

Code : 1P1101**ANNAMACHARYA INSTITUTE OF TECHNOLOGY & SCIENCES :: RAJAMPET
(AUTONOMOUS)****MBA I Semester Regular Examinations, January 2012
MANAGEMENT AND ORGANIZATIONAL BEHAVIOR
(For students admitted in 2011-12)****Time: 3 hours****Max Marks: 60***** * * * *****PART-A****4 X 12 = 48***Answer any FOUR of the following**All questions carry equal marks*

1. Discuss major changes in management practices in the era of globalization.
2. What is MBO? Explain the process of MBO. How do you install an MBO programme?
3. Discuss the common barriers to communication in an organization. How can these be overcome?
4. What do you mean by managerial control? Discuss the requirements for effective control.
5. Define organizational behavior. Discuss the nature and scope of organizational behavior.
6. "A great deal of thought has been given to explain leadership phenomenon, but still, no universally accepted theory of leadership has emerged". Discuss the reasons behind this phenomenon.
7. What do you understand by OD interventions? Explain the broad steps involved in effecting OD intervention.

PART-B**12 Marks***Compulsory Question*

Analyze the following case study and write answers to questions.

Cool Private Limited, an ice cream manufacturing company employing about 100 persons including persons at various levels of management. Because of increasing business, the company needed to strengthen its accounting procedure particularly through computerization. For this purpose, the company decided to hire a new manager, designated as assistant business manager. The company invited applications through press advertisement. After receiving the applications, it appointed a selection committee consisting of members of top management including business manager Rakesh. The committee interviewed several candidates and finally selected Bishwash

as new assistant business manager. Bishwash was neat, well dressed and quite articulate.

Bishwash joined the company immediately and started working very hard. He used put extra efforts and even worked during holidays as he did not have any family responsibility. He gained the reputation of being a dedicated and competent employee, his strong point being his knowledge of accounting and computer system. He was reporting to Rakesh, the business manager who was quite impressed with his working.

At that time, the company had no computer system, and its accounting procedures were in need of considerable improvement. Anil, the managing director of the company, directed Rakesh to get the needful done. Since most of accounting work related to sales, no separate accounting department existed and the work was performed under the direction of the business manager. Biswash was mainly appointed to strengthen the accounting aspects of the business. He was asked to prepare a project report so that necessary changes could be made. In order to get the first hand information about the problem, Bishwash began meeting regularly with Anil without the knowledge of Rakesh. There was no attempt to have secret meeting; Anil would just call Bishwash in for a report without bothering to tell Rakesh. The management team, whose members were with the company for a quite long period had formed a tight-knit group and appeared satisfied with the company. They all worked together and the company prospered in spite of fierce competition.

The meetings between Anil and Bishwash continued and Rakesh was gradually losing contact with the project and its progress. In fact, Biswash was almost reporting directly to the managing director though he was placed under business manager and retained his title of assistant business manager. Rakesh was now visibly upset over the development and was also concerned about Bishwash's spreading share of influence. He started feeling let down in the company.

Questions:

- A. What is the nature of problem in this case?
- B. Could Rakesh have prevented Bishwash's assumption of Power? If so, how specifically, could it have been done?
- C. Suggest the courses of action now available to Anil, Rakesh and Bishwash?

Code : 1P1106**ANNAMACHARYA INSTITUTE OF TECHNOLOGY & SCIENCES :: RAJAMPET
(AUTONOMOUS)****MBA I Semester Regular Examinations, January 2012****MANAGEMENT INFORMATION SYSTEM****(For students admitted in 2011-12)****Time: 3 hours****Max Marks: 60***** * * * *****PART-A****4 X 12 = 48***Answer any FOUR of the following**All questions carry equal marks*

1. Explain the following terms
 - a) Hardware Resources
 - b) Software Resources
 - c) Network Resources
 - d) Data Resources
2. Design a Financial Information System for a Bank.
3. a) What are the objectives of DBMS?
b) What are the applications of DBMS in Management?
4. In today's corporate world how are expert systems useful?
5. Explain different kinds of Models.
6. Write about the following concepts.
 - a) Types of systems.
 - b) Modern information systems.
7. What are information system threats? How can we use firewalls to face the situation?

