

No. of Printed Pages : 3

Roll No.

18AA2001

M.B.A. EXAMINATION, Dec. 2019

(First Semester)

(C. Scheme) (Main & Re-appear)

MBA101C

**MANAGEMENT CONCEPTS AND
APPLICATIONS**

Time : 3 Hours

[Maximum Marks : 75

Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

Note : Attempt *Five* questions in all, selecting at least *one* question from each Unit.

(2-11/1) M-18AA2001

P.T.O.

Unit I

1. Assess the contribution of F.W. Taylor's scientific management to the development of management thought. 15
2. Explain the term Management. Discuss its nature and bring out its importance in present day competitive environment. 15

Unit II

3. Define Planning. Discuss the process of planning. 15
4. What do you understand by Decision-Making ? Discuss various techniques used for decision-making. 15

Unit III

5. Define Organising. Explain different organisation structure and highlight their merits and demerits. 15

6. Write short notes on the following :

- (a) Span of Control 7.5
- (b) Delegation and Decentralization 7.5

Unit IV

7. Discuss the importance of control in organisation. Explain the steps involved in controlling process. 15
8. Define Motivation. Illustrate the various theories of motivation. 15

No. of Printed Pages : 03

Roll No.

18AA2002

M.B.A. EXAMINATION, Dec. 2019

(First Semester)

(C. Scheme) (Main & Re-appear)

MASTER OF BUSINESS ADMINISTRATION

MBA103C

Managerial Economics

Time : 3 Hours]

[Maximum Marks : 75

Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

Note : Attempt *Five* questions in all, selecting at least *one* question from each Unit. All questions carry equal marks.

(2-12/16) M-18AA2002

P.T.O.

Unit I

1. Define Managerial Economics. Discuss the nature and scope of managerial economics. 15
2. Explain the basic concepts of managerial economics using suitable examples and their significance in business decision-making. 15

Unit II

3. Discuss the relationship between price and demand for different types of goods. Illustrate the graphical representation. 15
4. What do you understand by demand forecasting? Discuss different techniques of demand forecasting. 15

Unit III

5. Define Pricing. Discuss different pricing strategies used by organisations. 15
6. How is a firm making supernormal profits in short run and normal profits in long run under monopolistic competition, show diagrammatically. 15

Unit IV

7. Define National Income. Discuss methods of measuring National Income. 15
8. Explain the difference between discretionary fiscal policy and automatic stabilisers. 15

- (b) Given $r_{12} = 0.5$, $r_{13} = 0.4$ and $r_{23} = 0.1$,
find $r_{12.3}$ and $r_{23.1}$. 3+3

Unit IV

7. National Healthcare Company samples its hospital employee attitude towards performance. Respondents are given a choice between the present method of two reviews a year and a proposed new method of quality reviews. The responses are given below :

	North	South	East	West
Method I	68	75	79	57
Method II	32	45	31	33

Test whether there is any significant difference in the attitude of employee in different regions at 5% level of significance. 15

8. (a) What are Type I and Type II errors in tests of hypothesis ? How is a test of hypothesis constructed ? 4+4
- (b) What is null hypothesis ? Point out its significance. 3+4

18AA2004

M.B.A. EXAMINATION, Dec. 2019

(First Semester)

(C. Scheme) (Main & Re-appear)

MASTER OF BUSINESS ADMINISTRATION

MBA107C

Business Statistics and Analytics
for Decision Making

Time : 3 Hours]

[Maximum Marks : 75

Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

Note : Attempt *Five* questions in all, selecting at least *one* question from each Unit. All questions carry equal marks.

Unit I

1. Data of rejected items during a production process are as follows : 15

No. of rejects No. of Operator
per operator

21-25	5
26-30	15
31-35	28
36-40	42
41-45	15
46-50	12
51-55	3

Calculate the mean, standard deviation and Coefficient of skewness and comment on the results.

2. What do you understand by 'Statistical Average' ? Explain the relative merits and demerits of various types of averages. 5+5+5

Unit II

3. What do we study and analyse in the time series analysis ? Describe the least square method for determining trend in a Time-series. 6+9

4. Calculate a suitable Index Number for the year 2001 with 2000 as base using the following data and show that the time and factor reversal tests are satisfied by Fisher's Ideal formula for index number construction : 5,5,5

Commodities	2000		2001	
	Price Rs.	Quantity kg.	Price Rs.	Quantity kg.
A	12	100	20	120
B	4	200	4	240
C	8	120	12	150
D	20	60	24	50

Unit III

5. (a) What are the degrees and types of correlation ? How is Karl Pearson's Coefficient of Correlation calculated ? 4+6
- (b) Distinguish between correlation and regression. 5
6. (a) If $r_{12} = 0.8$, $r_{13} = 0.4$ and $r_{23} = 0.56$, find the value of $r_{12.3}$, $r_{13.2}$ and $r_{23.1}$. 3+3+3

No. of Printed Pages : 03

Roll No.

