Mr. Abhishek. [7]

6. Write a detailed note on "Set off and carry forward of Losses". [14]
7. Write short notes on any *two* of the following : 2×7=14
 - (a) Forms for filing the returns
 - (b) Revised and Belated Return
 - (c) Double Taxation Avoidance Agreement (DTTA)
 - (d) Last date for filing the returns.

Total No. of Questions—5]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5276]-44

P.G.D.B.M. (Fourth Semester) EXAMINATION, 2017

COMPUTER MANAGEMENT SPECIALIZATION-I(C)

402-C : D.B.M.S With Oracle

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Q. 1 and Q. 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 (Stud_id, Sname, City)

COURSE (C_Code, Cname, credits, C_Fee)

REGISTRATION (Stud_id, C_Code, Year_of_Reg, Fee_paid)

(A) Create above tables with suitable constraint as required in assumptions [5]

(B) Add at least *two* records in each table. [5]

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

(1) Display the name of the students who are registered for the course "ABC".

(2) Display the name of the students who have not paid the total fees of the course.

(3) Display the total number of students registered for any course in the year 2016.

P.T.O.

- (4) Display the total number of students registered for each course.
 - (5) Display the name of the course for which the maximum students are registered.
 - (6) Display the name of the course for which there is no student registered.
 - (7) Display the course which has the highest credit hours of the course.
-
2. (A) Explain 3-tier architecture of DBMS. [10]
(B) Write and explain Codd's rules. [10]

 3. (A) Write a PL/SQL, block, which will accept Stud_id and Display the name of the course registered. [10]
(B) Explain Conversion and Group functions with examples. [10]

 4. (A) Explain different types of Join operations in Oracle. [10]
(B) What is Relational Algebra ? Explain any *three* Relational operators with example. [10]

 5. Write short notes on (any *two*) : [10]
 - (1) Set Operators
 - (2) View
 - (3) Data types.

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
-------------	--

[5276]-45

P.G.D.B.M. (Fourth Semester) EXAMINATION, 2017
402-D : INVENTORY MANAGEMENT AND MATERIAL
REQUIREMENTS PLANNING
(Production and Material Management Specialization-I)
(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

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

(ii) *All* questions carry equal marks.

1. What are the objectives of Inventory Management ? Which department put pressure on the Inventory Manager and what are their objectives ?
2. Explain in detail importance of inventory management function in reference to profitability and customer satisfaction.
3. What do you understand by ABC analysis ? Explain in detail with suitable example.
4. State advantage of MRP over conventional method of Inventory control ? Explain the term BOM and Modular BOM.
5. Which factors should be considered while taking Make or Buy decision ? What are the trends in Make or Buy Decision in context

P.T.O.

- 6.** What are various criteria and methodology for Evaluation of performance of materials function.
- 7.** Write short notes on (any *two*) :
- (a) Types of Inventory
 - (b) Inventory Model—Fixed order Vs. Fixed interval system
 - (c) Vendor Managed Inventory
 - (d) Master Production Schedule.

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5276]-46

P.G.D.B.M (Fourth Semester) EXAMINATION, 2017

402-E : LABOUR LAWS

(HRM Specialization—I)

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

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

(ii) Figures to the right indicate full marks.

(iii) Give examples and diagrams wherever necessary.

1. Define 'Factory' and elaborate provisions related to health under Factories Act, 1948. [14]
2. Elaborate the provisions of safety and health under the Shops and Establishment Act, 1948. [14]
3. Define Lay-off and Lock-out. Give the special provisions related to lay-offs under the Industrial Dispute Act, 1974. [14]
4. Discuss the registration of establishments under the Contract Labour Act, 1970. [14]
5. Define Unfair Labour Practices. Give the procedure for dealing with complaints relating to unfair labour practices. [14]

P.T.O.

