

Roll No. _____

[Total No. of Pages : 2

PGIS-N 1251 B-18
M.Com. (F.A) I Semester (CBCS) Degree Examination
COMMERCE
(Management Theory & Organisational Behaviour)
Paper - HC 101
(New)

Time : 3 Hours

Maximum Marks : 80

Instructions to Candidates:

Attempt all Sections

Section - A

1. Answer all sub-questions. Each sub-question carries 2 marks. (10×2=20)

- a) What is scientific management?
- b) Who are effective managers?
- c) Define consensus decision making
- d) What is single use plane?
- e) What do you mean by organizational behavior?
- f) Define personality
- g) What is organizational culture?
- h) Define the term learning.
- i) What is stroking?
- j) What do you mean by perception?

Section - B

Answer any **Three** questions. Each question carries 5 marks.

(3×5=15)

2. Write a note on evolution of management thought.
3. Briefly explain the guidelines for effective decision making

PGIS-N 1251 B-18/2018

(1)

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4. Explain the scope of organizational behavior.
5. Briefly explain the Learning process.
6. Define the term Group. Explain the features of a cohesive group

Section - C

Answer any **three** questions. Each question carries **15** marks.

(3×15=45)

7. Explain the role of manager for effective management
8. What is planning? Explain the steps involved in the planning process
9. Explain the major factors that determine individual behavior?
10. Discuss the reasons which lead to conflict in organization. Suggest measures to resolve inter group conflict.
11. "Creation of organizational culture is a long term process". Explain and discuss the process involved in creating organizational culture.

Roll No. _____

[Total No. of Pages : 2]

PGIS-N 1252 B-18

M.Com. (F.A) I Semester (CBCS) Degree Examination

COMMERCE

(Managerial Economics)

Paper - HC 102

(New)

Time : 3 Hours

Maximum Marks : 80

Instructions to Candidates:

Attempt all sections.

Section - A

1. Answer all the sub questions. Each sub - question carries 2 marks. (10×2=20)

- a) What is normative economics?
- b) What is discounting principle?
- c) What is demand in economics?
- d) Define demand forecasting.
- e) What is Marginal cost?
- f) Define Oligopoly
- g) What is price discrimination?
- h) State two differences between accounting profit and economic profit
- i) What is cash reserve ratio?
- j) Write few features of inflation.

Section - B

Answer any Three questions. Each question carries 5 marks.

(3×5=15)

- 2. What are the features of managerial economics? Explain**
- 3. What are the purposes of demand forecasting?**

PGIS-N 1252 B-18 /2018

(1)

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4. Explain the law of variable proportions with suitable examples
5. Briefly explain the types and features of monopoly.
6. Explain the objectives and instruments of monetary policies.

Section - C

Answer any **three** questions. Each question carries **15** marks.

(3×15=45)

7. Discuss the functions of a managerial economist in the globalized era.
 8. Briefly explain the various elasticities of demand. What are their business uses?
 9. Compare and contrast price determination of monopoly and perfect competition
 10. Discuss the various phases of business cycles with suitable examples.
 11. Why do firms restrict the profit to be earned. Explain with various profit policies.
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Roll No. _____

PGIS-N 1253 B-18
M.Com. (F.A) I Semester (CBCS) Degree Examination
COMMERCE
(Business Environment And Government Policy)
Paper - HC 103(New)

Time : 3 Hours

Maximum Marks : 80

Instructions to Candidates:

Attempt all Sections

Section - A

1. Answer the following sub-questions. Each sub-question carries Two marks. (10×2=20)

- a) What is external environment of a business?
- b) What is privatisation?
- c) Define Foreign Direct investment
- d) What do you mean by environmental scanning?
- e) What do you mean by legal environment?
- f) State the purpose of general Agreements on Tariffs and Trade (GATT)?
- g) State three components of social environment.
- h) What do you mean by political institution?
- i) Define technology
- j) Define micro environment.

Section - B

Answer any **Three** questions. Each question carries 5 marks.

(3×5=15)

2. Explain the elements of business environment.
3. Explain in brief the significance of economic environment.

PGIS-N 1253 B-18/2018

(1)

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4. Discuss in brief political risks in relation to a business.
5. Critically examine the relevance of social audit.
6. What is technological environment? Explain its impact on business.

