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PGIS-N-1270 B-17
M.B.A. I Semester Degree Examination
MANAGEMENT
(IT Applications for Business)
Paper : 108
(New)



Time : 3 Hours

Maximum Marks : 60

Section - A

1. Answer any **Ten** questions. Each question carries **one** mark. (10×1=10)
- a) What are the characteristics of a computer system.
 - b) List applications of computers.
 - c) What is software?
 - d) Name any three computer programming languages.
 - e) What is a workbook?
 - f) What is the short key to copy text and paste text in Microsoft Excel.
 - g) What is transaction file?
 - h) What is Form?
 - i) What is database?
 - j) What is batch processing.
 - k) What is flowcharting?
 - l) What is WAN?

Section - B

2. Answer any **two** questions. Each question carries **Five** marks. (2×5=10)
- a) What is a computer system? What are its components explain with diagram.
 - b) What is OS? List various popular OS and give reasons for their popularity.
 - c) What is output report? Describe general principles in designing output reports.

Section - C

(3×10=30)

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

3. Describe classification of computer system.
4. Explain the procedural steps for creating a worksheet using MS-Excel with an example.
5. What are the various types of files used? Discuss the importance of Master file.
6. What is DBMS? What are the advantages and disadvantages of using DBMS approach?
7. What is internet? Explain the advantages and disadvantages of internet.

Section - D

(1×10=10)

Answer the following question which carries **Ten** marks.

8. Create a worksheet in MS-Excel. The worksheet shall contain the projected population growth in India for next five years. The worksheet shall contain the columns such as Serial No., States/Union territories, Male, Female, Total. Find the total projected population for next five years. Represent the population growth graphically. Explain the procedural steps used.



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PGIS-N-1268 B-17
M.B.A. Ist Semester Degree Examination
MANAGEMENT
(Business Ethics and Corporate Governance)
Paper : 107
(New)

Time : 3 Hours

Maximum Marks : 60

Section - A

1. Answer any **Ten** questions, each question carries **one** marks. **(10×1=10)**
- a) What do you mean by ethical subjectivism?
 - b) Define visionary leadership.
 - c) Distinguish economic performance from social performance.
 - d) What do you mean by downsizing?
 - e) What do you mean by Green Mail?
 - f) What do you mean by distributive justice?
 - g) Define corporate governance.
 - h) What do you mean by agency problem?
 - i) Who is whistle blower?
 - j) Define values.
 - k) List out important Committees who have given guidelines for corporate governance.
 - l) Who is an insider?

Section - B

2. Answer any **two** questions. Each question carries **Five** marks. **(2×5=10)**
- a) What do you mean by cultural constraints? Give examples for cultural constraints.
 - b) How ethical problem becomes managerial dilemma?
 - c) Write a brief note on insider's trading.
 - d) Explain the significance of separation of ownership from control.

Section - C

(3×10=30)

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

3. Explain the nature, scope and significance of business ethics.
4. Who are the stake holders? Identify the claims of different stakeholders.
5. Explain the ethical issues in functional areas of business.
6. Explain any two theories of ethics.
7. Explain the salient features of Stewardship and agency theories of corporate governance.

Section - D

(1×10=10)

8. Examine the issues and challenges in corporate governance with reference to the role of independent directors.



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PGIS-N 1266 B-17
MBA Ist Semester Degree Examination
MANAGEMENT
(Quantitative Techniques for Business Decision Making)
Paper : 106
(New)

Time : 3 Hours

Maximum Marks : 80

Section - A

1. Answer any ten questions, each carrying one mark. (10 × 1 = 10)

- a) How do you define a frequency table?
- b) What is mean by a cumulative frequency?
- c) Define the term kurtosis.
- d) Give the classical definition of probability of an event.
- e) Define parameter.
- f) How do you define disjoint events?
- g) Define Type-I error and Type-II error.
- h) State any two properties of correlation coefficient.
- i) How do you define level of significance?
- j) Define the term random sampling.
- k) Define Analysis of variance.
- l) How do you define coefficient of variation?

Section - B

Answer any three questions, each carrying five marks.