- 6.** Explain the procedure of certification of standing orders under Industrial Employment Act, 1946 ? [14]
- 7.** Write short notes on (any *two*) : [14]
- (a) Principles of Nature Justice
 - (b) Provisions related to working hours under Factories Act, 1948.
 - (c) Strikes and lock-outs under the Industrial Disputes Act, 1947.
 - (d) Payment of wages under Bombay Shops and Establishment Act, 1948.

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5276]-47

P.G.D.B.M. (Fourth Semester) EXAMINATION, 2017

MARKETING MANAGEMENT Spl.-II

(International Marketing)—(403A)

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Questions No. 1 is compulsory. In addition attempt any *four* from remaining.

(ii) *All* questions carry equal marks.

1. Assume yourself to be exporter of readymade garments. How will you arrange for pre-shipment finance ? [14]
2. (a) Explain in detail 'Export Promotion Capital Goods' Scheme. [7]
(b) Indicate what is meant by Dumping. [7]
3. Name *three* salient market-entry strategies followed by Indian exporters. Discuss their merits and demerits. [14]
4. (a) What is meant by 'Full cots Pricing' ? [7]
(b) What is the role of ECGC (Export Credit Guarantee Corp.) in export promotion ? Explain. [7]
5. What are the important agreements of World Trade Organisation ?

P.T.O.

- Provide brief outlines. [14]
- 6.** Indicate the effects of appreciation of local currency on exports. [14]
- 7.** Write explanatory notes on any *two* of the following :
- (i) Role of foreign agents in export. [7]
 - (ii) Importance of 'Import-Export Code' No. [7]
 - (iii) Pre-Shipment Inspection. [7]

Total No. of Questions—9]

[Total No. of Printed Pages—7

Seat No.	
---------------------	--

[5276]-48

P.G.D.B.M. (Fourth Semester) EXAMINATION, 2017

403-B : ADVANCED FINANCIAL MANAGEMENT

(Financial Management Spl.-II)

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

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

(ii) Attempt any *two* questions each from section I & Section II.

(iii) Figures to the right indicate full marks.

(iv) Attempt both the sections in one and the same answer-book.

(v) Use of simple calculator is allowed.

1. From the following information, calculate cash from operations : [10]

	2010	2011
	₹	₹
P&L A/c balance (credit)	40,000	50,000
Sundry Debtors	20,000	26,000
Bills Receivable	20,000	12,000
Prepaid Rent	2,000	3,000
Prepaid Insurance	1,000	800
Goodwill	20,000	14,000
Depreciation Fund	32,000	40,000
Creditors	20,000	30,000

P.T.O.

SECTION - I

2. What do you mean by 'Financial Plan' ? Explain the characteristics of a sound financial plan. [15]
3. Briefly discuss important aspects of accounting for fixed assets and depreciation policy as laid down by Indian Accounting Standards. [15]
4. Discuss the methods of valuation of shares of joint-stock companies. [15]
5. Write short notes on (any *three*) : [15]
 - (a) Financial Forecasting
 - (b) Inflation Accounting
 - (c) Brand Valuation
 - (d) Corporate Governance
 - (e) Buy-Back of shares.

SECTION - II

6. Swastik Ltd. has just established a small manufacturing unit to manufacture a new product which is expected to have a high margin. The company has made the following estimates of production, sales and costs :

Production and Sales (both in units)

Month	Production	Sales
April, 2011	2000	—
May, 2011	3000	—
June, 2011	4000	1000
July, 2011	5000	2000
August, 2011	5000	4000
September, 2011	5000	5000

Note : Both production & sales will stabilise at 5000 units from September, 2011 onwards.

Selling price and cost		₹
Selling Price per unit		50
Less Variable cost :		
Materials	12	
Labour	5	
Overheads	<u>5</u>	<u>22</u>
Contribution per unit		<u>28</u>

Note : Fixed costs are expected to be ₹ 10,000 per month.