Section - C

Answer any **three** of the following questions. Each question carries **15** marks. **(3×15=45)**

7. Critically examine the changing dimensions of business environment in recent years.
 8. Critically examine the Indian legal environment in relation to business.
 9. Discuss the developments taking place in banking sector in India.
 10. Evaluate the impact of cultural dimensions on Indian business.
 11. Write an essay on Indian Industrial Policy.
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Roll No. _____

PGIS-N 1254 B-18
M.Com. (F.A) I Semester (CBCS) Degree Examination
COMMERCE
(Financial Management)
Paper - HC 104(New)

Time : 3 Hours

Maximum Marks : 80

Instructions to Candidates:

Attempt all Sections

Section - A

1. Answer the following sub-questions. Each sub-question carries **Two** marks. (10×2=20)
- What is Financial Management?
 - Define profit maximisation
 - What do you mean by operating leverage?
 - Define CFAT
 - What do you mean by non cash expenditure.
 - Define net working Capital
 - What is weighted average cost of capital
 - Define operating cycle.
 - What do you mean by dividend?
 - Define time value money.

Section - B

Answer any **Three** questions. Each question carries **5** marks.

(3×5=15)

- Explain the scope of financial management
- Explain the process of computing cost of capital
- Describe the factors impacting capital structure
- Explain the significance of capital expenditure decisions
- Describe the advantages and disadvantages of sufficient working capital

PGIS-N 1254 B-18/2018

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Section - C

Answer any **three** of the following questions. Each question carries 15 marks. (3×15=45)

7. Discuss the functions and objectives of financial management
8. Discuss the determinants of working capital in a business
9. Explain the view of relevant theory on relationship between dividend policy and value of the firm
10. The classics Ltd. expects annual net operating income Rs. 2,00,000. It has Rs. 5,00,000 outstanding debt, cost of debt is 10%. If the overall capitalisation rate is 12.5% what would be the total value of the firm and the equity capitalisation rate according to the Net operating Income approach.
What will be the effect on total value of the firm and equity capitalisation rate if the firm increases the debt from Rs. 5,00,000 to Rs. 7,50,000 and uses the proceeds of the debt to repurchase equity shares.
11. The Uday company is considering investment in a project costing Rs. 2,00,000. The project has an expected life of 5 years with no salvage value. The company uses straight line method of depreciation and it is in 40% tax Bracket. The estimated earnings before depreciation and before tax from the project are as follows

Year	Earning before depreciation and tax
1	70,000
2	80,000
3	120,000
4	90,000
5	60,000

You are required to calculate :

1. Accounting rate of return
2. Pay back period
3. Net present value @ 10% discount rate.

(Present value factors at 10% discount rate

Year	1	2	3	4	5
PVF @ 10%	0.909	0.826	0.751	0.683	0.621

PGIS-N 1255 B-18

M.Com. (F.A) I Semester (CBCS) Degree Examination

COMMERCE

Financial Analysis

Paper - SC 105(A)

(New)

Time : 3 Hours

Maximum Marks : 80

Instructions to Candidates:

Attempt all Sections

Section - A

1. Answer **all** sub-questions in one or two sentences.. Each sub-question carries **Two** marks.
(10×2=20)

- What do you mean by owners equity?
- Why do you analyze liquidity?
- Why do companies provide explanatory notes to accounts statements?
- What is liquidity index?
- How is tax shield related to cost of capital?
- What are long-term solvency ratios?
- What is gross profit margin?
- What is EPS?
- How does P/E Ratio help in taking investment decision?
- What is MVA?

Section - B

Answer any **Three** questions. Each question carries **5** marks.

(3×5=15)

- What do you mean by financial statements analysis? What are its purposes?
- Identify and explain ratios that are to be considered in the analysis of liquidity position of a firm.

PGIS-N 1255 B-18/2018

(1)



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4. What is DuPont analysis? Explain
5. Explain the uses of cash flow statement analysis
6. How does a dividend decision differ from a bonus decision in terms of effect on a company's assets? Narrate.

Section - C

Answer any **three** questions. Each question carries **15** marks.

(3×15=45)

7. "Explanatory notes accompanying the firm's financial statements convey more valuable information than the figures exhibited on financial statements. Illuminate
 8. Discuss the significance of the status of working capital
 9. Discuss the various hurdles encountered during the financial analysis.
 10. Examine the usefulness of Altman's Z score in detecting the sickness of a business entity.
 11. Discuss how effectively shareholder value analysis indicates the creation of economic value of shareholders.
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Roll No. _____

[Total No. of Pages : 2]

PGIS-N 1255 B-18

M.Com. (F.A) I Semester (CBCS) Degree Examination

COMMERCE

Financial Analysis

Paper - SC 105(A)

(New)

Time : 3 Hours

Maximum Marks : 80

Instructions to Candidates:

Attempt all Sections

Section - A

1. Answer all sub-questions in one or two sentences.. Each sub-question carries Two marks. (10×2=20)

- a) What do you mean by owners equity?
- b) Why do you analyze liquidity?
- c) Why do companies provide explanatory notes to accounts statements?
- d) What is liquidity index?
- e) How is tax shield related to cost of capital?
- f) What are long-term solvency ratios?
- g) What is gross profit margin?
- h) What is EPS?
- i) How does P/E Ratio help in taking investment decision?
- j) What is MVA?

