

(2 Yr.) - I - S - MBA - P - 1330302101 -

(MCP) - (R & B)

2022

Full Marks - 70

Time - As in the Programme

The figure in the right hand margin indicate marks.

Answer ALL questions.

Section – A

(Word Limit - 700-1000)

Answer any THREE : [12 x 3 = 36

1. "Management is the art of getting things done through others". Elaborate, and also explain the objectives, nature and function of management.
2. Briefly explain the key elements of classical theories. Who were the major contributors of classical theories ? Discuss the 14 principles of management developed by Henry Fayol.
3. What is Departmentation ? Briefly explain various bases of departmentation and outline its merits and demerits.

[Cont...

4. Who can be a manager ? Describe the different roles and skills of managers in the changing environment.
5. Discuss various techniques for control for improving overall performance of an industrial enterprise.

Section – B

(Word Limit - 500)

Answer any THREE : [8 x 3 = 24

1. Discuss the contribution of Hawthorne Experiments to the understanding and managing human behaviour in organization.
2. What do you understand by Scientific Management ? Discuss the element and principles of scientific management.
3. Why planning is considered as a necessary function of manager ? Explain the planning process in an organization.
4. What is decision-making ? How it is important in organization and also explain the different types of decision making ?
5. What is the need for coordination ? What are the principles and technique of effective coordination ?

[Cont...

[3]

Section – C

(Word Limit - 300)

Answer any TWO :

[5 x 2 = 10

1. What is matrix organization structure ? Examine its merits and limitations.
2. Explain the process of MBO.
3. What is Organization ? Distinguish between formal and informal organization ?
4. What is span of management ? Explain the factors those affect the span of management.



(2 Yr.) - I - S - MBA - P - 1330302101 -

(MCP) - (R & B)

20 / 02 / 2023

(2 Yr.) - I - S - MBA - P - 1330302102 -

(BRFW) - (R & B)

2022

Full Marks - 70

Time - As in the Programme

The figure in the right hand margin indicate marks.

Answer ALL questions.

Section - A

(Word Limit - 700-1000)

Answer any THREE : [12 x 3 = 36

1. A contract is defined as "an agreement enforceable by law". Discuss.
2. "The liability of surety is secondary, it is co-extensive with that of the principal debtor". Explain.
3. Explain the circumstances under which sale of goods by non-owners is valid.
4. What are the objects of the consumer Protection Act 1986 ? Define the term "Consumer" under the Act.
5. Briefly explain the provisions regarding regulation and management of Foreign exchange.

[Cont...

Section – B**(Word Limit - 500)**

Answer any THREE :

[8 x 3 = 24

1. When a consent is not said to be free ?
2. Discuss the rights and obligation of a finder of lost goods.
3. What is meant by the term "Crossing a Cheque" ?
What are the various types of crossing ?
4. What is the jurisdiction of National Commission and State Commission for the purpose of Consumer Protection Act 1986 ?
5. Define the terms foreign exchange, foreign securities authorised person and capital account transactions under FEMA Act 1999.

Section – C**(Word Limit - 300)**

Answer any TWO :

[5 x 2 = 10

1. What are the rights of a bailor against bailee ?
2. What is meant by Caveat Emptor ? What are the exceptions to the rule ?
3. How does a bill of exchange differ from a promising note ?
4. What are the general powers of Central Government granted under Sec-3 of Environment Protection Act 1986 ?

**(2 Yr.) - I - S - MBA - P - 1330302102 -****(BRFW) - (R & B)****21 / 02 / 2023**

(2 Yr.) - I - S - MBA - P - 1330302103 -

(FA) - (R & B)

2022

Full Marks - 70

Time - As in the Programme

The figure in the right hand margin indicate marks.

Answer ALL questions.

Section – A

(Word Limit - 700-1000)

Answer any THREE : [12 x 3 = 36

1. Elaborate different accounting conventions and accounting concepts that are used by an accountant while recording transactions and events as well as preparation of financial statements ?
2. Why Bank Reconciliation statement is prepared ? Explain the procedure of preparation of Bank Reconciliation Statement by highlighting the reason of difference between cash book balance and passbook balance ?
3. Make a classification of accounts ? Discuss the rule of recording of business transaction and events under Traditional / British and American / Modern approach ?
4. As an account of Sabita & Co how would you record the following transactions.