(3 × 5 = 15)

2. a) Define dispersion. What are the pre-requisites of a good measure of dispersion?
b) A random variable X has the following probability distribution.

| | | | | |
|---|-----|-----|-----|-----|
| X | 4 | 5 | 6 | 8 |
| P | 0.1 | 0.3 | 0.4 | 0.2 |

Find $E[X-E(X)]^2$.

- c) Discuss the properties of regression coefficients.
d) Explain one tailed and two tailed test.
e) Define F-statistic. Discuss the test procedure for testing the equality of variance of two independent normal populations.

Section - C

Answer any three full questions, each carrying fifteen marks.

(3 × 15 = 45)

3. a) The following data are given for two companies. Combining the data for groups of male and female employees, find (i) which company has a higher average productivity per employee, and (ii) which company has more consistent productivity. (10+5)

| | Company - A | | Company - B | |
|----------------------------|-------------|--------|-------------|--------|
| Productivity per employees | Male | Female | Male | Female |
| Mean | 30 | 20 | 27 | 32 |
| Variance | 8 | 3 | 12 | 5 |
| No. of employees | 40 | 10 | 20 | 30 |

- b) Discuss the properties of median.
4. a) State and prove addition theorem of probability of two events. What happens when two events are mutually exclusive? (7+8)
b) If X and Y are Random variables, then prove that
i) $E[X+Y] = E[X] + E[Y]$
ii) $\text{Var}(aX) = a^2 \text{Var}(X)$ where 'a' is constant.
5. a) Define Binomial distribution. State the conditions under which the Binomial distribution is used.
b) Obtain the mean and variance of Poisson distribution. (5+10)

6. a) Explain t-test for testing the means of two independent normal populations.
b) Mean and S.D of heights of persons of two localities gave the following results.

(7+8)

| | Locality A | | Locality B |
|-------------|------------|---|------------|
| Sample size | 1 | 2 | 8 |
| Mean (cm) | 175.3 | | 177.7 |
| S . D | 4 | 2 | 3 . 7 |

Can we conclude that at 5% level, that the population of locality A on an average is shorter than locality B? (Given t-table value at 5% level of significance with 18d.f is 1.73)

7. a) Write a note on scattered diagram. Indicate by means of suitable diagrams different types of correlation that may exist between two variables. (7+8)
b) Calculate Karl Pearson's coefficient of correlation for the following data relating to overhead expenses and cost of production.

Overheads (in '000Rs): 80 90 100 110 120 130 140 150 160

Cost (in'000Rs): 15 15 16 19 17 18 16 18 19

Section - D

8. Analyse the following data:

(10)

A trucking company wishes to test the average life of each of the four brands of tyres. The company uses all brands on randomly selected trucks. The record showing the lives (Thousands of miles) of tyres are as follows :

| Brand-1 | Brand-2 | Brand-3 | Brand-4 |
|---------|---------|---------|---------|
| 20 | 19 | 21 | 15 |
| 23 | 15 | 19 | 17 |
| 18 | 17 | 20 | 16 |
| 17 | 20 | 17 | 18 |
| | 16 | 16 | |

At 1% level, Test the hypothesis that the average life for each brand of tyres is the same (F-table value at 1% level with [3,14] d.f is 5.56)



PGIS-N-1264 B-17
M.B.A. Ist Semester Degree Examination
MANAGEMENT
(Cost Management)
Paper : 105
(New)

Time : 2 Hours

Maximum Marks : 40

SECTION - A

1. Answer any Five questions. Each question carries 2 marks. (5×2=10)
- a) Define costing.
 - b) What is flexible budget.
 - c) What is variable cost.
 - d) What do you mean by cost reduction?
 - e) What do you mean by labour turnover?
 - f) What do you mean by EOQ.

SECTION - B

Answer any Two questions. Each question carries 5 marks. (2×5=10)

- 2. What do you mean by Standard cost? What are the uses of Standard cost?
- 3. Discuss the various techniques of costing used in the business.
- 4. Explain the differences between Variable, Semi variable and fixed cost.