Section - B

Answer any **Three** questions. Each question carries 5 marks.

(3×5=15)

- 2.** What do you mean by financial statements analysis? What are its purposes?
- 3.** Identify and explain ratios that are to be considered in the analysis of liquidity position of a firm.

PGIS-N 1255 B-18/2018

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4. What is DuPont analysis? Explain
5. Explain the uses of cash flow statement analysis
6. How does a dividend decision differ from a bonus decision in terms of effect on a company's assets? Narrate.

Section - C

Answer any **three** questions. Each question carries **15** marks.

(3×15=45)

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 8. Discuss the significance of the status of working capital
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 10. Examine the usefulness of Altman's Z score in detecting the sickness of a business entity.
 11. Discuss how effectively shareholder value analysis indicates the creation of economic value of shareholders.
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Roll No. _____

PGIS-N 1238 B-18

M.Com. I Semester (CBCS) Degree Examination

COMMERCE

(Management Theory and Organisational Behaviour)

Paper - HC 1.1

(New)

Time : 3 Hours

Maximum Marks : 80

Instructions to Candidates:

Attempt all Sections.

Section - A

1. Answer **all** sub questions. Each sub-question carries **2** marks.

(10×2=20)

- a) What is Scientific Management?
- b) Define bureaucratic Organization
- c) Define Motivation
- d) What is planning?
- e) Define organizational culture
- f) What is group dynamics?
- g) What is personality?
- h) What is group think?
- i) Define conflict
- j) What is learning?

Section - B

Answer any **Three** questions. Each question carries **5** marks.

(3×5=15)

2. Give an outline of classification of management theories.
3. Explain the guidelines for effective decision Making

PGIS-N 1238 B-18/2018



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4. Elucidate the significance and scope of organizational behavior.
5. Critically evaluate learning theories
6. What are the factors which influence perception? Explain.

Section - C

Answer any **three** questions. Each question carries 15 marks.

(3×15=45)

7. Critically examine the concept of systems approach and contingency approach.
 8. Discuss in detail the process of managerial decision making.
 9. What do you mean by quality of work life? Discuss the factors positively influencing the quality of work life.
 10. What are the disciplines which contribute to organizational behavior? Examine.
 11. Explain the types of conflicts and the methods available in resolving such conflicts in an organization.
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Roll No. _____

[Total No. of Pages : 2

PGIS-N 1240 B-18

M.Com. I Semester (CBCS) Degree Examination

COMMERCE

(Managerial Economics)

Paper - HC 1.2

(New)

Time : 3 Hours

Maximum Marks : 80

Instructions to the Candidates:

Attempt all Sections.

Section - A

1. Answer **all** the sub questions. Each sub-question carries **2** marks.

(10×2=20)

- What is the difference between normative economics and positive economics?
- Write the principles of economics applied in managerial economics.
- What is demand function? Give an example.
- Define cross elasticity of demand.
- What is implicit cost? Give an example
- What are the types of price discrimination?
- What is sellers reservation price?
- Define economic profit and accounting profit.
- What is SLR?
- Write few features of trade cycles.

Section - B

Answer any **Three** questions. Each question carries **5** marks.

(3×5=15)

- Define and distinguish managerial economics and economics.
- What are the factors involved in demand forecasting? Explain

PGIS-N 1240 B-18/2018

(6)

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4. What are the properties of isoquants. Explain each one with suitable graphs.
5. Briefly explain the types and features of monopoly.
6. Explain the objectives and instruments of monetary policies.

Section - C

Answer any **three** questions. Each question carries **15** marks.