The following additional information is also given :

- (1) An initial stock of materials to meet three months requirements will be purchased during April, 2011. Further purchases will be made at the beginning of each month to have sufficient stock of materials for there months on the basis of above estimates. For each finished product, one unit of raw material is required.
- (2) Suppliers of materials have agreed to give one month's credit.
- (3) Labour is to be paid half a month in arrears.
- (4) Variable overheads will be paid during the month following the month in which it is incurred.
- (5) Fixed overheads will be incurred in advance at the beginning of every quarter.
- (6) Sales will be 50% cash and the balance will be on two months credit.
- (7) There will be an opening cash balance of ₹ 3,00,000 (in hand & bank)

Prepare a cash budget of the company for the six months ending 30th September, 2011. Figures should be given monthly and the months, if any, during which additional funds are required should be clearly indicated. [15]

7. (a) From the following Balance Sheets of Super-Fine Ltd. on 31st March, 2010 & 31st March, 2011. You are required to prepare :
- (i) A schedule of charges in working capital and
- (ii) A statement of sources & Application of Funds.

Balance Sheets as on 31st March,

<i>Liabilities :</i>	2010	2011
Share Capital	1,00,000	1,00,000
General Reserves	14,000	18,000
Capital Reserves	–	5,000
Profit & Loss A/c	16,000	13,000
Sundry Creditors	8,000	5,400
Bills Payable	1,200	800
Provision for Taxation	1,6000	18,000
	1,55,200	1,60,200
<i>Assets :</i>		
Goodwill	12,000	12,000
Buildings	40,000	36,000
Plant	37,000	36,000
Investments (Long-term)	10,000	16,000
Stock	30,000	23,400
Bills Receivable	2,000	3,200
Debtors	17,600	18,400
Bank	6,600	15,200
	1,55,200	1,60,200

Additional Information :

- (1) Depreciation charged on Plant was 4,000 and on Buildings ₹ 4,000.
- (2) Investments were revalued and the profit thereon was transferred to capital reserves. There was no other entry through capital reserves.
- (3) Provision for taxation of ₹ 19,000 was made during the year.
- (4) Interim dividend of ₹ 8,000 was paid during the year ended 31st March, 2011. [12]

(b) The capital of Snow-White Co. Ltd is as follows :

	₹
10% preference shares of ₹ 10 each	50,00,000
Equity shares of ₹ 100 each.	70,00,000
	<hr/> <u>1,20,00,000</u> <hr/>

Additional information :

Profit after tax @ 5% ₹ 15,00,000

Market Price per equity share ₹ 200

Calculate :

- (1) The Earnings Per Share (EPS) and
- (2) Price-Earnings Ratio [3]

8. Mr. Solkar intends to invest ₹ 66,000 in equity shares of a limited company & seeks your advice as to the maximum number of shares he can expect to acquire, based on a fair value of the shares to be determined by you. The following information is available :

Issued and Paid-up capital :	₹
60% Preference shares of ₹ 100 each	5,50,000
Equity shares of ₹ 10 each	3,50,000
	9,00,000

Average net profits of the company is ₹ 75,000. Expected normal yield is 8% in case of such equity shares. It is observed that the net assets on revaluation are worth ₹ 70,000 more than the amounts at which they are stated in the books. Goodwill is to be calculated at five years' purchase of the super profits; if any. (Ignore income tax). At present goodwill has not been shown in the books of accounts. [15]

9. Answer the following. (any *three*) : [15]

(a) At the close of the year a company has an inventory of ₹ 1,50,000 and cost of goods sold is ₹ 9,75,000. If the company's inventory turnover ratio is 5, then determine the opening balance of inventory.

(b) Total net present values of Machine A & Machine B @ 16% cost of capital are as follows :

Machine A — 27.119 lakh.

Machine B — 42.470 lakh

Cost of Machines

Machine A — 25 Lakhs

Machine B — 40 lakhs

Calculate profitability index.

