

Hall Ticket Number :

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**R-19**

**Code: 19P1A14**

M.B.A. I Semester Regular Examinations January 2020

**Entrepreneurship Development**

Max. Marks: 60

Time: 3 Hours

Answer all five units by choosing one question from each unit ( 5 x 12 = 60 Marks )

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**UNIT-I**

1. Discuss in detail, the qualities and competencies of an entrepreneur. 12M

**OR**

2. Write a detailed note on the role of an entrepreneur in the contemporary economic scenario of India. 12M

**UNIT-II**

3. Write a detailed note on the entrepreneurial process. 12M

**OR**

4. Discuss in detail, the key characteristics and basic differences between an entrepreneur and an intrapreneur. 12M

**UNIT-III**

5. Discuss in detail, the process of developing a business plan. 12M

**OR**

6. Write a detailed note on global aspects of entrepreneurship. 12M

**UNIT-IV**

7. Discuss in detail, the various types and sources of capital 12M

**OR**

8. Discuss in detail, the various grants and subsidies being offered to entrepreneurs by the central and state governments. 12M

**UNIT-V**

9. Write a detailed note on the legal issues of entrepreneurship 12M

**OR**

10. Write a detailed note on various contemporary forms of entrepreneurship, giving suitable examples. 12M

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	CO	Blooms Level
1.	CO1	L2
2.	CO1	L4
3.	CO2	L2
4.	CO2	L1
5.	CO2	L2
6.	CO2	L2
7.	CO3	L2
8.	CO3	L4
9.	CO3	L2
10.	CO4	L3

Hall Ticket Number : **R-19****Code: 9P1A15**

M.B.A. I Semester Regular Examinations January 2020

**Financial Accounting for Managers**

Max. Marks: 60

Time: 3 Hours

Answer all five units by choosing one question from each unit ( 5 x 12 = 60 Marks )

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**UNIT-I**

1. Define accounting? Explain the process of accounting. 12M 1 1

**OR**

2. Explain the concepts of accounting. 12M 2 2

**UNIT-II**

3. What is Double entry system of accounting? Explain the rules of double entry system of accounting. 12M 3 1

**OR**

4. From the following trial balance prepare trading , profit & loss account and a balance sheet of Mr. Sudheer for the year ending 31<sup>st</sup> March,2019

	Dr balance	Cr balance
Buildings	50,000	
Capital		90,000
Purchases & sales	10,000	30,000
Opening stock	9,000	
Debtors & Creditors	15,000	8,000
Commission paid	4,000	
Sales returns & purchase returns	2,000	500
Carriage inward	2,500	
Office salaries	8,000	
wages	1,500	
Postage	1,000	
Plant &Machinery	20,000	
Bills Receivable & Bills payable	9,000	4,000
Advertisement exp	2,000	
Cash in hand	3,500	
<b>TOTAL</b>	<b>1,32,500</b>	<b>1,32,500</b>

**Adjustments**

1. Closing stock Rs. 9,000
2. Depreciate buildings by 10% and plant & machinery by 15%. 12M 3 4

<b>UNIT-III</b>
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5. What is Depreciation? Explain the methods of Depreciation. 12M 3 2

**OR**

6. The following are the details regarding purchases of a certain item during the month of January

January-1     200 units @Rs 7  
 January-8     900 units @Rs 8  
 January- 25   300 units @Rs 9  
 January – 30  400 units @Rs 10

A physical inventory of item taken on January 31 shows that there are 700 units in hand. You are required to calculate the value of inventory according to FIFO method.

