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<b>R-19</b>
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**Code: 9P1A14**

M.B.A. I Semester Regular & Supplementary Examinations June 2022

### **Entrepreneurship Development**

Max. Marks: 60

Time: 3 Hours

Answer any five full questions by choosing one question from each unit ( 5x12 = 60 Marks )

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	Marks	CO	Blooms Level
<b>UNIT-I</b>			
1. Examine in detail, the historical background of Entrepreneurship.	12M	1	5
<b>OR</b>			
2. Examine in detail, the various types of Entrepreneurs giving suitable examples.	12M	1	5
<b>UNIT-II</b>			
3. Examine in detail, giving suitable examples, the entrepreneurial process.	12M	2	4
<b>OR</b>			
4. Examine in detail, the various forms of Business Ownership.	12M	2	4
<b>UNIT-III</b>			
5. Explain in detail, the concept of Entrepreneurial marketing with the help of suitable examples.	12M	3	4
<b>OR</b>			
6. Explain in detail, the process of Opportunity Recognition, Shaping and Reshaping Entrepreneurial ideas.	12M	3	4
<b>UNIT-IV</b>			
7. Explain in detail, the Government Grants & Subsidies available to entrepreneurs in India.	12M	4	4
<b>OR</b>			
8. Explain in detail, the various sources of capital for entrepreneurs.	12M	4	4
<b>UNIT-V</b>			
9. Explain in detail, with suitable examples, the concept of Green Entrepreneurship.	12M	5	4
<b>OR</b>			
10. Explain in detail, with suitable examples, the concept of Rural Entrepreneurship.	12M	5	4

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R-19

Code: 9P1A15

M.B.A. I Semester Regular &amp; Supplementary Examinations June 2022

**Financial Accounting for Managers**

Max. Marks: 60

Time: 3 Hours

Answer any five full questions by choosing one question from each unit ( 5x12 = 60 Marks )

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Marks

**UNIT-I**

1. What are the different accounting concepts and conventions? Explain any two concepts in detail. 12M
2. Discuss the various Indian Accounting Standards briefly. 12M

**UNIT-II**

3. State the meaning of subsidiary books and explain its types and advantages. 12M
4. From the following Trail Balance, you are required to prepare Trading, profit and loss account and Balance sheet.

Particulars	Dr.	Cr.
	₹	₹
Capital		20,000
Sundry Debtors	5,400	
Drawings	1,800	
Machinery	7,000	
Sundry Creditors		2,800
Wages	10,000	
Purchases	19,000	
Opening Stock	4,000	
Bank Balance	3,000	
Carriage Charges	300	
Salaries	400	
Rent and Taxes	900	
Sales		29,000
	<b>51,800</b>	<b>51,800</b>

**Additional Information:**

- (i) Closing Stock ₹ 1,200.
- (ii) Outstanding Rent and Taxes ₹ 100.
- (iii) Charge Depreciation on machinery at 10%. 12M

**UNIT-III**

5. Compare LIFO with FIFO as methods of inventory valuation. 12M
- OR**
6. On 1<sup>st</sup> January 2021 Gopi purchased a Plant for Rs.1,00,000 and the rate of depreciation is 10% per annum. Prepare Plant account for 4 years under straight line method of depreciation. 12M

<b>UNIT-IV</b>
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7. Explain the importance, types and uses of financial statements. 12M

**OR**

8. Discuss the procedure in the case of common size balance sheets and comparative balance sheets. 12M

<b>UNIT-V</b>
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9. What is meant by financial ratio and what ratios would you calculate to measure the efficiency of a company? 12M

10. From the financial statements of XYZ Company Ltd. for the year ending 31<sup>st</sup> March 2021, you are required to rearrange the items for financial analysis and calculate the following ratios:

(i) Current Ratio, (ii) Quick ratio, (iii) Return on assets Ratio, (iv) Stock Turnover Ratio, and (v) Net profit Ratio..

**Balance Sheet as on 31 March 2021**

Liabilities	₹	Assets	₹
Share Capital: Issued and fully paid up 50,000 Equity Shares of ₹ 10 each	5,00,000	Land and Buildings	5,00,000
General Reserve	4,00,000	Plant and Machinery	2,00,000
Profit and Loss Account	1,50,000	Stock	1,50,000
Sundry Creditors	2,00,000	Sundry Debtors	2,50,000
		Cash and Bank	1,50,000
		Balances	
	12,50,000		12,50,000