PART-B**12 Marks***Compulsory Question*

Analyze the following case study and write answers to questions.

A waiter takes an order at a table, and then enters it online via one of the six terminals located in the restaurant dining room. The order is routed to a printer in the appropriate preparation area: the cold item printer if it is a salad, the hot-item printer if it is a hot sandwich or the bar printer if it is a drink. A customer's meal check-listing (bill) the items ordered and the respective prices are automatically generated. This ordering system eliminates the old three carbon copy guest check system as well as any problems caused by a waiter's hand writing. When the kitchen runs out of a food item, the cooks send out an 'out of stock' message, which will be displayed on the

dining room terminals when waiters try to order that item. This gives the waiters faster feedback, enabling them to give better service to the customers.

Other system features aid management in the planning and control of their restaurant business. The system provides up-to-the minute information on the food items ordered and breaks out percentages showing sales of each item versus total sales. This helps management plan menus according to customers' tastes. The system also compares the weekly sales totals versus food costs, allowing planning for tighter cost controls. In addition, whenever an order is voided, the reasons for the void are keyed in. This may help later in management decisions, especially if the voids consistently related to food or service.

Acceptance of the system by the users is exceptionally high since the waiters and waitresses were involved in the selection and design process. All potential users were asked to give their impressions and ideas about the various systems available before one was chosen.

Questions.

- a. In the light of the system, describe the decisions to be made in the area of strategic planning, managerial control and operational control. What information would you require to make such decisions?
- b. What would make the system a more complete MIS rather than just doing the transaction process?
- c. Explain the probable effects that making the system more formal would have on the customers and the management.

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Code : 1P1102

ANNAMACHARYA INSTITUTE OF TECHNOLOGY & SCIENCES :: RAJAMPET
(AUTONOMOUS)

MBA I Semester Regular Examinations, January 2012

MANAGERIAL ECONOMICS

(For students admitted in 2011-12)

Time: 3 hours

Max Marks: 60

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PART-A

4 X 12 = 48

*Answer any FOUR of the following**All questions carry equal marks*

1. Discuss the role and responsibilities of a Managerial Economist.
2. Enumerate the various objectives of the Firm.
3. What do you mean by 'demand forecasting'? Explain different methods of forecasting.
4. Define production function. How can a producer find it useful? Illustrate.
5. Discuss the reasons for low profitability in public sector in India.
6. Define cost. Explain the different cost concepts used in the process of cost analysis.
7. Write a short note on
 - a. Marginalism.
 - b. Time perspective.
 - c. Risk and uncertainty.

PART-B

12 Marks

Compulsory Question

Analyze the following case study and write answers to questions.

The union Government has issued a 'show cause' notice to Philips India Ltd., a multi-national company, for alleged violation of Industries (Development and Regulation) Act, 1951.

Notice has been issued against the company for alleged unauthorized manufacture and sale of cassettes for tape-recorders, it is learnt. The ministry of industry is believed to have made an inquiry into the allegation made by some MPs that Philips was engaged in such activities. The Government had assured Parliament that the matter would be fully inquired into.

The unauthorized manufacture of cassettes for tape-recorders by the company violates not only the Industries (Development and Regulation) Act but also attracts action under the Monopolies and Restrictive Trade Practices Act.

The small-scale industries have been the pioneers in the field of cassettes for tape-recorders. The small-scale manufacture of cassettes started as early as 1973. There are also in the market foreign brand name cassettes which are claimed to be made in India. It is not known whether the department concerned has inquired into the matter.

Qualified observers say that there was no need for the country to support foreign brand names in such a simple consumer item as cassettes.

Viewed in this light, the Government action is stated to be significant in extending protection to the small-scale sector. Though no official statistics of production of cassettes for tape-recorders are readily available, it is stated that demand for the item would amount to one million.

It is also pointed out that the item has large demand potential at home and in foreign markets. Since it is rather skill-oriented and highly labour-intensive, the Government has been wanting as a matter of policy to encourage production in the small-scale sector.

Question :

1. Suppose Philips India Ltd. Fails to 'show satisfactory cause', what will be the impact of this failure on the price and the market structure of cassettes for tape-recorders?
2. Suppose Philips India Ltd. 'show good cause', how will the price-output decision of the small-scale sector be affected?

