

MBAC 1001

M.B.A. DEGREE EXAMINATION,
DECEMBER 2015/JANUARY 2016.

First Semester

General/ Marketing/ Finance/ IB/ HRM/ RM/ Tourism

MANAGEMENT CONCEPTS AND ORGANISATIONAL BEHAVIOUR

(2012 – 13 batches)

Time : Three hours

Maximum : 100 marks

PART A — (5 × 6 = 30 marks)

Answer any FIVE questions.

1. What are the objectives of planning?
2. What are the limitations of MBO?
3. Explain the importance of departmentation.
4. Explain the advantages of line organisation.
5. Explain the steps in the process of creativity.
6. What is meant by "concept of father leadership"?

7. What are the organisational barriers to manage diversity?

8. "Omission is the removal of all reinforcing events" Explain.

PART B — (5 × 10 = 50 marks)

Answer any FIVE questions.

9. What are the functions of management?

10. Explain Maslow's hierarchy of needs theory.

11. Several factors influence the shaping of our personality – Discuss.

12. What are the factors that contribute to stress?

13. Explain the features of informal groups.

14. Discuss briefly the "Japanese management practices".

15. What are the ten management styles?

16. Explain common approaches to bench marking.

PART C — (20 marks)

17. Case Study – Compulsory.

In a move to stop the rupee's fall, the RBI announced a slew of measures on 25.06.2012 Monday. The markets are disappointed, the measures failed to enthuse and impress the market.

Write in detail the measures announced by RBI to arrest the slide in rupee.

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First Semester

General/Marketing/Finance/IB/ARM/RM/Tourism

MANAGERIAL ECONOMICS

(2012-13 Batches)

Time : Three hours

Maximum : 100 marks

PART A — (5 × 6 = 30 marks)

Answer any FIVE questions.

1. Explain the law of demand.
2. Explain decision-making.
3. Explain demand schedule and demand curve.
4. What are the assumptions of break even analysis?
5. What are features of monopolistic competition?
6. Narrate the difficulties in the calculation of national income.

7. Explain what happens after industrialisation.

PART C — (20 marks)

8. Examine the role of fiscal policy in attaining full employment and growth.

17. Case Study – Compulsory

E-Voting must for listed firms.

PART B — (5 × 10 = 50 marks)

Answer any FIVE questions.

9. Explain the arguments in favour of price stabilisation.

The Securities and Exchange Board of India (SEBI) on 26.06.2012, made electronic voting mandatory for all listed companies, which would help shareholders participation in decision-making without being physically present in the meeting.

10. Critically explain the factors leading to business cycles.

“It would be implemented in a phased manner”, SEBI said in a release after its board meeting in Mumbai. To begin with, SEBI said, “it would be mandated for top 500 listed companies on the BSE and NSE based on market capitalisation”.

11. What are the non-economic factors that determine economic development?

This is in line with the budget proposal of the Finance Minister to make it mandatory for top-listed companies to provide for electronic voting facilities”, it added.

12. Critically evaluate various criteria of project evaluation.

Questions :

13. What are the reasons for limiting profit?

(a) In your opinion, analyse whether the announcement made by the SEBI alone will encourage shareholders to take a more active role in decision-making.

14. Explain the salient features of oligopoly.

15. What are the types of price discrimination?

(b) Write in detail the steps to be taken by SEBI to achieve the objective of taking more active role in decision-making by the shareholders.

16. Explain the factors that determine elasticity of demand.

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First Semester

General/Marketing/Finance/IB/HRM/RM/Tourism

ACCOUNTING FOR MANAGERS

(2012-13 Batches)

Time : Three hours

Maximum : 100 marks

PART A — (5 × 6 = 30 marks)

Answer any FIVE questions.

1. Explain the relation between journal and ledger.
2. What are the causes for depreciation?
3. What are the objectives of fund flow statement?
4. Prepare a trading account for the year ended 31st Dec. 2010.
Opening stock Rs. 5,700, Purchases Rs. 1,58,000,
Purchases returns Rs. 900, Sales Rs. 2,62,000,
Sales Returns Rs. 600, Closing stock was valued at
Rs. 8,600.

5. Karaikudi club is started on January 1, 1973. During the year ending 31st Dec. 1973, its receipts and payments were as under.

Receipts : Subscriptions Rs. 3,500, Donations Rs. 1,200.

Payments : Investments Rs. 1,500, Rent Rs. 900, Printing and stationery Rs. 250, Salary Rs. 360, Postage Rs. 80, Sundries Rs. 310.

On December 31, 1973, cash and bank balance were Rs. 50 and Rs. 1,250 respectively. Prepare Receipts and payments A/c for the year 1973.

6. Calculate :

(a) N.P. ratio and

(b) Administration expenses ratio, sales Rs. 10,000

P and L A/c

Rs.

Rs.