[Cont...

<u>Date</u>	<u>Transaction</u>
Jan 1, 2023	Sabita started business with cash Rs. 1,00,000
Jan 2, 2023	Purchase goods worth Rs. 30,000
Jan 3, 2023	Purchase Furniture Worth Rs. 15,000
Jan 4, 2023	Sold goods Rs. 25,000
Jan 5, 2023	Sold goods to Raghu Rs. 30,000
Jan 6, 2023	Deposit in Bank Rs. 20,000
Jan 7, 2023	Withdraw from bank Rs. 18,000
Jan 8, 2023	Salary paid in cash Rs. 4,000
Jan 9, 2023	Rent paid by Cheque Rs. 2,000
Jan 10, 2023	Interest Received by Cheque 3,000

5. From the following trial balance of Ram & CO prepare final accounts :

<u>Debit Balances</u>	<u>Amount (Rs.)</u>	<u>Credit Balance</u>	<u>Amount (Rs.)</u>
Purchase	1,10,000	Purchase Return	10,000
Sales Return	40,000	Sales	5,40,000
Opening Stock	20,000	Commission Received	50,000
Direct Wages	30,000	Interest Received	40,000
Power and Fuel	30,000	Rent Received	30,000
Factory Expenses	20,000	Discount Received	20,000
Office Expenses	40,000	Loan from Bank	2,00,000
Selling Expenses	20,000	Load from friends	3,00,000
Distribution expenses	30,000	Creditors & Payables	1,00,000
Financial Charges	20,000	Bank Overdraft	80,000
Miscellaneous Expenses	10,000	Capital	4,00,000
Land & Building	4,00,000		
Plant & Machinery	5,00,000		
Furniture & Fixture	2,00,000		
Debtors & Receivables	1,00,000		
Cash at Bank	90,000		
Cash in Hand	80,000		
Drawings	30,000		
Total	17,70,000	Total	17,70,000

[Cont...

Section – B*(Word Limit - 500)*

Answer any THREE :

[8 x 3 = 24

1. "Accounting is the language of the business" & "Accounting is an information system". Justify both the statement.
2. Define the term Depreciation ? Why depreciation should be charged ? Discuss different methods of charging depreciation ?
3. Discuss the importance of subsidiary books and trial balance in accounting ?
4. Enter the following transactions in **triple column** cash book of M/S Raghu & CO :

<u>Date</u>	<u>Transation</u>
Jan 1, 2022	Cash in Hand Rs.10,000, Balance at Bank Rs.20,000
Jan 2, 2022	Cash Sales Rs. 6,000
Jan 3, 2022	Paid Rs. 7,000 in to Bank
Jan 4, 2022	Received a cheque of Rs. 2,000 from Sanu
Jan 5, 2022	Paid to Raghu by Cheque Rs. 1,500
Jan 6, 2022	Paid to Anurag by Cheque Rs. 950 and discount allowed by him Rs. 50
Jan 7, 2022	Withdraw from Bank Rs. 3,000
Jan 8, 2023	Received a cheque for Rs. 900 from Lucky and allowed him discount Rs. 100
Jan 9, 2022	Cash Sales Rs. 7,000
Jan 10, 2022	Cash paid for Stationary Rs. 500
Jan 11, 2022	Paid Commission to Rakesh by Cheque Rs. 500
Jan 12, 2022	Paid Salary by Cheque Rs.1,500 and by Cash Rs.500
Jan 13, 2022	Bank Interest Credited by Bank Rs. 200
Jan 14, 2022	Bank Charges Debited by Bank Rs. 100
Jan 15, 2022	Receive a cheque of Rs. 1,000 from Chandra Mohan

[Cont...

