

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

(MCP) - (Back)

2023

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. Write down the challenges faced by the manager in the post covid scenario. What are the steps taken by the organization to face such challenges ?
2. How planning is different from decision making ? Discuss the different steps involved in planning process.
3. Define Organization ? Discuss the nature and different types of organization structures.
4. Define Controlling ? Discuss the different controlling mechanisms ?
5. What do you mean by contemporary organization structure ? How it is useful in recent trends of Management ?

[Cont...

Section – B

(Word Limit - 500)

Answer any THREE : [8 x 3 = 24

1. What are the skills required for a manager ? Specify the skill which are important for the lower level managers.
2. What are the different types of decisions taken by the manager ?
3. Define Coordination ? Discuss the process and objectives of coordination.
4. What is Departmentation ? What are the bases of departmentation ?
5. Discuss the Human relation theory of management.

Section – C

(Word Limit - 300)

Answer any TWO : [5 x 2 = 10

1. What is Division of Work ? Discuss its importance and limitations as per the current situation.
2. What is MBO ? What are its limitations.
3. Distinguish between Decentralisation and Centralisation.
4. Make a distinction between formal organization and informal organization.



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

(MCP) - (Back)

Dt. 29.01.2024

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

(BRFW) - (Back)

2023

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 Contract ? What are its essential elements ? Make a classification of different types of contract ?
2. Differentiate between Bailment and Pledge ? Discuss the rights and duties of Bailor and Bailee under a contract of bailment ?
3. Who is an unpaid seller ? Enumerate the rights of an unpaid seller in relation to goods and in relation to the buyer personally under sale of goods act ?

[Cont...

[2]

4. Discuss the scope, objective and application of Environment Protection Act, 1986 ?
5. Outline the objectives of Information Technology Act, 2000 ? Briefly discuss various legal provisions of IT Act, 2000 ?

Section – B

(Word Limit - 500)

Answer any THREE : [8 x 3 = 24

6. Differentiate between sale and agreement to sale ? Enlist different implied conditions and warranties present in a contract of sale ?
7. What is Bills of Exchange ? How it is different from a Promissory Note ?
8. Who is a consumer under Consumer Protection Act ? What are his rights ?
9. Discuss rules relating to capital account and current account transactions under Foreign Exchange Management Act, 1999 ?
10. Bring out the difference between contract of indemnity and contract of guarantee ?

[Cont...

[3]

Section – C

(Word Limit - 300)

Answer any TWO : [5 x 2 = 10

11. "No consideration No contract". Explain the statement.
12. Make a distinction between Bills of exchange and Cheque ?
13. What is three tier consumer dispute redressal agencies under Consumer Protection Act ?
14. Mention the privileges enjoyed by Holder- in- due- course under Negotiable Instrument Act ?



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

(BRFW) - (Back)

Dt. 30.01.2024

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

(FA) - (Back)

2023

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. What are Generally Accepted Accounting Principles ? Briefly discuss any three concepts and three conventions which are required for recording purpose.
2. Take any seven imaginary transactions of your own, record them into journal, post them into ledger and prepare a trial balance from that.
3. What are the factors affecting Depreciation ? Distinguish between the Straight-Line Method and Diminishing Balance Method of charging depreciation.

[Cont...

4. From the following balances extracted from the books of ABC Ltd. and other information, prepare Trading A/c, P/L A/c and a Balance sheet as on 31st March 2023.

Particulars	Debit (₹)	Credit (₹)
Opening stock	40,000	
Purchases & Sales	90,300	1,37,200
Returns	2,200	1,300
Bad debt and provision for bad debt	1,000	750
Capitals and Drawings	5,000	50,000
Debtors & Creditors	25,000	24,000
Carriage & Cartage	2,000	
Salaries	11,000	
Wages	3,000	
Rent & Rates	1,500	
Land and Building	30,000	
Plant & Machinery	20,000	
Furniture and Fixture	8,000	
Cash and Bank overdraft	3,500	40,000
Investment	10,000	
Postage and Insurance	4,500	
Interest & Commission		3,750
Total	<u>2,57,000</u>	<u>2,57,000</u>

Adjustments :

- Value of Closing Stock is ₹ 60,000.
- Provide for outstanding office expenses ₹ 8,000.
- Charge depreciation on building and furniture 15% and 10% respectively.

[Cont...