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Code : 1P1105

ANNAMACHARYA INSTITUTE OF TECHNOLOGY & SCIENCES :: RAJAMPET
(AUTONOMOUS)

MBA I Semester Regular Examinations, January 2012

STATISTICAL METHODS FOR MANAGEMENT

(For students admitted in 2011-12)

Time: 3 hours

Max Marks: 60

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PART-A

4 X 12 = 48

*Answer any FOUR of the following**All questions carry equal marks*

1. Define the term "Statistics" and discuss the usefulness of Statistics to the Economist, the Industrialist and Trader.
2. Explain methods of collection of data and what are characteristics of a good questionnaire?
3. Find the Median and Mode for the following distribution :

Production per day (in Tons)	21-22	23-24	25-26	27-28	29-30
No.of.Days	7	13	22	10	8

4. Mean and Standard Deviation of 100 items are found to be 40 and 10. At the time of calculation two items are wrongly taken as 30 and 70 instead of 3 and 27. Find the correct Mean and correct Standard Deviation.
5. a) What is the relation between correlation coefficients and regression coefficients?
b) The coefficient of rank correlation of marks obtained by 10 students in English and Economics was found to be 0.5. It was later discovered that the difference in ranks in the two subjects obtained by one student was wrongly taken as 3 instead of 7. Find the correct coefficient of rank correlation.
6. Enumerate different types of Regressions. Fit a straight line to the following data by the method of least squares.

X	0	1	2	3	4
Y	1	1.8	3.3	4.5	6.3

7. a) What is sampling? Describe the sample methods.
b) What are assumptions of probability distribution P(x).

PART-B**12 Marks***Compulsory Question*

8. The following series relate to weekly wages paid to workers in two factories A and B

Wages (Rs)	Factory A	Factory B
Upto 5	20	15
5 – 10	18	20
10 – 15	30	35
15 – 20	25	30
20 – 25	20	18
25 – 30	15	17

Find out

- Average weekly wages in factories A and B separately.
- Average weekly wages in both factories taken together.
- The Standard Deviation in the Factories A and B separately.
- The Standard Deviation in both factories taken together.

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Code : 1P1103

ANNAMACHARYA INSTITUTE OF TECHNOLOGY & SCIENCES :: RAJAMPET
(AUTONOMOUS)

MBA I Semester Regular Examinations, January 2012

ACCOUNTING FOR MANAGERS

(For students admitted in 2011-12)

Time: 3 hours

Max Marks: 60

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PART-A

4 X 12 = 48

*Answer any FOUR of the following**All questions carry equal marks*

1. Explain the objectives of Accounting. Write the concepts of Accounting.
2. On 31-12-2007 the following trail balance was prepared from the books of Raju.

Particulars	Dr Rs.	Cr Rs.
Sundry debtors	50,600	—
Sundry Creditors	—	10,000
Bills receivable	5,000	—
Plant and Machinery	75,000	—
Purchases	90,000	—
Capital	—	70,000
Fresh old premises	50,000	—
Salaries	11,000	—
Wages	14,000	—
Postage and Stationary	750	—
Carriage inwards	750	—
Carriage outwards	1,000	—
Bad debts	950	—
Bad debts provision	—	350
General charges	1,500	—
Cash at Bank	5,300	—
Cash in hand	800	—
Bills payable	—	5,000
Reserves	—	20,000
Sales	—	2,31,300
Closing stock	30,000	—
Total	3,36,650	3,36,650

Adjustments :

- i) Raju gets Salary of Rs. 9,000 p.a.
- ii) Allow 5% interest on capital.
- iii) Bad debts provision to be adjusted to 2½ % on Sundry debtors.
- iv) 2½ % of the net profit to be credited Reserve.
- v) It was discovered in Jan 2007 that stock sheets as on 31-12-2006 were over cast by Rs. 1,000.

You are required to prepare Trading and Profit and Loss account for the year ended 31st Dec 2007 and a Balance Sheet as on that date.