(3×15=45)

7. Discuss the functions of a managerial economist in the globalized era.
8. Briefly explain the various elasticities of demand. What are their business uses?
9. Compare and contrast price determination of monopoly and perfect competition
10. Discuss the various phases of business cycles with suitable examples.
11. Forecast demand for agriculture goods for the next three years using five year moving averages method and least square method with the help of the following data:

Year	2013	2014	2015	2016	2017
Sales	230	310	370	320	410

(Rs. in Crores)

Roll No. _____

[Total No. of Pages : 2

PGIS-N 1242 B-18
M.Com. I Semester Degree Examination
COMMERCE
Financial Management
Paper - HC 1.3
(New)

Time : 3 Hours

Maximum Marks : 80

Instructions to Candidates:

Attempt all Sections

Section - A

1. Answer **all** sub questions. Each sub-question carries **2** marks. (10×2=20)
- a) What is meant by profitability Index?
 - b) . What is the use of financial Break Even Point?
 - c) What is Liquidity?
 - d) What is explicit cost of capital?
 - e) What is meant by indifference Point?
 - f) What do you mean by current Assets?
 - g) What is Debt collection period?
 - h) What are credit standards?
 - i) What is cash Budget?
 - j) What is Dividend payout ratio?

Section - B

Answer any **Three** questions. Each question carries **5** marks.

(3×5=15)

- 2. Write a brief note on the net present value (NPV) method.
- 3. What are the motives of holding cash?
- 4. What are the kinds of dividend policy? Explain.
- 5. Explain in brief EBIT-EPS Analysis

PGIS-N 1242 B-18/2018



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6. A company issues Rs. 1,00,000, 10% preference shares of Rs.100 each redeemable after 10 years at face value. Cost of issue is 5%.

Calculate cost of preference shares.

Section - C

Answer any **three** questions. Each question carries 15 marks.

(3×15=45)

7. What is capital structure? How do you determine that the firms capital structure is optimum?
 8. Write a detailed note on the Net income theory of capital structure.
 9. How do you estimate the working capital requirement of a manufacturing firm? Explain.
 10. If the combined Leverage and operating Leverage figures of a company are 2.5 and 1.25 respectively. Find the financial leverage and profit-volume (P/V) Ratio ; given that the equity, dividend per share is Rs.2. Interest payable per year 1,00,000 ; total fixed costs Rs.50,000 and sales Rs.10,00,000.
 11. XYZ Co. Ltd is considering relaxing its collection efforts. Its present sales Level is 20,00,000 ; its average collection period is 40 days, its expected variable cost to sales ratio is 0.75 ; its cost of capital is 10 percent, and Bad debt ratio is 3 percent. XYZ Co. Ltd's tax rate is 45 percent. Relaxation in collection efforts is expected to increase sales to Rs.22,00,000 increase average collection period to 50 days, and ratio of bad debts by 2 percent what will be the changes in Profit?
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Roll No. _____

[Total No. of Pages : 2]

PGIS-N 1244 B-18

M.Com. I Semester (CBCS) Degree Examination

COMMERCE

Marketing Management

Paper - IIC 1.4

(New)

Time : 3 Hours

Maximum Marks : 80

Instructions to Candidates:

Attempt all Sections

Section - A

1. Answer all sub questions. Each sub-question carries 2 marks. (10×2=20)

- a) Define marketing mix
- b) State the essentials of effective market segmentation
- c) List out the features of advertisement
- d) Define product line
- e) What is going rate pricing?
- f) What is low profile strategy?
- g) What is intensive distribution?
- h) Define depth of the product mix.
- i) What is marketing concept?
- j) What is marketing myopia?

Section - B

Answer any Three questions. Each question carries 5 marks.

(3×5=15)

- 2. Explain the stages involved in buying decision process.**
- 3. Explain the concept of product life cycle. Point out its implications**

PGIS-N-1244B-18/2018

(8) (1)

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4. Write a note on penetration pricing strategy.
5. Explain the factors to be considered while making the choice of a marketing channel.
6. What are the unethical practices in marketing? Explain

Section - C

Answer any **three** questions. Each question carries **15** marks.

(3×15=45)

7. What are the various bases of market segmentation? Discuss the segmentation based marketing strategies.
 8. Discuss the various steps involved in New product Development with suitable examples
 9. "Marketers analyse customer needs and wants, establish channel objectives and constraints, and identify and evaluate major channel alternatives to design marketing channel system Elucidate.
 10. Bringout marketing control process. Explain the characteristics of an effective marketing control system.
 11. What are steps involved in pricing procedure? Explain the general pricing approaches.
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Roll No. _____

[Total No. of Pages : 3]

PGIS-N 1250 B-18
M.Com. I Semester (CBCS) Degree Examination
COMMERCE
Advanced Cost Accounting
Paper - SC 1.5 A
(New)

Time : 3 Hours

Maximum Marks : 80

Instructions to Candidates:
Attempt all sections.