12M 3 4

<b>UNIT-IV</b>
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7. Describe the techniques of financial analysis. 12M 4 3

**OR**

8. Describe the importance of common size statements. 12M 4

<b>UNIT-V</b>
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9. a) Current Ratio—2.5:1 , Acid test ratio—1.5:1, Current liabilities—50,000  
 Find out i) Current Assets ii) Liquid Assets and iii) Inventory 6M 5 4
- b) Explain about Du Pont Chart. 6M 5 3

**OR**

10. With the following information compute.  
 a) Current ratio   b) Quick ratio   c) Stock turner over ratio  
 d) Gross profit ratio

Opening stock	1,00,000	Cash on hand	3,00,000
Closing stock	2,00,000	debtors	4,00,000
purchases	5,45,000	Sundry creditors	3,00,000
wages	15,000	Bills payable	2,50,000
Sales	10,00,000	Bank credit	2,50,000

12M 5 4

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Hall Ticket Number :

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**R-19**

**Code: 19CC12T**

M.B.A. I Semester Regular Examinations January 2020

**Managerial Communications**

Max. Marks: 60

Time: 3 Hours

Answer all five units by choosing one question from each unit (5 x 12 = 60 Marks)

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**UNIT-I**

1. What is the meaning of 'Communication' and explain the process of communication. 12M

**OR**

2. Illustrate the barriers to effective communication. 12M

**UNIT-II**

3. Distinguish formal communication and informal communication styles. 12M

**OR**

4. Explain three models of interpersonal communication. 12M

**UNIT-III**

5. Explain the role of these non-verbal cues in communication.

a) Gestures    b) Postures    c) Facial Expressions    d) Dress Code 12M

**OR**

6. Bring out the importance of probing questions and observation in managerial communication. 12M

**UNIT-IV**

7. What are the principles of an effective presentation? 12M

**OR**

8. Compare the elements of a claim letter with that of an adjustment letter. 12M

**UNIT-V**

9. Write a cover letter to enclose your CV for the position of Manager, Ramoji Film City, Hyderabad. 12M

**OR**

10. What is the purpose of a business report and explain the fundamental parts of a business report? 12M

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Hall Ticket Number :

R-19

Code: 9P1A13

M.B.A. I Semester Regular Examinations January 2020

### Managerial Economics

Max. Marks: 60

Time: 3 Hours

Answer all five units by choosing one question from each unit ( 5 x 12 = 60 Marks )

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#### UNIT-I

1. 'Managerial economics is applied microeconomics. Elucidate. 12M

OR

2. Profit maximization remains the most important objective of business firm in spite of multiplicity of alternative business objectives suggested by the modern economists. Comment. 12M

#### UNIT-II

3. Why is demand forecasting essential? Is it equally important for small and big, old and new business ventures? 12M

OR

4. Define Law of Demand. Explain the reasons for downward sloping demand curve. 12M

#### UNIT-III

5. Discuss the equilibrium of the firm with the technique of isoquants. 12M

OR

6. Explain the role played by economies of scale in determining the minimum efficient size of firm. Are there any advantages to be gained from going beyond the size? 12M

#### UNIT-IV

7. Explain price & output determination of monopoly market under short run. 12M

OR

8. 'Profit is the reward for risk-bearing function of the entrepreneur'. Examine critically. 12M

#### UNIT-V

9. Explain the various methods of computing national income and narrate the practical difficulties in the estimation of national income. 12M

OR

10. Describe the various phases of business cycle. Discuss the steps a businessman may take to safeguard himself against the evil effects of business cycle. 12M

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Q.No.	CO	Blooms Level
1.	CO1	L2
2.	CO1	L4
3.	CO2	L2

Q.No.	CO	Blooms Level
4.	CO2	L1
5.	CO2	L2
6.	CO2	L2

Q.No.	CO	Blooms Level
7.	CO3	L2
8.	CO3	L4
9.	CO3	L2
10.	CO4	L3

Hall Ticket Number :									
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<b>R-19</b>
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**Code: 9P1A11**

M.B.A. I Semester Regular Examinations January 2020

**Management and Organization Behavior**

Max. Marks: 60

Time: 3 Hours

Answer all five units by choosing one question from each unit ( 5 x 12 = 60 Marks )

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<b>UNIT-I</b>
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1. What is social responsibility of management?

**OR**

2. Explain managerial roles and skills in an organization.

<b>UNIT-II</b>
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3. Discuss decision making process.

**OR**

4. Distinguish between centralization and decentralization.

<b>UNIT-III</b>
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5. Give a detail account of theories of motivation.