[3]

5. "Analysis without interpretation is meaningless and interpretation without analysis is impossible". Discuss.

Section – B

(Word Limit - 500)

Answer any THREE :

[8 x 3 = 24

1. Why accounting is called as an Information System ? Explain the external users of accounting information.
2. What is the use of Bank Reconciliation Statement ? State the reasons for disagreement between cash book and pass book.
3. What do mean by an Inventory ? Give its types ? Explain any four techniques of inventory valuation.
4. Define Cash Flow Statement. Discuss how it is different from Funds Flow Statement.
5. Explain the different liquidity and turnover ratios with suitable examples.

[Cont...

[4]

Section – C

(Word Limit - 300)

Answer any TWO : [5 x 2 = 10

1. Explain some of the modern branches of accounting.
2. Narrate the Golden Rules of Accounting.
3. Differentiate between a Trial Balance and a Balance Sheet.
4. What is an Annual Report ? Outline its uses.



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

(FA) - (Back)

Dt. 31.01.2024

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

(BE) - (Back)

2023

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. Why ethics is imperative in business ? Discuss the characteristics and prominent objective of business ethics.
2. "Gita is the essence of Indian ethical value system" ? Discuss the statement.
3. What are different ethical aspects of marketing practices and issues found in organization ?
4. Explain ethical issues are found on leadership approaches.
5. Explain various unethical practices is going on in IT sector and examine their preventive measures.

[Cont...

| 2 |

Section – B

(Word Limit - 500)

Answer any THREE : [8 x 3 = 24

1. What are the factors influencing business ethics ?
2. What is normative theory in business ethics ?
3. Discuss the ethical principles of Mahatma Gandhi and how these principles implemented on businesses.
4. Explain different types of discrimination found within the organization related to HR practices.
5. Explain the differences between ethics and morality.

Section – C

(Word Limit - 300)

Answer any TWO : [5 x 2 = 10

1. Explain the role of whistleblower within the organization.
2. What is dharma in the Indian perspective on ethics ?
3. What are the different unethical practices found in Finance Department ?
4. What do you mean by Golden parachutes ?



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

(BE) - (Back)

Dt. 01.02.2024

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

(HRM) - (Back)

2023

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. What is the difference between Personnel Management and HRM ? What are the nature and Scope of HRM ? Explain.
2. What is Recruitment ? What are the various internal and external sources of recruitment ?
3. What are the different methods of training programme ? Elaborate their merits and demerits.
4. Describe the various forecasting techniques and how these techniques are being used in human resource planning.
5. What is international staffing ? Outline the main characteristics of the four approaches to international staffing.

[Cont...]

[2]

Section – B

(Word Limit - 500)

Answer any THREE : [8 x 3 = 24

1. What do you understand by selection process ? Discuss various steps involved in it.
2. Explain in detail the role and responsibilities of HR Manager in any organization.
3. What do you mean by employee separation ? What are the various method of separation of employees from the organization ?
4. What do you understand by fringe benefits ? What are its essential features ?
5. Explain the key challenges faced in training expatriate managers ?

Section – C

(Word Limit - 300)

Answer any TWO : [5 x 2 = 10

1. What do you mean by induction ? Explain the relevance of induction and training programme.
2. What is Transfer ? Discuss various type of transfer.
3. What is 360-degree appraisal ? Discuss its merits and demerits.
4. Distinguish between domestic HRM and international HRM.

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

(HRM) - (Back)

Dt. 02.02.2024

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

(MM) - (Back)

2023

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 marketing and explain the marketing management process briefly. Give suitable examples from Indian context.
2. What is marketing environment ? Examine the importance of understanding the marketing environment information of suitable marketing strategy of a firm.
3. Define Product Life Cycle (PLC) as a marketing tool. Briefly describe each of the four main stages of the PLC.
4. Explain the importance of Personal Selling; discuss different types of selling skill required for personal selling.
5. Define Promotion: discuss the various promotional tools with suitable examples.

[Cont...

Section – B**(Word Limit - 500)**

Answer any THREE : [8 x 3 = 24]

1. Explain the 4Ps Concept.
2. Define a new product and discuss the role of innovation in new product development.
3. What do you mean by market segmentation ? What are its benefits ? Discuss the market segmentation process briefly.
4. Define Marketing Information System (MIS) and discuss its importance in modern business.
5. Write a note on Rural Marketing.