18AA2005

M.B.A. EXAMINATION, Dec. 2019

(First Semester)

(C. Scheme) (Main & Re-appear)

MASTER OF BUSINESS ADMINISTRATION

MBA109C

Legal and Business Environment

Time : 3 Hours]

[Maximum Marks : 75

Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

Note : Attempt *Five* questions in all, selecting at least *one* question from each Unit. All questions carry equal marks.

Unit I

1. What do you mean by environment scanning ? Why is it important for business organization ? How is it being done ?
2. Give a brief account of the basic philosophies of capitalism, socialism and mixed economy and examine the critical points of the three economies.

Unit II

3. What is the need for consumer protection ? Discuss salient features of the Consumer Protection Act, 1986.
4. What are the objectives of SEBI ? Explain the guidelines issued by SEBI regarding issue of securities.

Unit III

5. What do you mean by industrial policy ? Narrate the main features of Industrial Policy, 1991.

6. Discuss the rationale behind public sector reforms. Is disinvestment of public sector units inevitable ? Comment.

Unit IV

7. What is the distinction between Balance of trade and Balance of Payments ? Critically evaluate the trends of Balance of Payments in India.
8. Describe the reasons for exchange rate movements during the last one decade and their impact on Indian economy.

No. of Printed Pages : 03

Roll No.

18AA2006

M.B.A. EXAMINATION, Dec. 2019

(First Semester)

(C Scheme) (Main & Re-appear)

(MBA)

MBA111C

Business Communication

Time : 3 Hours]

[Maximum Marks : 50

Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

Note : Attempt *Five* questions in all, selecting at least *one* question from each Unit. All questions carry equal marks.

(3-13/16)M-18AA2006

P.T.O.

Unit I

1. "Without feedback communication is incomplete." Discuss. 10
2. What are barriers to communication ? How can one overcome these barriers to communication ? 10

Unit II

3. "The best form of listening is a combination of active and intuitive listening." Discuss in the light of the different types of listening. Also, describe the process of listening. 10
4. What is Negotiation ? What are its characteristics ? Explain the various approaches to negotiation. 10

Unit III

5. Define body language. Discuss the various types of eye contacts and the facial expression. 10

6. What do you understand by business etiquettes ? List the etiquettes to be kept in mind while using the telephone. 10

Unit IV

7. Differentiate between agenda and minutes of meeting. What components are included in agenda ? What factors are emphasised in minutes and in how many forms minutes can be written ? 10
8. Discuss the various types of letters with the help of examples. 10

No. of Printed Pages : 03

Roll No.

18AA2007

M.B.A. EXAMINATION, Dec. 2019

(First Semester)

(C Scheme) (Main & Re-appear)

(MBA)

MBA113C

Computer Applications for Business

Time : 3 Hours]

[Maximum Marks : 50

Before answering the question-paper candidates should ensure that they have been supplied to correct and complete question-paper. No complaint, in this regard, will be entertained after the examination.

Note : Attempt *Five* questions in all, selecting at least *one* question from each Unit. All questions carry equal marks.

(3-13/18)M-18AA2007

P.T.O.

Unit I

1. (a) Explain different generation of computers with their characteristics. 5
(b) Differentiate between RAM and ROM. 5
2. (a) Write the applications of computer in business. 5
(b) Convert $(6789)_{10}$ into binary, octal and hexadecimal number. Show all steps. 5

Unit II

3. Define Computer Network. What are the advantages of computer network ? What are hardware and software requirements of computer network ? 10
4. (a) Define Topology. What are different types of topology ? What topology will you suggest to have in your collage laboratory ? Justify the answer. 5
(b) Explain the features of LAN, MAN and WAN. 5

Unit III

5. (a) Define Internet. Explain its history and development. 5
(b) How does Internet Work ? 5
6. Write short notes on the following :
 - (a) FTP
 - (b) Telnet
 - (c) Web browser
 - (d) WWW. 10

Unit IV

7. (a) Discuss the economic implications of the rise of the networked economy. 5
(b) Discuss major health issues in the networked economy. 5
8. Explain the various security threats in computer network. Describe the counter mechanism to deal these security threats. 10