Hall Ticket Number :										

Code: 7P1A12

R-17

M.B.A. I Semester Regular Examinations January 2018

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 socio-economical, technological and ecological role played by the small-scale sector in employment generation in the country. 12M

OR

2. "Industrialization, advanced technology, globalization, multinational corporations, and outsourcing are all having a major impact on the international trade system." Explain your understanding of the five factors and their impact on Foreign Direct Investment (FDI) in Indian industries. 12M

UNIT–II

3. a) Give your views on implementation of the recent demonetization of currency decided by Ministry of Finance & Reserve Bank of India 6M

   b) Distinguish between Repo rate and Bank rate. 6M

OR

4. a) Explain the relationship between "money supply" and "inflation." 6M

   b) Discuss how monetary policy can be effectively formulated in India in the 21st. century. 6M

UNIT–III

5. a) Define the terms void agreement, void contract and contract. 6M

   b) Explain the essentials of a valid contract, with suitable examples 6M

OR

6. a) Who are and who are not competent to contract? Explain your understanding about performance of contracts. 6M

   b) Explain the various types of quasi contracts. 6M

UNIT–IV

7 a) Briefly explain the powers and duties of a director of a company 6M

   b) Differentiate between Memorandum of Association and Articles of Association 6M

OR

8. a) Define the terms winding up and dissolution. What are the different modes of winding up of a company? 6M

   b) Explain the powers of an official liquidator. Discuss the different kinds of company meetings 6M

UNIT–V

9. a) Trace out the various types of Cyber Crimes in India. 6M

   b) How does IT Act 2000 control these Cyber Crimes? 6M

OR

10. a) What do you understand by the term Net Neutrality? Discuss the pros and cons of Net neutrality. 6M

    b) What do you understand by Intellectual Property? Tabulate the salient features of different categories under IPR. 6M

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Hall Ticket Number :										

R-17

Code: 7P1C16

M.B.A. I Semester Regular Examinations January 2018

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. Define the term statistics. Differentiate between different types of statistics.

OR

2. Differentiate among data, information and knowledge with suitable examples. How is decision making related to them?

UNIT–II

3. Compare frequency table with relative frequency table with the help of a suitable example.

OR

4. Construct a bar and a pie chart out of the following table:

Beverage	Number
Thumbs up	40
Coca cola	25
Pepsi	20
Lima	15
Maze	10

UNIT–III

5. Outline differences among different measures of central tendency. Also, find the mean of a data set whose mode and median are 12 and 10 respectively.

OR

6. A company has two manufacturing plants A and B. A has an average daily production of 34,000 units with a standard deviation of 4,500 while B has an average production of 12,000 units with a standard deviation of 2,000. The production manager commented that the company is having real problem with plant A in maintaining consistency while the problem is not so great with plant B. Based on the data was the manager justified? Discuss and support your discussion with appropriate statistic.

UNIT–IV

7. Laverty's Furniture is a family business that has been selling to retail customers in the Chicago area for many years. The company advertises extensively on radio, TV, and the Internet, emphasizing low prices and easy credit terms. The owner would like to review the relationship between sales and the amount spent on advertising. Below is information on sales and advertising expense for the last four months.

Months	Advertising Expense ($ millions)	Sales Revenue ($ millions)
July	2	7
August	1	3
September	3	8
October	4	10

a) The owner wants to forecast sales on the basis of advertising expense. Which variable is the dependent variable? Which variable is the independent variable?

b) Determine the Karl Pearson's correlation coefficient.

c) Interpret the strength of the correlation coefficient.

OR

8. Bradford Electric Illuminating Company is studying the relationship between kilowatt-hours (thousands) used and the number of rooms in a private single-family residence. A random sample of 10 homes yielded the following.

No. of rooms	Kilowatt-hours (thousands)
12	9
9	7
14	10
6	5
10	8
8	6
10	8
10	10
5	4
7	7

a. Determine the regression equation.

b. Determine the number of kilowatt-hours, in thousands, for a six-room house.

UNIT–V

9. Explain briefly the additive and multiplicative models of time series. Which of these models is more popular in practice and why?

OR

10. Find a trend line to the following data by using the method of semi-averages:

Year	Production of Steel (million tons)	Year	Production of Steel (million tons)
1995	20	2000	25
1996	22	2001	23
1997	24	2002	26
1998	21	2003	25
1999	23		

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Hall Ticket Number :										

Code: 7P1A15

R-17

M.B.A. I Semester Regular Examinations January 2018

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? Describe objectives and limitations of financial accounting.