Section – C**(Word Limit - 300)**

Answer any TWO : [5 x 2 = 10]

1. Write a short on Product concept of marketing.
2. Discuss Cost – plus pricing methods.
3. Discuss the different types of distribution channel.
4. Discuss the price-quality strategies of a firm.

(2 Yr.) - I - S - MBA - P - 1330302106 -**(MM) - (Back)****Dt. 03.02.2024**

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

(FM) - (Back)

2023

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 Financial Management ? Elaborate major decisions that are required to be taken in financial management by a Finance manager ?
2. What is capital budgeting ? What is its relevance ? Differentiate between traditional and modern techniques of capital budgeting ?
3. Discuss the concept of operating leverage, financial leverage and combined leverage with imaginary example ?
4. The following particulars related to Magnus Limited :

<u>Source of Capital</u>	<u>Cost of Capital</u>	<u>Book Value(Rs.)</u>	<u>Market Value(Rs.)</u>
Debentures	Kd = 7%	3,00,000	4,00,000
Term Loan	Kt = 8%	5,00,000	5,00,000
Preference Share Capital	Kp = 9%	7,00,000	9,00,000
Equity Share Capital	Ke = 11%	10,00,000	27,00,000
Retained Earning	Kr = 10%	5,00,000	5,00,000
<u>Total</u>		<u>30,00,000</u>	<u>50,00,000</u>

[Cont...

You are required to calculate the overall cost of capital (K_0) or Weighted Average cost of capital (WACC) using : (a) Book Value Weight (b) Market Value Weight.

5. The following information is available in respect of the rate of return on investment (r), the cost of capital (k_e) and earning per share (E) :

Rate of Return on Investment (r) = 8%

Cost of Capital (K_e) = 10%

Earnings Per Share (E) = Rs 50

Determine the ideal value of its share using Walter's model if dividend payout ratio is (a) 0% (b) 30% (c) 70% (d) 100%.

Section – B

(Word Limit - 500)

Answer any THREE : [8 x 3 = 24

6. "Wealth maximization is a better objective to pursue than Profit maximization in context of financial management." Elucidate the statement by differentiating between the two ?
7. Distinguish between Net Income (NI) and Net Operating Income (NOI) theory of capital structure ? How Traditional theory of capital structure make a balance between the two theories ?

[Cont...

8. Describe the concept of Gross and Net working capital, Temporary and Permanent working capital? Enumerate the spontaneous and negotiated sources of financing working capital?
9. Aiswarya Ltd has equity share capital of Rs. 20,00,000 divided in to shares of Rs. 100 each. It wishes to raise further Rs. 10,00,000 for expansion cum modernization plan. The company plans the following financing schemes :
- (a) All Common Stock.
 - (b) Rs. 4,00,000 in common stock and Rs. 6,00,000 in debt @10% p.a.
 - (c) All debt at 9% p.a.
 - (d) Rs. 4,00,000 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. 6,00,000. The corporate rate of tax is 40%. Which financing scheme Aiswarya Ltd would select and why?
10. The cost of capital of a project is 12%. The following are expected cash outflow and cash inflows of the project :

[Cont...

[4]

<u>Year</u>	<u>Cash Outflow(Rs.)</u>	<u>Cash Inflow(Rs.)</u>
0	2,50,000	Nil
1	50,000	40,000
2	Nil	60,000
3	Nil	1,50,000
4	Nil	80,000
5	Nil	20,000

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

- Name the factors affecting capital structure of a company ?
- Mention the benefit of stable dividend policy ?
- What is Accounting Rate of Return (ARR) of a project ?
- Discuss the EOQ technique of Inventory management ?



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

(FM) - (Back)

Dt. 05.02.2024

2024

Time: As in Program

Full Marks: 70

Answer any 5 questions

Each question carries equal Marks

1. Define Organisational behaviour. Discuss the objective scope, and model of organizational behavior.
2. What do you understand by attitude? What are the components of attitude? How is an attitude formed?
3. What is learning? Compare and contrast between classical and operant conditioning theory of learning.
4. What is perception? Discuss the elements of perceptual process?
5. What do you mean by personality traits? Discuss the various theories of personality.
6. Critically examine Herzbergs theory of motivation. Make a comparison between theories of Herzberg and Maslow.
7. What is leadership? Discuss the various theories of leadership.
8. What is communication? Describe communication process and discuss the different barriers in communication?