**OR**

6. List out the learning theories.

<b>UNIT-IV</b>
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7. What are the different theories of leadership?

**OR**

8. Explain group properties.

<b>UNIT-V</b>
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9. Discuss controlling methods and techniques.

**OR**

10. How do you overcome the resistance to change?

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**R-19**

**Code: 9P1A12**

M.B.A. I Semester Regular Examinations January 2020

**Business & Legal Environment**

Max. Marks: 60

Time: 3 Hours

Answer *all five* units by choosing one question from each unit ( 5 x 12 = 60 Marks )

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**UNIT-I**

1. Explain the nature and significance of business environment for the business firm?

**OR**

2. What are the objectives of 1991 industrial policy and also outline its merits and limitations?

**UNIT-II**

3. Critically examine the working of Monetary System in our country?

**OR**

4. Define Fiscal Policy of India. Analyse its objectives and techniques?

**UNIT-III**

5. "All agreements are not contracts, but all contracts are agreements". Discuss the statement explaining essential elements of a valid contract?

**OR**

6. Define "Consideration". What are the essentials of a valid consideration?

**UNIT-IV**

7. Discuss the provisions of the Companies Act regarding the appointment and remuneration of Directors of a Company?

**OR**

8. What is Winding-up? Discuss the circumstances in which a company be wound up by court?

**UNIT-V**

9. Define the term 'Digital Signature'. State the mode of authentication of an electronic record through digital signature?

**OR**

10. Explain the following:

- a) Copy Rights
- b) Trademarks

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Hall Ticket Number :

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R-19

Code: 19CC11T

M.B.A. I Semester Regular Examinations January 2020

**Business Statistics**

Max. Marks: 60

Time: 3 Hours

Answer all five units by choosing one question from each unit ( 5 x 12 = 60 Marks )

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**UNIT-I**

1. a) Explain the functions and limitations of statistics. 6M
- b) Describe how statistics is useful for managerial decision making. 6M

**OR**

2. Define 'data'. Explain different types of classification of data. 12M

**UNIT-II**

3. Diagrammatically explain the differences between a line chart and a scatter plot. 12M

**OR**

4. Construct a histogram, a frequency polygon, and an ogive for the following frequency distribution.

Class Interval	Frequency
20-under 25	17
25-under 30	20
30-under 35	16
35-under 40	15
40-under 45	8
45-under 50	6

12M

**UNIT-III**

5. State the differences among the range, interquartile range, variance, standard deviation and coefficient of variation. 12M

**OR**

6. Recently, a store manager tracked the time customers spent in the store from the time they took a number until they left. A sample of 16 customers was selected and the following data (measured in minutes) were recorded:

15 14 16 14 14 14 13 8 12 9 7 17 10 15 16 16

Compute the mean, median, mode, range, interquartile range, and standard deviation.

12M

**UNIT-IV**

7. a) Define 'correlation'. Explain positive and negative correlation diagrammatically. 6M
- b) Explain the properties of regression coefficients. 6M

**OR**

8. Consider the following set of data:

x	48	27	34	24	49	29	39	38	46	32
y	47	23	31	20	50	48	47	47	42	47

- a) (i) Calculate the correlation coefficient of these two variables.  
(ii) Multiply each value of the variable x by 5 and add 10 to the resulting products. Now multiply each value of the variable y by 3 and subtract 7 from the resulting products. Finally, calculate the correlation coefficient of the new x and y variables. 10M
- b) Describe the principle that the example developed in parts (i) and (ii) demonstrates. 2M

**UNIT-V**

9. Define 'time-series'. Illustrate additive, multiplicative and mixed time-series models. 12M

**OR**

10. The weekly demand (in cases) for a particular brand of automatic dishwasher detergent for a chain of grocery stores located in Mumbai, is as follows.

Week	Demand
1	22
2	18
3	23
4	21
5	17
6	24
7	20
8	19
9	18
10	21

- a) Construct a time series plot. What type of pattern exists in the data? 6M
- b) Use a three-week moving average to develop a forecast for week 11. 6M

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