3. a) Briefly explain the overview of accounting process.
- b) Journalise the following transaction and post them in the ledger of Mr. Sharma.
 - i) Sharma started business with a capital of Rs. 10,000.
 - ii) He purchased goods from Mohan on Credit of Rs. 2,000.
 - iii) He paid cash to Mohan Rs. 1,000.
 - iv) He sold goods to Suresh Rs. 2,000.
 - v) He received cash from Suresh Rs. 3,000.
4. Define depreciation. Explain the causes and factors of depreciation.
5. What is inventory valuation? Explain average price methods of inventory valuation.
6. Define working capital. Explain the procedure of funds flow statement with a format.
7. What is the need of Accounting Standards? Explain the procedure for issuing Accounting Standards

PART-B**12 Marks***Compulsory Question*

Following are the Balance Sheet of Krishna Ltd, Jaipur, for the year 2008 and 2009.

Liabilities	31/03/08	31/03/09	Assets	31/03/08	31/03/09
Equity Share capital	3,00,000	3,50,000	Net Fixed Assets	5,10,000	6,20,000
15% Preference share capital	2,00,000	1,00,000	Investment	30,000	80,000
15% Debentures	1,00,000	2,00,000	Current Assets	2,00,000	3,05,000
Reserves and Surplus	1,10,000	2,70,000	Cash in hand	40,000	70,000
Current Liabilities	80,000	1,60,000	Discount on issue of debentures	10,000	5,000
Total	7,90,000	10,80,000	Total	7,90,000	10,80,000

Additional Information

- i. A machine with a book value of Rs. 40,000 was sold for Rs. 25,000.
- ii. 15% preference shares were redeemed at a premium of 15% on 31-03-2009 for Rs. 1,00,000.
- iii. Dividend on equity shares @ 15% was paid for the year 2008 during 2009.
- iv. Depreciation charged during 2009 was Rs. 60,000.

You are required to prepare

- a) Cash flow from operating activities.
- b) Cash flow from investment activities.
- c) Cash flow from financing activities.

Code : 1P1104**ANNAMACHARYA INSTITUTE OF TECHNOLOGY & SCIENCES :: RAJAMPET
(AUTONOMOUS)****MBA I Semester Regular Examinations, January 2012****BUSINESS ENVIRONMENT AND LAW****(For students admitted in 2011-12)****Time: 3 hours****Max Marks: 60***** * * * *****PART-A****4 X 12 = 48***Answer any FOUR of the following**All questions carry equal marks*

1. Elucidate Industrial Policy of 1991 and its recent developments.
2. What are the causes of disequilibrium in balance of payments?
3. Examine the role of SEBI in investor protection.
4. What are the remedies for breach of contract?
5. Explain the mode of winding up of a company?
6. Examine the scope and application of Information Technology Act-2000.
7. What are the objectives of Fiscal Policy?

PART-B**12 Marks***Compulsory Question*

Analyze the following case study and write answers to questions.

Twinkle fertilizers established a factory in Tamilnadu near Chennai after obtaining an industrial license from the Central Government. It entered into collaboration with a UK firm known for quality and social concern. The market of the company comprised Karnataka, Andhra Pradesh and Kerala. It was assured of feed stocks by government corporations and ministries. A well known Japanese contracting company built the plant. The project cost was Rs. 80 Crores.

After one year of its operations, the villagers nearly complained that ammonia effluents were polluting their wells and paddy fields. The company said that complaints were exaggerated and when verified it was found that the effluents did not contain any unhealthy trends.

The surrounding villagers, backed by major political parties intensified agitation. The state government, to specify the political parties, asked the company to set up an ammonia stripping plant or make alternative arrangements for disposal of ammonia. The CEO of the company approached the central government and sought its intervention stating that his company's victimized by politics.

The central government has sent a directive advising to state government to go cautiously on the issue, and avoid closure of the company as it would be a serious loss to the economy. It suggested that the company be given more time to control the pollution, if any.

The company announced that it would set up a Rs 20 lakh new treatment plant when it closed for maintenance work. Industry lobby has suggested, confidentially to the CEO, he should please politicians by paying bribe of Rs. 5 lakhs. A consultancy group suggested that the company should undertake some steps to satisfy villagers like employment to locals, setting up school, hospital and stadium for sports.

Questions

1. What are the political factors affecting the business in this case?
2. How social and economic factors affecting the business in this case?
3. Offer suggestions to the company as to how to overcome the problems confronted.