OR

2. What is Double entry system of accounting? Explain the rules of double entry system of accounting.

UNIT–II

3. From the following trial balance prepare trading and profit & loss account and a balance sheet of Mr. Kumar for the year ending 31st March,2016

	Dr balance	Cr balance
Buildings	20,000	
Capital		60,000
Purchases & sales	10,000	30,000
Opening stock	5,000	
Debtors & Creditors	12,000	6,000
Drawings	4,000	
Sales returns & purchase returns	2,000	500
Freight charges	2,500	
Office salaries	8,000	
wages	1,500	
Postage	1,000	
Machinery	15,000	
Bills Receivable & Bills payable	8,000	2,000
Advertisement	2,000	
Cash in hand	3,500	
Loose Tools	4,000	
TOTAL	**98,500**	**98,500**

Adjustments

1. Closing stock Rs. 6,000
2. Depreciate buildings by 10 percent and Loose tools by15 percent

OR

4. Explain the purpose and importance of subsidiary books.

UNIT–III

5. What is inventory? Explain the methods of inventory valuation.

OR

6. A manufacturing concern books are closed on 31st March, purchased machinery for Rs 1, 50,000 on 1st April 2008. Additional machinery was acquired for Rs 40,000 on 30th Sep 2009 and for Rs 25000 on 1st Apl, 2011. Machinery purchase on 30th Sep was sold for Rs 34000 on 30th Sep 2011.

   Give machinery account for the year ending 31st march, 2012 taking into account depreciation @ 10 % p.a on the Written Down Value Method.

UNIT–IV

7. Explain briefly various tools of financial analysis.

OR

8. Explain about Window dressing.

UNIT–V

9. Cash-1,20,000
   Bills receivable-80,000
   Debtors-45000
   Prepaid rent-5000
   Stock-15000
   Rent received in advance-15000
   Bills payable-60,000
   Creditors-35000
   Outstanding salary-10,000
   Fixed Assets-150000
   Calculate Liquidity Ratios from the above information.

OR

10. Describe various uses and limitations of Ratio analysis.

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Hall Ticket Number :										

Code: 7P1C17

R-17

M.B.A. I Semester Regular Examinations January 2018

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. How is communication defined? "Which are the objectives of communication" Discuss.

OR

2. Briefly explain the various methods of communication.

UNIT–II

3. Illustrate the following:
   a. Exchange theory.
   b. Johari window.

OR

4. Explain the various types of intra and interpersonal communication.

UNIT–III

5. a) Define listening. What are the ten commandments of listening?
   b) How is non-verbal communication different from verbal communication? What are its advantages and limitations?

OR

6. Discuss various dimensions of an organizational body language.

UNIT–IV

7. a) What are the principles of effective speech and presentation?
   b) Distinguish between technical and non technical presentations.

OR

8. List and explain the commonly used visuals.

UNIT–V

9. Distinguish between a solicited and unsolicited application letter. Provide suitable examples.

OR

10. Write short notes on the following:
    a. Collection letter
    b. Banking correspondence
    c. Agency correspondence
    d. Bad news and persuading letters

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Hall Ticket Number :										

Code: 7P1A13

R-17

M.B.A. I Semester Regular Examinations January 2018

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. Define Managerial Economics. Explain its nature and Scope with relevant examples.

OR

2. What is the objective function of a firm? Discuss different theories.

UNIT–II

3. What is Demand function? Illustrate the law of demand using suitable examples and graphs.

OR

4. What is Demand elasticity? Explain various type of demand elasticity.

UNIT–III

5. What are Iso-quant and Iso-costs Curves? Explain with suitable graphs

OR

6. What is Economies of Scale? Discuss the dynamics of least cost combination.

UNIT–IV

7. Compare and contrast the Perfect and Imperfect Competition

OR

8. What is Profit? Explain different theories of Profit.

UNIT–V

9. Discuss different Economic Problems and Optimization Techniques

OR

10. What is Unbounded Maxim? Discuss in detail.

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Hall Ticket Number :										

Code: 7P1A11

R-17

M.B.A. I Semester Regular Examinations January 2018

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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UNIT–I

1. Discuss in detail Fayol's principles of management and their relevance to the modern companies?

OR

2. "Social Responsibility on part of the business", is it necessary? Briefly explain about it in detail?

UNIT–II

3. Comment on planning process and explain various steps in the planning Process?

OR

4. What is decision making? Discuss in detail the process of decision making?

UNIT–III

5. What are attitudes? Explain the functions of attitudes?

OR

6. What is motivation? Explain about Maslow's need hierarchy?

UNIT–IV

7. Discuss the different stages of group formation and development?

OR

8 "Leaders are born or made". Discuss the different styles of leadership?

UNIT–V

9. What is Control? Briefly explain about different techniques of control?

OR

10. What is organization Culture? How do you create and maintain organization culture?

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Hall Ticket Number :										

Code: 7P2A14

R-17

M.B.A. I Semester Regular Examinations January 2018

Business Ethics and Corporate Governance

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 meaning and functions of Business ethics.

OR

2. Mention the ethical issues that arise for managers.

UNIT–II

3. What are the laws and regulations designed to protect the consumer from Unethical practices by business?

OR

4. Explain the essential things needed in improving the quality of ethical Performance in a business firm.

UNIT–III

5. What is insider trading and explain the unethical aspects involved in insider Trading?

OR

6. How are the threats classified? Explain each one of them with an example.

UNIT–IV

7. Discuss the factors that responsible for the emergence of corporate Governance in India.

OR

8. Explain the principles of good corporate governance and code of best Practices.

UNIT–V

9. What are the rights and privileges of shareholders as enumerated by the Indian companies Act 2013 and the amendments made thereto?

OR

10 "Do you think that Indian corporate adequately give back to society compared To what they have received from it." Discuss.

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