**Profit and Loss Account**

for the year ending 31 March 2012

	₹		₹
To Opening Stock	2,50,000	By Sales	18,00,000
To Purchases	10,50,000	By Closing Stock	1,50,000
To Gross Profit	6,50,000		
	19,50,000		19,50,000
To Selling and Distribution Expenses	1,00,000 2,30,000	By Gross Profit	6,50,000
To Administration Expenses	20,000 3,50,000	By Profit on sale of fixed assets	50,000
To Finance Expenses	7,00,000		
To Net Profit			7,00,000

12M

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**Code: 19CC12T**

M.B.A. I Semester Regular & Supplementary Examinations June 2022

### **Managerial Communications**

Max. Marks: 60

Time: 3 Hours

Answer any five full questions by choosing one question from each unit ( 5x12 = 60 Marks )

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	Marks	CO	Blooms Level
<b>UNIT-I</b>			
1. Explain the seven principles of effective communication?	12M	1	2
<b>OR</b>			
2. How the various factors of communication are responsible for making the process of communication dynamic? Give examples.	12M	1	1
<b>UNIT-II</b>			
3. Distinguish between formal communication and informal communication along with their use.	12M	2	4
<b>OR</b>			
4. Discuss the application of Johari Window in assessing the interpersonal relationship and subsequent communication techniques.	12M	2	5
<b>UNIT-III</b>			
5. Describe the role of Non-verbal communication in all types of communication along with examples.	12M	3	1
<b>OR</b>			
6. Identify the cross cultural barriers a professional need to overcome in a cross cultural environment.	12M	3	3
<b>UNIT-IV</b>			
7. Examine the importance of Practising a presentation before delivery.	12M	4	4
<b>OR</b>			
8. Compare the importance of technical aids and non-technical aids during a presentation.	12M	4	4
<b>UNIT-V</b>			
9. Develop a combinational resume of self for the upcoming campus recruitment drive.	12M	5	3
<b>OR</b>			
10. Write a letter to your client informing him about your inability to finish an assigned task within the deadline as proposed by the client.	12M	5	6

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**R-19**

**Code: 9P1A13**

M.B.A. I Semester Regular & Supplementary Examinations June 2022

### **Managerial Economics**

Max. Marks: 60

Time: 3 Hours

Answer any five full questions by choosing one question from each unit ( 5x12 = 60 Marks )

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Marks CO Blooms Level

#### **UNIT-I**

1. What is managerial economics? Describe the need for study of managerial economics by the present-day managers 12M CO1 L1

**OR**

2. What is the objective of the firm? Explain the Sales and revenue maximization theories 12M CO1 L2

#### **UNIT-II**

3. What is demand forecasting? Why would one forecast demand? Explain different ways of forecasting the demand 12M CO1 L1

**OR**

4. What is elasticity of demand? explain the managerial uses of elasticity of demand 12M CO1 L2

#### **UNIT-III**

5. What is Production function? Explain the Cobb-Douglas production function 12M CO2 L2

**OR**

6. What is the idea of Economies of Large Scale? Explain its managerial applications 12M CO1 L2

#### **UNIT-IV**

7. Explain the salient features of Price and Output Determination under Imperfect Competition 12M CO3 L2

**OR**

8. What is Profit? Explain different Profit Theories 12M CO5 L2

#### **UNIT-V**

9. "National Income is an Indicator of Economic Activity of a nation". Explain 12M CO3 L2

**OR**

10. What is Business Cycle? Describe the Characteristics and Phases of Business Cycle 12M CO5 L1

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**R-19**

**Code: 9P1A11**

M.B.A. I Semester Regular & Supplementary Examinations June 2022

**Management and Organization Behavior**

Max. Marks: 60

Time: 3 Hours

Answer any five full questions by choosing one question from each unit ( 5x12 = 60 Marks )

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	Marks	CO	Blooms Level
<b>UNIT-I</b>			
1. Elaborate various Management skills and roles?	12M	1	6
<b>OR</b>			
2. Describe Henry Fayol's 14 principles of management?	12M	1	1
<b>UNIT-II</b>			
3. Summarize the different types of organization structure	12M	2	2
<b>OR</b>			
4. Bring out the importance of decision making in Organization. Explain in detail the decision making process?	12M	2	1
<b>UNIT-III</b>			
5. Elucidate the big five personality traits?	12M	4	
<b>OR</b>			
6. Discuss McGregor's Theory X and Y of motivation?	12M	4	1
<b>UNIT-IV</b>			
7. What is leadership grid? Define five key leadership style given by Robert Blake and James Mouton?	12M	3	1
<b>OR</b>			
8. Clarity of duties and responsibilities among team member's help in achieving goals effectively – Explain?	12M	3	2
<b>UNIT-V</b>			
9. Predict the barriers to organizational change and identify strategies to overcome the barriers?	12M	5	3
<b>OR</b>			
10. Determine the importance of organization culture?	12M	5	5