SECTION - C

Answer any Two questions. Each question carries 5 marks. (2×10=20)

- 5. What do you mean by cost accounting? Distinguish between cost accounting and management accounting?
- 6. What is zero budget? How it differ from traditional budgeting?
- 7. "Cost sheet is a statement prepared to show the different components of total cost". Do you agree? Give reasons.



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PGIS-N-1262 B-17
M.B.A. I Semester Degree Examination
MANAGEMENT
(Managerial Communication)
Paper : 104
(New)

Time : 3 Hours

Maximum Marks : 60

Instructions to Candidates :

Attempt all Questions.

SECTION - A

1. Answer any **Ten** of the following sub questions. Each question carries **one** mark
(10×1=10)
- a) When a press release is made?
 - b) What is meant by Headlines?
 - c) What is non-electronic Media?
 - d) What are visual ads?
 - e) Mention table manners in order?
 - f) What are the outcomes of a negotiation?
 - g) What is a informal report?
 - h) What is manual?
 - i) What is gesture?
 - j) What is recalling?
 - k) What is video conferencing?

SECTION - B

2. Answer any **Two** of the following. Each question carries **Five** marks. (2×5=10)
- a) What is meeting? Briefly explain the agendas for conducting a meeting.
 - b) What is business letter? Explain the qualities of a bad business letter.
 - c) Do technology have an impact on business communication? Explain.

SECTION - C

Answer any **Three** of the following. Each question carries **Ten** marks.

(3×10=30)

3. Briefly explain the barriers to communication?
4. What is verbal communication? Explain its benefits and drawbacks in an organization.
5. Draft a letter to place 100 boxes of chalk piece to ABC Co. Bangalore from XYZ Co Kalaburgi?
6. Is Media Management required? Explain.
7. What is negotiation? Explain the elements and process of negotiation with a suitable diagram.

SECTION - D

Case study (Carries **Ten** marks).

(1×10=10)

8. Outline a improved communication system to control crowd and traffic in Gulbarga university kalaburagi on occasion of convocation.



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PGIS-N-1260 B-17
M.B.A. Ist Semester Degree Examination
MANAGEMENT
(Accounting for Managers)
Paper : 103
(New)

Time : 3 Hours

Maximum Marks : 80

Section - A

1. Answer all **Ten** questions. Each question carries **one** marks. **(10×1=10)**

- a) Define Accounting.
- b) What is Trade discount?
- c) Define Double Entry System of book keeping.
- d) Write notes on real accounts.
- e) What is stock?
- f) What is transaction?
- g) What is Ledger folio?
- h) What is a Journal?
- i) Explain the rules for Nominal Account.
- j) What is trial balance?
- k) What is balance sheet?
- l) What is credit balance?

Section - B

2. Answer any **two** questions. Each question carries **Five** marks. **(2×5=10)**

- a) What are the advantages of Single entry system of book keeping?
- b) What are the various kinds of subsidiary books?
- c) Why is the preparation of bank Reconciliation Statement necessary?

Section - C

(3×15=45)

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

3. Explain briefly the accounting concepts.
4. Journalise the following transactions in the books of Mr. Shanmugam, post them to necessary ledger accounts and prepare trial balance.

2017, Aug. 1 Started business with Rs. 9,00,000
3 Goods purchased Rs. 1,40,000
5 Goods sold Rs. 1,02,000
10 Goods purchased from Rangasamy Rs. 4,00,000
16 Goods returned to Rangasamy Rs. 10,000
23 Drew from bank Rs. 60,000
26 Furniture purchased Rs. 20,000
27 Settled Rangasamy's account
31 Salaries paid, Rs. 24,000

5. Compile three column cash book of Mr. Anand from the following transactions:

2017, Aug. 1 Sundar started business with cash Rs. 4,00,000
2 Deposited into Bank Rs. 1,00,000
4 Cash purchases Rs. 10,000
5 Purchases by cheque Rs. 12,000
6 Goods sold to Nathan on credit Rs. 10,000
8 Received cheque from Mano Rs. 980, Discount allowed Rs. 20
10 Paid carriage Rs. 2,000
12 Withdrew from Bank for office use Rs. 20,000
15 Paid to Sundari Rs. 9,920, Discount allowed by her Rs. 80.
20 Received a cheque for Rs. 9,900 from Nathan in full settlement of his account, which is deposited into Bank