(c) Provision for taxation A/c :

Opening Balance	₹ 40,000
Closing Balance	₹ 50,000
Income tax paid during the year	₹ 25,000

Prepare Provision for Taxation Account and show how the missing item of the account is to be treated while preparing Fund Flow Statement.

(d) A company acquired following assets of other company for a consideration of ₹ 5,20,000 by issuing equity shares at par. The assets consisted of Machinery ₹ 3,00,000, Buildings ₹ 2,00,000 and stock ₹ 20,000. Determine the effect of the transaction on flow of funds. Give reasons.

(e) Debtors' velocity – 3 months

Sales – ₹ 16,00,000

Bills receivable – ₹ 25,000

Ascertain the amount outstanding on Debtors' A/c.

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5276]-49

P.G.D.B.M (Fourth Semester) EXAMINATION, 2017

403-C : COMPUTER MANAGEMENT

(‘C’ Programming Specialization—II)

(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 whenever necessary.

(iv) Figure at right hand indicates full marks.

1. Answer the following questions (any *four*) : [4×5]

(a) What are the control structures in C ? Give an example each.

(b) What are escape sequences ?

(c) What are the actual and formal parameters of the function ?

(d) Distinguish between malloc() and calloc()

(e) Distinguish between break and continue.

2. (a) Find GCD of a number using recursion in C program. [5]

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

$$\sin(x) = x - \frac{x^3}{3!} + \frac{x^5}{5!} - \frac{x^7}{7!} + \dots + \frac{x^n}{n!}$$

P.T.O.

- 3.** (a) Write a C program that find the sum of minor diagonal elements of matrix. [5]
- (b) Write a function to reverse the string with out using library function. [5]
- 4.** (a) Write a function to find x rise to y using bitwise operators. [5]
- (b) What is bit field operator ? Explain with example. [5]
- 5.** Write a C Program to find 2 elements in the array such that difference between them is largest. [10]
- 6.** Write a C program to calculate difference between two time periods. (use structure variable to store time in hour, minute and second) [10]
- 7.** Write a C program to compare two binary files, printing the first byte position where they differ. [10]

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5276]-50

P.G.D.B.M. (Fourth Semester) EXAMINATION, 2017
PRODUCTION AND MATERIALS MANAGEMENT Spl.—II
(403-D : Supply Chain and Logistics Management)
(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

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

(ii) Give examples or draw suitable diagrams wherever necessary.

(iii) *All* questions carry equal **14** marks.

1. Explain Global Supply Chain and integration.
2. State various modes of Transportation. Explain the advantages and disadvantages of each of them.
3. How warehousing decisions are made ? Explain with suitable two examples.
4. Explain the significance of logistic with respect to availability, performance and service.
5. Elaborate the concept of Packaging for Material Handling efficiency. Justify the answer with two examples.

P.T.O.

- 6.** What do you mean by Supply Chain Relationship ? Explain its development and management.
- 7.** Write short notes (any *two*) :
- (a) MRP
 - (b) E-commerce as enabler
 - (c) JIT in SCM.

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
---------------------	--

[5276]-51

P.G.D.B.M. (Fourth Semester) EXAMINATION, 2017
HUMAN RESOURCE MANAGEMENT SPECIALIZATION—II
403-E : Industrial Relations
(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

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

(ii) *All* questions carry equal marks.

1. What is meant by Industrial Relations ? Explain approaches of Industrial Relations.
2. Explain the concept of collective bargaining with its process.
3. Explain various machineries for settlement of industrial dispute.
4. Define Trade union. Explain the role of trade union. Also state problems of Indian Trade Union.
5. Why workers participation in management is necessary for industrial growth ?
6. How globalization is influencing industrial relations in India ?

P.T.O.

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

- (1) Importance of collective bargaining;
- (2) Causes of Industrial dispute;
- (3) Salient features of Standing Order Act, 1946.
- (4) Gandhian approach to IR.