Section - A

1. Answer **all** sub questions. Each sub-question carries **2** marks. (10×2=20)
- Define cost unit
 - What is abnormal loss?
 - What is meant by by-product?
 - What is input-output ratio?
 - What do you mean by escalation clause?
 - What is equivalent unit?
 - What is budget centre?
 - What is Electronic Data processing?
 - What do you mean by comprehensive active hour rate?
 - What is meant by service costing?

Section - B

- Answer any **Three** questions. Each question carries **5** marks. (3×5=15)
- What are the objectives of cost accounting?
 - What is the difference between normal waste and abnormal waste?
 - Write a note on computerised accounting.
 - What is inter-process profit? What are the objectives of inter-process profit?

6. Calculate the material turnover ratio for the year 2016 from the following information and determine which of the two materials is most fast moving

	Material X	Material Y
	Rs.	Rs.
Material in hand on 1-1-2016	25,000	87,500
Material in hand on 31-12-2016	15,000	62,500
Material purchased during the year	1,90,000	1,25,000

Section - C

Answer any **three** questions. Each question carries **15** marks.

(3×15=45)

7. Evolution of cost accounting is the outcome of deficiencies in financial accounting system. Discuss.
8. What do you mean by absorption of overheads? Explain the causes and how you would dispose, of under and- over-applied cost.
9. Define budget. Explain prerequisites for effective implementation of budgetary control system.
10. From the following details prepare statement of equivalent production, statement of cost, statement of evaluation and Process Account by following average cost method :
- | | |
|-----------------------------------|---------------|
| Opening work-in-progress | (2,000 units) |
| Materials (100% complete) | Rs.7,500 |
| Labour (60% complete) | Rs. 3,000 |
| Overhead (60% complete) | Rs. 1,500 |
| Units introduced into the process | 8,000 |
- There are 2,000 units in process, and the stage of completion is estimated to be:
 Material 100% ; Labour 50% ; Overheads 50%
 8,000 units are transferred to the next process.
 The process costs for the period are :
 Material 1,00,000 ; Labour 78,000 ; Overheads 39,000.

11. The profit and Loss account of Oil India (Pvt.) Ltd. for the year ended 31st March, 2016 is as follows :

	Rs.		Rs.
To Materials	4,80,000	By Sales	9,60,000
To Wages	3,60,000	By Work-in-Progress	
To Direct Expenses	2,40,000	Materials	30,000
To Gross profit	1,20,000	Wages	18,000
		Direct Expenses	12,000
			60,000
		By Closing Stock	<u>1,80,000</u>
	<u>12,00,000</u>		<u>12,00,000</u>
To Administration Expenses	60,000	By Gross Profit	1,20,000
Net Profit	66,000	By Dividends Received	6,000
	<u>1,26,000</u>		<u>1,26,000</u>

As per the cost records the direct expenses have been estimated at a cost of Rs.30 per kg. and administration expenses at Rs. 15 per kg. During the year production was 6,000 kgs. and sales were 4,800 kgs.

Prepare a statement of costing profit and loss account and reconcile the costing profit with financial profit.

PGIS-N 1247 B-18

M.Com. I Semester (CBCS) Degree Examination

COMMERCE

(Financial Derivatives)

Paper - SC 1.5 B

(New)

Time : 3 Hours

Maximum Marks : 80

*Instructions to Candidates:**Attempt all the Sections***Section - A**

1. Answer all the sub questions in one or two sentences. (10×2=20)

- Define the term 'Derivatives'.
- What is price risk?
- Who are the participants in derivative market?
- Name a few markets which deal in derivatives in India.
- What is an index future?
- What do you mean by customized contract?
- What are long and short positions in an option contract?
- How is straddle different from strangle?
- What is clearing corporation?
- What is an open-interest?

Section - B

Answer any Three questions. Each question carries 5 marks.

(3×5=15)

- Why is the margin required in future contract? Explain the types of margin.
- Discuss the carry pricing model.
- Explain the features of an option contract.
- Calculate forward price from the following data:
 - A forward contract is entered into to purchase a coupon (8% p.a.) bearing bond. Its face value is Rs.10,000

- b) Interest is payable semiannually.
- c) Interest is payable after three months and nine months respectively from the date of entering into the contract.
- d) The maturity period of contract is 10 months
- e) Risk-free rate of interest is 6% p.a.
- f) Spot price of the bond is Rs.9,500

6. Find out the intrinsic value and time value of option price from the following information:

Option	Strike Price	Option Price	Spot Price
Call	140	10	130
Call	140	10	125
Call	150	06	160
Put	160	04	162
Put	170	08	175
Put	150	20	165

Section - C

Answer any **Three** questions. Each question carries **15** marks.