5. The following is the Balance Sheet of RRR Ltd, as at March 31, 2023 :

<u>Equity and Liabilities</u>	<u>(Rs.)</u>	<u>Assets</u>	<u>(Rs.)</u>
Equity Share Capital	20,00,00	Land & Building	16,50,000
Preference Share Capital	15,00,000	Plant	18,00,000
8% Debenture	12,00,000	Furniture & Fixture	11,50,000
Long-term Loan	11,00,000	Goodwill	11,00,000
Bills Payable	60,000	Trade Receivables	50,000
Sundry Creditors	70,000	Bills Receivable	20,000
Bank Overdraft	30,000	Sundry Debtors	90,000
Outstanding Expenses	5,000	Stock	30,000
		Bank Balance	45,000
		Short term Investment	25,000
		Prepaid Expenses	5,000
<u>Total</u>	<u>59,65,000</u>	<u>Total</u>	<u>59,65,000</u>

From the above balance sheet calculate :

- Current Ratio.
- Acid Test Ratio.
- Absolute Liquid Ratio.
- Comment

Section – C

(Word Limit - 300)

Answer any TWO : [5 x 2 = 10]

- What are the contents of Annual Report of a Company ?
- Highlight different branches of Accounting ?
- Discuss the concept of posting, casting and balancing in context of ledger account ?
- What is the three groups of activities in which cash inflows and cash outflows are segregated under cash flow statement ?



(2 Yr.) - I - S - MBA - P-1330302103-(FA)-(R & B)

22 / 02 / 2023

(2 Yr.) - I - S - MBA - P - 1330302104 -

(BE) - (R & B)

2022

Full Marks - 70

Time - As in the Programme

The figure in the right hand margin indicate marks.

Answer ALL questions.

Section – A

(Word Limit - 700-1000)

Answer any THREE : [12 x 3 = 36

1. Business Ethics – what is it ? Why without environment, sustainability and focus on issues coming from globalization Business Ethics will be in fructuous.
2. Explain the three normative theories of ethics with suitable examples from real life.
3. What are the traits of a leader ? How does ethics influences a leader and his performance ? Explain with suitable examples.
4. Explain ethical issues relating to public servant maters.
5. What are ethical problems related to medical ? Explain some remedies to overcome such problems.

[Cont...

[2]

Section – B

(Word Limit - 500)

Answer any THREE : [8 x 3 = 24

1. Explain ethics in Indian context giving references to views of SriAurobindo and Swami Vivekananda.
2. Four goals of Life - how do they effect ethics of a person.
3. Explain the issues of ethics dealt with in Ramayana and Mahabharat.
4. Fundamental ethical issues and Long-term goals – how are they responsible for good of society.
5. How are views of Mahatma Gandhi on ethics still relevant ? Explain with example.

Section – C

(Word Limit - 300)

Answer any TWO : [5 x 2 = 10

1. Differentiate between Moral and Ethics.
2. Ethical issues in IT, explain.
3. Fundamental ethical issues and Long-term goals how are they responsible for good of society ?
4. Explain Ethical issues relating to Marketing.



(2 Yr.) - I - S - MBA - P - 1330302104 -

(BE) - (R & B)

23 / 02 / 2023

(2 Yr.) - I - S - MBA - P - 1330302105 -

(HRM) - (R & B)

2022

Full Marks - 70

Time - As in the Programme

The figure in the right hand margin indicate marks.

Answer ALL questions.

Section – A

(Word Limit - 700-1000)

Answer any THREE : [12 x 3 = 36

1. Define HRM. Briefly discuss the objectives, nature and functions of HRM.
2. Describe the various forecasting techniques and how these techniques are being used in human resource planning and also explain the issues in demand forecasting.
3. Performance Appraisal is required in any organization ? Briefly explain different methods of Performance Appraisal. Which one you prefer and why ?
4. Discuss the need and objectives of training programmes and explain the different methods of training programme.
5. What is Recruitment ? What are the various internal and external sources of recruitment ?

[Cont...