6. XYZ Company is a manufacturing concern. Following is the receipts & issues record for the month of May, 2002.

| Date | Receipts | Issues |
|--------|-------------------------|-----------|
| May 7 | 200 units @ Rs. 50/unit | |
| May 9 | | 60 units |
| May 13 | 150 units @ 75/unit | |
| May 18 | 100 units @ 60/unit | |
| May 22 | | 150 units |
| May 24 | | 100 units |
| May 27 | 100 units @ Rs. 50/unit | |
| May 30 | | 200 units |

Calculate the value of closing stock by FIFO Method & LIFO Method

Section - D

(Compulsory)

(1×15=15)

7. The following balances were extracted from the books of Mr. Chandran on 31.3.2001.

| Particulars | Rs. |
|----------------|----------|
| Capital | 1,41,000 |
| Buildings | 80,000 |
| Machinery | 70,000 |
| Furniture | 15,000 |
| Stock | 50,000 |
| Power | 10,000 |
| Wages | 70,000 |
| Carriage | 8,000 |
| Rent and rates | 17,000 |
| Salaries | 35,000 |
| Bank Charges | 1,000 |

| Particulars | Rs. |
|---------------------|------------|
| Income tax | 2,000 |
| Bad debts | 5,000 |
| Commission received | 9,000 |
| Purchases | 1,50,000 |
| Sales | 3,40,000 |
| Bills receivable | 20,000 |
| Bank overdraft | 50,000 |
| Cash in hand | 2,000 |
| Purchase returns | 10,000 |
| Sales returns | 15,000 |

The closing stock was valued at Rs. 60,000. You are required to prepare final accounts for the year ended 31st March 2001.



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PGIS-N-1258 B-17
M.B.A. Ist Semester Degree Examination
MANAGEMENT
(Business Economics)
Paper : 102
(New)

Time : 3 Hours

Maximum Marks : 80

Instructions to Candidates :

Attempt all sections.

Section - A

I. Answer any ten sub questions of the following. Each sub question carries 1 mark. (10×1=10)

1. a) Define macro economics.
- b) Define implicit cost.
- c) What are economies of scale?
- d) What is meant by oligopoly?
- e) What do you mean by price discrimination?
- f) What is K-economy?
- g) What are Isoquants?
- h) What is meant by composite demand?
- i) What is cross elasticity of demand?
- j) What is average revenue?
- k) What is Giffen's paradox?

Section - B

II. Answer any two questions. Each question carries 5 marks. (2×5=10)

- 2) What do you mean by price discrimination? Explain briefly the degrees of price discrimination.
- 3) What do you mean by balance of payment? What are the causes and kinds of it?
- 4) What is perfect competition? Explain the features of perfectly competitive market.

Section - C

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

- 5) What is meant by monetary policy? Explain the different instruments of monetary policy.
- 6) Explain the cost and output relationship in short run.
- 7) Explain the nature, scope and significance of business economics.
- 8) What is knowledge based economy? Explain its nature and features.
- 9) How is price and output determined under discriminating monopoly?

Section - D

(Compulsory)

IV. Analyze the case and answer the questions given below. **(15×1=15)**

- 10) Explain the law of diminishing returns with the help of completing the following table.

| Number of workers | Total return | Marginal return | Average return |
|-------------------|--------------|-----------------|----------------|
| 1 | 80 | | |
| 2 | 170 | | |
| 3 | 270 | | |
| 4 | 368 | | |
| 5 | 430 | | |
| 6 | 480 | | |
| 7 | 504 | | |
| 8 | 504 | | |
| 9 | 495 | | |
| 10 | 440 | | |



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PGIS-N - 1256 B-17
M.B.A. Ist Semester Degree Examination
MANAGEMENT
(Management Behavioral Process)

Paper : 101
(New)

Time : 3 Hours

Maximum Marks : 100

Section-A

1. Answer any **Ten** of the following questions, each carries one marks **(10×2=20)**
- a) What is a social system?
 - b) What do you mean by rightsizing?
 - c) Define cohesive group.
 - d) What are formal organizations?
 - e) What do you mean by managerial grid?
 - f) Define unity in strength.
 - g) What is a gang Planck?
 - h) What do you mean by cultureism?
 - i) Define learning?
 - j) What are traits?
 - k) What are procedures?
 - l) Define bounded rationality.