(3×15=45)

- 7. Trace out the historical development of derivatives market.
- 8. "Futures are refined form of Forwards". Discuss.
- 9. Explain the different kinds of order an investor can place in derivatives market.
- 10. Calculate the payoff of a long-call from the following data and draw the pay-off diagram:
 - Underlying : Shares of Essex Ltd.
 - Style of Option : European
 - Exercise Price : Rs. 120 per share
 - Option Premium : Rs 2 per share
 - Assume the possible spot prices on the expiration of the contract (in Rs.): 100, 110, 120, 130, 140, and 150.

11. Assume that a market capitalization-weighted index consists of five stocks only. Currently, the index stands at 970. Obtain the price of the futures contract, with expiration in 115 days, on this index having reference to the following additional information :

- . Dividend of Rs.6 per share expected on share B 20 days from now.
- . Dividend of Rs.3 per share expected on share E, 28 days from now.
- . Continuously compounded risk-free rate of return is 8% per annum.
- . Lot size 300
- . Other information :

Company	Share Price(Rs.)	Market Capitalization (Crores of Rs.)
A	22	110
B	85	170
C	124	372
D	54	216
E	25	200

Roll No. _____

[Total No. of Pages : 2]

PGIS-N 1248 B-18
M.Com. I Semester (CBCS) Degree Examination
COMMERCE
(Marketing Research)
Paper - S.C. 1.5 C
(New)

Time : 3 Hours

Maximum Marks : 80

Instructions to Candidates:
Attempt all sections.

Section - A

1. Answer all sub-questions. Each sub-question carries **two** marks: **(10×2=20)**
- a) What is Research? Which are the two broad categories in which it can be divided?
 - b) Distinguish between problem-solving and problem-oriented research.
 - c) What is the expected value approach to decision making?
 - d) Mention managerial decision areas covered by marketing research
 - e) Define research design
 - f) What is a questionnaire?
 - g) Define random sampling
 - h) What is meant by Hypothesis?
 - i) What is data processing?
 - j) What is research report?

Section - B

Answer any **Three** questions. Each question carries **Five** marks.

(3×5=15)

2. What is product research? What steps must be taken into consideration while analyzing a new product?
3. Explain the procedure of marketing research in brief.
4. Attempt a brief note on pilot study and test marketing
5. Explain the utility of marketing research.
6. Describe in brief the process of evaluating marketing opportunities.

Section - C

Answer any **Three** questions. Each question carries **fifteen** marks.

(3×15=45)

7. Describe briefly the different methods of marketing research. What factors determine the choice of a suitable method of marketing research?
 8. How do exploratory, descriptive and causal studies differ from each other?
 9. Compare and contrast primary and secondary data as marketing research information. How is primary data collected for marketing research purpose?
 10. Describe the various steps involved in the sampling process.
 11. What are the ethical issues involved in Marketing research? What safeguards could the public expect in this context?
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Roll No. _____

[Total No. of Pages : 2]

PGIS-1249 B-18
M.Com. I Semester (CBCS) Degree Examination
COMMERCE
Bank Financial Management
Paper - SC 1.5 D
(New)

Time : 3 Hours

Maximum Marks : 80

Section - A

1. Answer **all** sub questions. Each question carries **2** marks. (10×2=20)

- a) What is credit risk?
- b) What is liquidity?
- c) Define bank Capital
- d) What do you mean by capital accord?
- e) What is capital adequacy?
- f) Define EVA
- g) What is CRR?
- h) What is stock valuation?
- i) Define networth
- j) What do you mean by Risk Management?

Section - B

Answer any **Three** questions. Each question carries **5** marks.

(3×5=15)

2. Explain the types of risks in banks
3. Describe in brief major areas of bank financial management.
4. Explain the capital adequacy requirement of banks.
5. What is static liquidity Gap analysis? Explain.
6. Write a short note on valuation of bank stocks.

PGIS-1249 B-18/2018

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(1)

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Section - C

Answer any **three** questions. Each question carries **15** marks.