Section – B**(Word Limit - 500)**

Answer any THREE : [8 x 3 = 24]

1. Discuss the role and responsibilities of HR Manager in context with global HRM.
2. What are the different kinds of employee separation ? How can these be effectively handled ?
3. Discuss in detail the steps involved in selection process.
4. What is Promotion ? What are the types and benefits of Promotion ?
5. What is 360° appraisal ? Discuss its merits and demerits.

Section – C**(Word Limit - 300)**

Answer any TWO : [5 x 2 = 10]

1. Define HRM explain the difference between Personnel Management and HRM.
2. Explain the importance of HRM in Organizations.
3. What is Transfers ? Explain the reasons for transfers.
4. What is Induction ? Discuss its objective.

**(2 Yr.) - I - S - MBA - P - 1330302105 -****(HRM) - (R & B)****24 / 02 / 2023**

(2 Yr.) - I - S - MBA - P - 1330302106 -

(MM) - (R & B)

2022

Full Marks - 70

Time - As in the Programme

The figure in the right hand margin indicate marks.

Answer ALL questions.

Section – A

(Word Limit - 700-1000)

Answer any THREE : [12 x 3 = 36

1. Define the term marketing, what are 4P's of Marketing ? How are strategies determined for each of them ?
2. Define marketing environment. What are the main areas of environment that affect firm's marketing strategy ?
3. What is the importance of market research in decision-making of marketing ? How is the market research process conducted ?
4. What is a Product ? Discuss the various stages of Product Life Cycle. Explain the effect of the stages on the sales of the product.
5. Why Promotion is essential ? Discuss the different promotional tools in details.

[Cont...

[2]
Section – B

(Word Limit - 500)

Answer any THREE : [8 x 3 = 24

1. Describe marketing management process.
2. Explain why marketing managers should understand consumer behavior ?
3. What is Branding ? Describe its role in marketing.
4. Why Marketing Segmentation is important ? Describe the different bases of Marketing Segmentation.
5. Briefly describe the NPD (New Product Development) process.

Section – C

(Word Limit - 300)

Answer any TWO : [5 x 2 = 10

1. What are the characteristics of sellers or marketer ?
2. Write a short note on Marketing Information System.
3. What are the functions of wholesaler and retailer ?
4. Write a note on Rural & Cyber Marketing.



(2 Yr.) - I - S - MBA - P - 1330302106 -

(MM) - (R & B)

25 / 02 / 2023

(2 Yr.) - I - S - MBA - P - 1330302107 -

(FM) - (R & B)

2022

Full Marks - 70

Time - As in the Programme

The figure in the right hand margin indicate marks.

Answer ALL questions.

Section – A

(Word Limit - 700-1000)

Answer any THREE : [12 x 3 = 36

1. "Wealth Maximization is a better operative objective to pursue under financial management than profit maximization". Justify the statement.
2. What is the difference between Relevance and Irrelevance theory of capital structure ? How Traditional Theory of Capital Structure it is a compromise between Net Income (NI) and Net Operating Income (NOI) Theory. .
3. Make a distinction between Gross and Net Working Capital, Temporary and Permanent Working Capital ? Describe different spontaneous and negotiated sources of financing working capital ?

[Cont...

4. MNS Ltd. provide the following information in respect of the rate of return on investment (r), the cost of capital (ke) and earning per share (E) :

Rate of Return on Investment (r) = 8%

Cost of Capital (Ke) = 10%

Earnings Per Share (E) = Rs. 60

Determine the ideal value of its share using Walter's model if dividend payout ratio is (a) 100%, (b) 80%, (c) 40%, (d) 20%, (e) 0%.

5. The following particulars related to Aashish Limited :

<u>Source of Capital</u>	<u>Cost of Capital</u>	<u>Book Value (Rs.)</u>	<u>Market Value (Rs.)</u>
Debentures	Kd = 10%	18,00,000	15,00,000
Term Loan	Kt = 11%	12,00,000	12,00,000
Preference Share Capital	Kp = 12%	25,00,000	23,00,000
Equity Share Capital	Ke = 15%	5,00,000	20,00,000
<u>Total</u>		<u>60,00,000</u>	<u>70,00,000</u>

You are required to calculate the overall cost of capital (Ko) or Weighted Average Cost of Capital (WACC) using : (a) Book Value Weight, (b) Market Value Weight.