To Admn. expenses 1,600 By Gross profit 2,500

To Selling expenses 300

To Finance expenses 100

To Net profit 500

2,500

2,500

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Rs. Material 20

Labour

Skilled (fixed) 10

Unskilled labour 10

Variable overhead 10

Fixed overhead 20

Total 70 units

- (a) Advise the management whether to accept the order or not.

- (b) What will be your advice if the order has come from the local merchant?

- (c) If there is temporary face in demand what will be the minimum price to be charged?

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- (c) Profit when sales are Rs. 1,00,000
 (d) Sales required to earn a profit of Rs. 20,000.
 (e) Margin of safety

Period	Sales	Profit
I	Rs. 1,20,000	Rs. 9,000
II	Rs. 1,40,000	Rs. 13,000

16. The accounts of a machine manufacturing company discloses the following information for the six months ending 31st Dec. 2010.
 Materials used Rs. 1,50,000; Direct wages Rs. 1,20,000; Factory overheads Rs. 30,000 and Administrative expenses Rs. 15,000.

Prepare the cost sheet of the machines and calculate the price which the company should quote for the manufacture of a machine requiring materials valued Rs. 1,250 and expenditure in productive wages Rs. 750, so that the price might yield a profit of 20% on the selling price.

PART C — (20 marks)

17. Case study — Compulsory :

A company producing 40,000 units of 'X' working at 80% capacity receives an order from a foreign dealer for 10,000 units at Rs. 50 per unit although the local price is Rs. 90 per unit.

7. Calculate BEP; fixed expenses Rs. 1,50,000 variable cost per unit Rs. 10, selling price per unit Rs. 15.

8. Calculate :

- (a) Material cost variance and
 (b) Material price variance.

To manufacture 1,000 units standard material used 400 kg at Rs. 2.50 per k.g.

When 2000 units are produced, actual material used is 820 k.g at Rs. 2.60 per k.g.

PART B — (5 × 10 = 50 marks)

Answer any FIVE questions.

9. Explain the features of Receipts and payments accounts.
 10. What are the limitations of ratio analysis?
 11. What are the uses of funds flow statement?

12. Journalise the following transactions :

February	Rs.
1 Bought goods from Senthil for cash	730
2 Bought machinery	6,700
3 Paid for stationery	120

February

Rs.

4	Bought goods from Arumugam	875
5	Received five chairs from Godrej co.	225
6	Bought packing materials from Umanath and Co.	175

13. The ratios relating to Metro Ltd. are given as follows :

G.P. ratio 30%

Stock velocity 6 months

Debtor's velocity 3 months

Creditors velocity 3 months; Gross profit for the year ending Dec 31, 2006 amounts to Rs. 1,20,000.

Closing stock is equal to opening stock.

Find out :

- (a) Sales
- (b) Closing stock
- (c) Sundry debtors and
- (d) Sundry creditors.

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14. A company's reported current profit is Rs. 20,000 after incorporating the following :

Rs.

Loss on sale of equipment	10,000
Premium on redemption of debentures	1,500
Discount on issue of debentures	2,000
Depreciation on machinery	10,000
Depletion of natural resources	5,000
Amortisation of goodwill	9,000
Interim dividend	6,000
Gain on sales of fixed assets	42,000
Excess prov. for tax	12,000
Dividend income on investment	14,000
TV to general reserve	5,000
Preliminary expenses	1,000
Profit on revaluation of investments	42,500

Derive the flow of funds from the operations.

15. Assuming that the cost structure and selling price remain the same in period I and II find out :

- (a) P/V ratio
- (b) Fixed cost

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operator refused to push the trolley which he had been doing for years together. The Supervisor told the workman that he should do the allotted job otherwise it will be treated as a case of insubordination for which would be liable for punishment.

The workman however was reluctant to do the job of pushing the trolley and therefore the Supervisor reported the matter to his Department Head. The Department Head took up the matter with the Top Management and it was decided to Suspend the Workman pending enquiry. As soon as this was done the Union Committee Members who were present gave a call for a lightening strike and the entire operations came to a standstill.

Analyse the case and answer the following questions.

- (a) Do you think the Union was right in putting up supplementary demands When the Settlement was still in force.
- (b) What do you think about the legality of the Settlement?
- (c) What advise would you give to the Management to deal with the lightening strike?
- (d) What action do you think should be taken against the workman who has refused to push the trolley?

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BUSINESS ENVIRONMENT AND LAW

(2012 – 2013 Batches)

Time : Three hours

Maximum : 100 marks

PART A — (5 × 6 = 30 marks)

Answer any FIVE questions.

1. Explain the need for ethics in business.
2. Explain the features of a multi-national company.
3. What is Crossing of a cheque? Explain the forms of crossing of cheque with illustrations.
4. What is a Debenture? Explain the types of debentures.
5. Explain various procedures for settlement of Industrial disputes as per the provisions of Industrial Disputes Act, 1947.
6. Explain the social responsibility of a business towards consumers, workers and shareholders.
7. Explain the different forms of foreign capital.
8. What are the various types of endorsement?