(3×15=45)

7. Discuss the importance of corporate governance in banks.
8. Discuss the various approaches for liquidity management in banks.
9. Describe in detail the parameters for performance evaluation of banks
10. A large sized Private Sector Bank has been expected to grow at 14% per year for the next 4 years and then to grow indefinitely at the same rate as the national economy. i.e. 5%. The required rate of return on the equity shares is 12% Assume that the company paid a dividend of Rs. 2 per share last year ($D_0 = 2$). Determine the market price of the shares today. You may use the following table :

Year	1	2	3	4
Discount Factor at 12%	0.893	0.797	0.712	0.636

11. The following information is available in respect of a Bank

Capitalization rate = 10%

Earnings per share = Rs.50

Assumed rate of return on investments :

- i) 12%
- ii) 8%
- iii) 10%

Show the effect of dividend policy on market price of shares applying Walter's formula when dividend pay out ratio is

- a) 0%
- b) 20%
- c) 40%
- d) 80% and
- e) 100%

Roll No. _____

PGDIS-1300 B-18
PGDHM I Semester (CBCS) Examination
COMMERCE
Hospital Management
Management Theory and Practice
Paper - HC 1.1

Time : 3 Hours

Maximum Marks : 80

Instructions to Candidates:
Answer all sections

Section - A

1. Answer ALL sub-questions. Each sub-question carries 2 marks. (10×2=20)
- a) Define Management.
 - b) Who is the father of scientific Management?
 - c) What is a planning?
 - d) What do you mean by directing?
 - e) What is MBO?
 - f) State any two features of coordination.
 - g) What do you mean by Communication?
 - h) What do you mean by forecasting?
 - i) What is controlling?
 - j) What is span of management?



Section - B

Answer any **THREE** questions. Each question carries 5 marks.

(3×5=15)

2. Write a note on evolution of management.
3. Define decision making. Discuss its process.
4. Explain the nature of coordination.
5. What are the principles of effective organisation?
6. Briefly explain the controlling process.

Section - C

Answer any **THREE** questions. Each question carries 15 marks.

(3×15=45)

7. Briefly explain the contribution Henry Fayal for management.
 8. Explain in detail steps involved in planning process.
 9. Briefly explain the budgetary and non-budgetary techniques of controlling.
 10. What do you mean by coordination? Explain the role of coordination in management.
 11. Briefly explain the process and various types of communication.
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Roll No. _____

[Total No. of Pages : 2]

PGDIS-1301 B-18
PGDHM I Semester (CBCS) Examination
COMMERCE
Hospital Management
Accounting for Management
Paper - HC 1.2

Time : 3 Hours

Maximum Marks : 80

Instructions to Candidates:

Attempt all the sections

Section - A

1. Answer **ALL** the sub-questions. Each sub-question carries 2 marks. **(10×2=20)**
- a) Define current ratio.
 - b) Define fixed budget.
 - c) What is P/V ratio?
 - d) Define marginal costing.
 - e) What is gross profit ratio?
 - f) Define performance budgeting.
 - g) What is BEP?
 - h) Define product mix.
 - i) What is variance analysis?
 - j) Define management accounting.

Section - B

Answer any **THREE** questions. Each question carries 5 marks. **(3×5=15)**

- 2. Explain the scope of management accounting.
- 3. Explain the various profitability ratios.
- 4. What are the merits and demerits of budgetary control system.
- 5. Write a note on variance analysis.
- 6. Explain the differences between financial accounting and management accounting.

PGDIS-1301 B-18/2018

(1)

[Contd....]

Section - C

Answer any **THREE** questions. Each question carries **15** marks.

(3×15=45)

7. Define budgetary control. Explain the merits and limitations of budgetary control.
8. Enumerate in detail the functions of management accounting. Explain the advantages of management accounting.
9. Explain the managerial applications of marginal costing.
10. From the following information, prepare the balance sheet of XYZ Ltd. when sales are Rs 36,00,000

Sales / total assets	3.00
Sales / fixed assets	5.00
Sales / current assets	7.50
Sales / stock	20.00
Sales / debtors	15.00
Current ratio	2.00
Total assets / net worth	2.50
Long term debt / equity	1.00

11. The statement of cost of a pocket Radio is as follows:

Material	Rs 225
Labour	Rs 125
Variable Expenses	Rs 100
Fixed Expenses	Rs 100
Profit	Rs 150
Selling Price	Rs 700

The number of pocket radios made and sold are 10,000 units find out :

- a) Break even point in units.
- b) How many pocket Radios (in units) must be produced and sold if the selling price is reduced by Rs 20 and the same profit is maintained.