Section – B

(Word Limit - 500)

Answer any THREE :

[8 x 3 = 24

1. Define the term Leverage ? Explain with an imaginary income statement of a company the relationship between Operating Leverage, Financial Leverage and Combined Leverage".

[Cont...

2. "Financing Decision, Investment decision and dividend decision are three major decisions to be taken by a finance manager in a corporate firm." Elucidate the statement.
3. Elaborate different non-discounted techniques of capital budgeting with imaginary example along with their decision criteria ?
4. Sanjeev Ltd. has equity share capital of Rs. 20,00,000 divided in to shares of Rs. 100 each. It wishes to raise further Rs. 8,00,000 for expansion cum modernization plan. The company plans the following financing schemes :
 - (a) All Common Stock.
 - (b) Rs. 3,00,000 in common stock and Rs. 5,00,000 in debt @ 10% p.a.
 - (c) All debt at 10% p.a.
 - (d) Rs. 2,00,000 in common stock and Rs. 6,00,000 in preference capital with rate of dividend at 8%.The company's expected earnings before interest and tax (EBIT) are Rs. 4,00,000. The corporate rate of tax is 30%. Which financing scheme Sajejev Ltd. would select and why ?
5. The cost of capital of a project is 10%. The following are expected cash outflow and cash inflows of the project :

[Cont...

<u>Year</u>	<u>Cash Outflow (Rs.)</u>	<u>Cash Inflow (Rs.)</u>
0	2,50,000	Nil
1	33,000	80,000
2	Nil	90,000
3	Nil	60,000
4	Nil	30,000
5	Nil	80,000

Calculate :

- Net Present Value of the Project.
- Profitability Index of the Project.
- Decide the acceptability of the Project.

Note : Present value Table shall not be provided in the examination hall. All calculations are to be made with the help of calculator.

Section – C

(Word Limit - 300)

Answer any TWO : [5 x 2 = 10

- What is the Crux of MM theory of dividend policy ?
- What is the relevance of Operating Cycle in Working Capital Management ?
- Define Internal Rate of Return (IRR) of a project ?
- Name different tools and technique of Inventory Management ?



(2 Yr.) - I - S - MBA - P - 1330302107 -

(FM) - (R & B)

27 / 02 / 2023

(2 Yr.) - I - S - MBA - P - 1330302108 -

(OB) - (R & B)

2022

Full Marks - 70

Time - As in the Programme

The figure in the right hand margin indicate marks.

Answer ALL questions.

Section – A

(Word Limit - 700-1000)

Answer any THREE : [12 x 3 = 36

1. "Organisational Behaviour Represents interactions among individuals, groups and the organization." Explain this statement.
2. Discuss the Maslow's theory of motivation. Make a comparison between theories of Herzberg and Maslow.
3. Explain the importance of perception in OB ? Discuss the different steps in the perceptual process model.

[Cont...

4. Discuss the various style of leadership. Which of these is more suitable for a country like India and why ?
5. What do you understand by attitude ? What are the components of attitude ? How is an attitude formed ?

Section – B

(Word Limit - 500)

Answer any THREE :

[8 x 3 = 24

1. Identify and describe the Big-Five Personality Dimensions ?
2. Discuss the role and functions of a leader in an organization.
3. Explain models of Organizational Behavior.
4. What are different barriers of communication and how these barriers can be overcome ?
5. What is Operator Conditioning ? How is differ from classical conditioning ?

Section – C

(Word Limit - 300)

Answer any TWO :

[5 x 2 = 10

1. What are the challenges and opportunities in the field of OB ?

[Cont...

[3]

2. Distinguish between Introversion and Extroversion ?
3. What do you understand by formal and informal communication ?
4. Differentiate between attitude, behavior, values and perception.



(2 Yr.) - I - S - MBA - P - 1330302108 -

(OB) - (R & B)

28 / 02 / 2023