Section-B

- 2 Answer any **Four** questions, each carries five marks. **(4×5=20)**
- a) Distinguish between management and administration.
 - b) What is a plan? Suggest remedies for failure of plans?
 - c) Managing teams is tedious Job? Justify.

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(1)

[Contd....

- d) Draw the criticism to Maslow's hierarchy of needs theory?
- e) What do you mean by Division of work? State and explain the advantages of it.

Section-C

Answer any four questions, each carries ten marks.

(4×10=40)

- 3. Discuss the outcomes of MBO.
- 4. What is budget? Discuss significance of a surplus budget.
- 5. Authority without responsibility and responsibility without authority is meaningless? Explain.
- 6. What is a control? Explain in details types of control.
- 7. Discuss MNC work Culture and its impact on the performance.

Section - D

- 8. **Analyze the below given case and answer the questions at the end. (1×20=20)**

The president of Simplex Mills sat at his desk in the hushed atmosphere, so typical of business offices, after the close of working hours. He was thinking about Rehman, the manager in - charge of purchasing, and his ability to work with George, the production manager, and Vipulabh, the marketing and sales manager in the firm.

When the purchasing department was established two years ago, both George and Vipulabh agreed with the need to centralise this function and place a specialist in charge. George was of the view that this would free his supervisors from detailed ordering activities. Vipulabh opined that the flow of materials into the firm was important enough to warrant a specialised management assignment. Yet since the purchasing department began operating it has been precisely these two managers who have had a number of confrontations with the new purchase manager, and occasionally with one another, in regard to the way the purchasing function in being carried out.

From George's point of view, instead of simplifying his job as production manager by taking care of purchasing for him, the purchasing department has developed a formal set of procedures that has resulted in as much time commitment on his part as he had previously spent in placing his orders directly with vendors. Further, he is specially irritated by the fact that his need for particular items or particular specification is constantly being questioned by the purchasing department. When the department was established, George assumed that the purchasing manager was there to fill his needs, not question them. As Vipulabh sees it, the purchasing function is an integral part of marketing function, and the two therefore need to be jointly managed as a unified process. Purchasing function cannot be separated from a firm's overall marketing

strategy. However, Rehman has attempted to carry out the purchasing function without regard for this obvious relationship between his responsibilities and those of Vipulabh, thus making a unified marketing strategy impossible.

In his previous position, Rehman and worked in the purchasing department of a firm considerably larger than Simplex. Before being hired, he was interviewed by all the top managers, including George and Vipulabh, but it was the president himself who negotiated the details of the job offer. As Rehman sees it, he was hired as a professional to do a professional job. Both George and vipulash have been distracting him from this goal by presuming that he is somehow subordinate to them, which he believes is not the case. The people in the production department, who use the purchasing function most, have complained about the detail that he requires on their requisitions. But he has documented proof that materials are now being purchased much more economically than they were under the former decentralised system. He finds Bipulabh's interests more difficult to understand, since he sees no particular relationship between his responsibilities for efficient procurement, and vipulabh's responsibilities to market the firm's products. The president has been aware of the continuing conflict among three managers for some time, but on the theory that a little rivalry is healthy and stimulating, he has felt that it was nothing to be unduly concerned about. But now that much of his time is being taken up by much of what he considers to be petty bickering, the time has come to take some positive action.

Questions:

- a. Is George's view of the situation realistic?
- b. How do you evaluate Vipulabh's position?
- c. How might this conflict be associated with factors in the formal organization?
- d. What should the president of Simplex Mills do now?