Roll No. _____

[Total No. of Pages : 2

PGDIS-1302 B-18
PGDHM I Semester (CBCS) Examination
COMMERCE
Hospital Management
Managerial Communication
Paper - HC 1.3

Time : 3 Hours

Maximum Marks : 80

Instructions to Candidates:

Attempt all section

Section - A

1. Answer **all** following sub-questions. Each sub-question carries 2 marks. **(10×2=20)**
- a) Define Managerial Communication.
 - b) Differentiate agendas and minutes.
 - c) Define Oral Communication.
 - d) What are prefixes and suffixes?
 - e) What is product advertising?
 - f) State the dos of power point presentation.
 - g) What is group discussion?
 - h) Define a circular.
 - i) Mention any four types of reports.
 - j) State any three advantages of non-verbal communication.

Section - B

(3×5=15)

Answer any **three** questions. Each question carries 5 marks.

2. Discuss the scope of managerial communication.
3. Grammar and style are important in managerial communication. Explain.
4. What are the silent features a of project report?
5. Explain the advantages and disadvantages of oral communication.
6. Describe the significance of communication skills.

Section - C

(3×15=45)

Answer any **three** questions. Each question carries 15 marks.

7. Describe the communication process as employed in an organization with which your familiar.
8. Examine the elements and essentials of writing of an effective report.
9. Discuss the significance of Dress codes. Body language and Personal habits in Oral Communication.
10. Examine the various types of interviews.
11. Assume yourself as a Customer Relationship Manager of a Hotel. You have received a letter from your customer who has complained to you about the rude behaviour of a receptionist. Since the customer is an important customer. Write a letter to convince the customer.

Roll No. _____

PGDIS-1304 B-18
PGDHM I Semester (CBCS) Examination
COMMERCE
Hospital Management
Hospital Administration
Paper - SC 1.5 (B)

Maximum Marks : 80

Time : 3 Hours

Instructions to Candidates:

Attempt all section

Section - A

(10×2=20)

1. Answer all the sub-questions. Each sub-question carries 2 marks.
- What is security report?
 - Why minutes of the meeting are important?
 - Explain importance of patient's opinion poll.
 - Why continuous medical education is important for doctors?
 - How important is security report in a hospital?
 - What is a medical certificate?
 - Why assessing stock level is important?
 - Why front office is important?
 - Explain the importance of ICU Report.
 - What is the purpose of an Interview with Patients?

Section - B

Answer any **three** of the following questions. Each question carries 5 marks. **(3×5=15)**

- Explain hospital utilisation statistics.
- Explain the role and composition of hospital committees.
- Describe the process of conducting group discussion with a group of patients.

5. What are the duties and responsibilities of Hospital Administrator?

6. Explain the contents of medical officer's report.

Section - C

Answer any **three** of the following questions. Each question carries 15 marks. (3×15=45)

7. Prepare a disaster plan for a profit making hospital.

8. Design a patient satisfaction survey for a multispecialty hospital.

9. Critically analyse the contents of a medical certificate.

10. Explain the problems of Hospital Administration.

11. Explain ABC analysis in materials department.

Roll No. _____

PGDIS-1303 B-18
PGDHM I Semester (CBCS) Examination
COMMERCE
Hospital Management
Organisational Behaviour
Paper - HC 1.4

Maximum Marks : 80

Time : 3 Hours

Instructions to Candidates:

Attempt all sections.

Section - A

(10×2=20)

1. Answer **all** sub-questions. Each sub-question carries 2 marks.
- What do you mean by organisational behavior?
 - Define motivation.
 - What is personality development?
 - What is autocratic style of leadership?
 - Define cohesive group.
 - State any two learning theories.
 - What do you mean by quality work life?
 - What is self esteem?
 - Define organisational culture.
 - What is Type B personality?

Section - B

Answer any **three** questions. Each question carries 5 marks.

(3×5=15)

- Discuss the role of organizational behaviour in management practices.
- Analyze the role of learning theory for understanding human behavior.
- What do you mean by leadership? Discuss the various leadership styles.
- What are formal and informal group explain.
- Discuss the process of Learning.

Section - C

Answer any **three** questions. Each question carries 15 marks.

(3×15=45)

7. What are the major factors that determine individual behavior?
 8. Discuss the Maslow's needs hierarchy and Herzberg's two factor theory of motivation.
 9. Explain the various stages in group formation. Discuss the consequences of group cohesiveness.
 10. Discuss the role of Organizational Behavior for managers.
 11. Corporate culture and organizational effectiveness are interrelated to each other. Comment upon the statement.
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