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<b>R-19</b>
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**Code: 9P1A12**

M.B.A. I Semester Regular & Supplementary Examinations June 2022

**Business & Legal Environment**

Max. Marks: 60

Time: 3 Hours

Answer any five full questions by choosing one question from each unit ( 5x12 = 60 Marks )

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		Marks	CO	Blooms Level
<b>UNIT-I</b>				
1.	Define Business and explain the Nature and Significance of Business Environment.	12M		
<b>OR</b>				
2.	1991 Industrial Policy given bold step to Liberalization, Privatization and Globalization – Discuss	12M		
<b>UNIT-II</b>				
3.	What are the main features of Fiscal Policy? Explain?	12M		
<b>OR</b>				
4.	What are the several direct and indirect instruments that are used in the implementation of monetary policy?	12M		
<b>UNIT-III</b>				
5.	Define Contract? Explain the essential elements of contract?	12M		
<b>OR</b>				
6.	What is consideration? Critically discuss the essential elements of consideration?	12M		
<b>UNIT-IV</b>				
7.	Define the term 'Company'. Discuss the different types of companies along with concerned examples?	12M		
<b>OR</b>				
8.	What are the documents of a company? Discuss each document in brief?	12M		
<b>UNIT-V</b>				
9.	Discuss in detail about the scope and application of IT Act, 2000?	12M		
<b>OR</b>				
10.	Explain the following: a) Copy Rights and b) Trade Marks	12M		

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**R-19****Code: 19CC11T**

M.B.A. I Semester Regular &amp; Supplementary Examinations June 2022

**Business Statistics**

Max. Marks: 60

Time: 3 Hours

Answer any five full questions by choosing one question from each unit ( 5x12 = 60 Marks )

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Marks    CO    Blooms  
Level**UNIT-I**

1. Define Statistics. Discuss its use in business decision making. 12M    CO1    L1

**OR**

2. Describe the methods generally employed in the classification of statistical data, stating briefly their merits and demerits. 12M    CO1    L1

**UNIT-II**

3. Distinguish between classification and tabulation of statistical data. Mention the requisites of a good statistical table. 12M    CO2    L4

**OR**

4. Point out the role of diagrammatic presentation of data. Explain briefly the different types of bar diagrams known to you. 12M    CO2    L2

**UNIT-III**

5. Suppose that samples of polythene bags from two manufacturers A and B are tested by a buyer for bursting pressure, giving the following results:

Bursting Pressure	Number of Bags	
	A	B
5.0 – 9.9	2	9
10.0 – 14.9	9	11
15.0 – 19.9	29	18
20.0 – 24.9	54	32
25.0 – 29.9	11	27
30.0 – 34.9	5	13

- (a) Which set of bags has the highest bursting pressure?  
(b) Which has more uniform pressure? If prices are the same, which manufacturer's bags would be preferred by the buyer? Why? 12M    CO3    L6

**OR**

6. A petrol filling station has recorded the following data for litres of petrol sold per automobile in a sample of 680 automobiles:

Petrol Sold (Litres)	Frequency
0-4	74
5-9	192
10-14	280
15-19	105
20-24	23
25-29	6

- Compute the mean and standard deviation for the data, 12M    CO3    L6



<b>UNIT-IV</b>
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7. (a) Explain the concept of regression and point out its usefulness in dealing with business problems. 6M CO4 L5
- (b) Distinguish between correlation and regression. Also point out the properties of regression coefficients. 6M CO4 L4

**OR**

8. (a) What is rank correlation? How does it differ from Karl Pearson's coefficient of correlation? 6M CO3 L5
- (b) Calculate the coefficient of correlation between X and Y from the data given below.

x	65	66	67	67	68	69	70	72
y	67	68	65	68	72	72	69	71

6M CO4 L5

<b>UNIT-V</b>
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9. (a) Under what circumstances can a trend equation be used to forecast a value in a series in the future? Explain. 6M CO5 L1
- (b) What are the advantages and disadvantages of trend analysis? When would you use this method of forecasting? 6M CO5 L2

**OR**

10. A sugar mill is committed to accepting beets from local producers and has experienced the following supply pattern (in thousands of tons/year and rounded).

Year	Tonnes	Year	Tonnes
1990	100	1995	400
1991	100	1996	400
1992	200	1997	600
1993	600	1998	800
1994	500	1999	800

The operations manager would like to project a trend to determine what facility additions will be required by 2004

- (a) Sketch a freehand curve and extend it to 2004. What would be your 2004 forecast based upon the curve?
- (b) Compute a three-year moving average and plot it as a dotted line on your graph. 12M CO5 L5

\*\*\*END\*\*\*