PART B — (5 × 10 = 50 marks)

Answer any FIVE questions.

9. Discuss the various types of environmental factors which affect the business..
10. Examine the opportunities and challenges faced by MNCs.
11. What do you mean by consideration? Explain legal rules regarding consideration.
12. Explain the contents of Memorandum of Association. What are the different modes of winding up of a company?
13. Explain the provisions of the Workmen's Compensation Act, 1923 relating to obligations of employers and Notice and Claim.
14. Suggest how a business may manage the political-legal environment in a market.
15. Explain various provisions of the Factories Act, 1948 relating to Health measurements and working hours.
16. Examine the rights and duties of Agents and Principal as per contract of agency.

PART C — (1 × 20 = 20 marks)

Compulsory

17. In a Company employing 500 employees, a Settlement has been signed between the Representatives of the Management and the Union. The Settlement has been signed with the Recognised Union. Under the terms of the

Settlement the average raise given per workman is Rs.900/- per month. The Settlement is for a period of 3 years effective from 1st January 2002 to 31st December 2004. The settlement provides for improvement in productivity by 10%. The workmen are generally happy with the Settlement. All of them are religiously implementing the provisions of the Settlement as far as improvement in productivity is concerned. After about one year when the other Companies signed new settlements there was discontentment among the workers as the wages of workers in the other Companies had gone up substantially. The workers were now discussing with their Union Leaders and telling them about the need to get some further increases in their emoluments.

The Union leaders met the Representatives of the Management and told them that they were under very severe pressure from the workers for demanding further increase in view of the changed industrial scenario. The Management Representatives told the Union leaders that till the subsisting Settlement was in force they should not expect any increase in their emoluments.

The Union under pressure from the workers gives a supplementary Demand to the Management demanding an adhoc increase of Rs.600/= per employee. They also told the Management that hereafter the operators would not do the job of pushing the trolleys as this job has to be done by Helpers. Immediately there after one of the

PART C — (1 × 20 = 20 marks)
Compulsory Case Study.

17. Set up ANOVA table for the following information relating to three drugs testing to judge the effectiveness in reducing blood pressure for three different groups of people.

Amount of blood pressure reduction in Millimeters of Mercury :

Group of people	Drug		
	X	Y	Z
A	14	10	11
	15	9	11
B	12	7	10
	11	8	11
C	10	11	8
	11	11	7

Do the drugs act differently?

Are the different groups of people affected differently? Is the interaction term significance?

Answer the above questions taking significant level of 5%, $F(2, 9) = 4.26$, $F(4, 9) = 3.63$.

MBAC 1005/MBLC 1002

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RESEARCH METHODOLOGY

(2012-2013 batches)

Time : Three hours

Maximum : 100 marks

PART A — (5 × 6 = 30 marks)

Answer any FIVE questions.

1. What is meant by applied research? How does it differ from fundamental research?
2. Bring out the limitations of case study research.
3. Bring out the significance of observation as a method of data collection.
4. What are the assumptions of the binomial distribution?
5. Distinguish between the following :
 - (a) Simple hypothesis and composite hypothesis
 - (b) One-tailed test and two-tailed test
 - (c) Type I error and type II error.

6. What do you mean by multivariate techniques? Explain their significance in context of research studies.

7. What is bibliography? What is its significance in research report?

8. What are the points to be considered by a researcher, while using pictures and graphs in a research report?

PART B — (5 × 10 = 50 marks)

Answer any FIVE questions.

9. Explain the various steps involved in the process of research.
10. Research design in exploratory studies must be flexible but in descriptive studies, it must minimise bias and maximise reliability' – Discuss.
11. What is meant by sampling? Explain the various methods of sampling.
12. What is a questionnaire? What are the important points to be borne in mind by a researcher? While formulating a questionnaire?
13. Briefly describe the important parametric tests used in the context of testing hypothesis.
14. Describe the layout of a research report.

15. The following information is obtained concerning an investigation of 50 ordinary shops of small size.

	Shops		Total
	In towns	In villages	
Run by men	17	18	35
Run by women	3	12	15
Total	20	30	50

Can it be inferred that shops run by women are relatively more in villages than in towns? Use chi-square test.

Table value of χ^2 for one degree of freedom at 5 per cent level of significance is 3.841.

- 16.

Raju Restaurant near the railway station at Falna has been having average sales of 500 tea cups per day. Because of the development of bus stand near by, it expects to increase its sales. During of the first 12 days after the start of the bus stand, the daily sales were as under:

550, 570, 490, 615, 505, 580, 570, 460, 600, 580, 530, 526.

On the basis of this sample information, can one conclude that Raju Restaurant's sales have increased? Use 5% level of significance.

[Apply one-tailed test (in the right tail because H_a is of more than type) at 5 per cent level of significance, using table of t-distribution for 11 degree of freedom; $R : t > 1.796$].