P09/CP-1001/EE/200811

Account and Finance for Managers

Time : Three Hours   **Marks : 100**

Instructions to Candidates :

1) There are **two** sections.

2) Section I carries **60** marks and Section II carries **40** marks.

3) There are 6 questions in Section I out of which **any four** are to be attempted.

4) Section II has 8 questions and **all** are **compulsory.**

5) Figures to the right indicate full marks.

6) Answers to the two sections should be written in **one** and the **same** answer book.

7) Non-scientific calculator is allowed.

SECTION I

1. What is working capital ? Explain its types and needs.   **15**

2. Distinguish between Management Accounting and Financial Accounting.   **15**

3. What is Dividend policy ? Explain the factors affecting dividend policy.   **15**

4. The following Trial Balance is extracted from the books of Mr. Vinayak as on 31st March, 2008   **15**

Trial Balance as on 31-03-2008

Particulars	Debit Rs.	Particulars	Credit Rs.
Stock on 01.04.2007	41,000	Sales	2,80,000
Purchases	2,05,000	Purchase Return	6,000
Wages	8,000	Sundry creditors	12,000
Sales Return	4,000	Capital	2,00,000
Salaries	12,000		

Printing and Stationery	5,000		
Cash and Bank balance	92,000		
Sundry Debtors	21,000		
Laptop and Printers	1,00,000		
Bank charges	2,000		
Carriage inwardsw	2,000		
Drawings	6,000		
	4,98,000		4,98,000

Additional information :

a)   Depreciate Laptop and printers at 10% p.a.

b)   Outstanding salaries Rs. 4,000.

c)   Stock of printing and stationery on 31-3-2008 was Rs. 1,000.

d)   RDD is to be maintained at 5% on Sundry Debtors.

e)   Stock on 31ˢᵗ March, 2008 was valued at Rs. 50,000.

Prepare the Trading A/c and profit and Loss A/c for the year ended on 31-3-2008 and the Balance sheet as on that date.

5.   The Bright Battery Co furnishes you the following information :-   **15**

	First half (Rs.)	Second half (Rs.)
Sales	8,10,000	10,26,000
Profit earned	21,600	64,800

From the above you are required to compute the following assuming that the fixed cost remains the same in both the periods.

a)   Profit volume Ratio

b)   Fixed cost

c)   Break even point sales

d)   The amount of profit or loss where sales are Rs. 6,48,000

e)   The amount of sales required to earn a profit of Rs. 1,08,000

6. The following is the Balance Sheet of Smart Ltd as at 31ˢᵗ March, 2008 :-   **15**

You are required to calculate :-

a)   Gross Profit Ratio

b)   Liquid Ratio

c)   Current Ratio

d)   Stock Turnover Ratio

e)   Proprietory Fund Ratio

Balance Sheet as at 31-3-2008

Liabilities	Amount Rs.	Assets	Amounts Rs.
Share capital	4,00,000	Land and Building	3,00,000
General Reserve	1,00,000	Laptop	56,000
Profit & Loss A/c	32,000	Stock in trade	1,36,000
Bills payables	16,000	Sundry Debtors	1,60,000
Provision for Tax	40,000	Prepaid Expenses	8,000
Sundry creditors	72,000		
	6,60,000		6,60,000

Additional information :-

Gross profit Rs. 4,20,000/-; Average stock Rs. 1,44,000/- and Sales for the year Rs. 16,80,000/-

SECTION II

7. Pass opening entry on the basis of the following information taken from   **5** the basiness of Mr. More; balances at 1ˢᵗ April 2007

Cash at Bank Rs. 80,000/-; Land & Building Rs. 1,00,000/-; Sundry-Debtors Rs. 20,000/-; Laptop and Printer Rs. 40,000/-; Stock Rs. 10,000/-; Creditors Rs. 15,000/- and Bank Loan Rs. 25,000/-

8. From the following information calculate Material Cost variance :   **5**

The actual material cost is 900 units at Rs. 8 per unit and standard material cost is 1000 units at Rs. 6 per unit.

9. Selling price Rs. 10 per unit, variable cost Rs. 2 per unit. Fixed cost   **5** Rs. 40,000/-. What is the Break Even point in units ?

10. Explain the term Just In Time (JIT) inventory system.   **5**

11. What are the merits of preference shares ?   **5**

12. Explain the kinds of capital investment proposals.   **5**

13. Explain briefly the accounting conventions.   **5**

14. Enumerate the limitations of cash flow analysis.   **5**

P09/CP-1002/EE/200811

Information Technology For Managers

Time : Three Hours

Marks : 100

Instructions to Candidates :

1) There are **two** sections.

2) Section I carries **60** marks and Section II carries **40** marks.

3) There are 6 questions in Section I out of which **any four** are to be attempted.

4) Section II has 8 questions and **all** are **compulsory.**

5) Figures to the right indicate full marks.

6) Answers to the two sections should be written in **one** and the **same** answer book.

7) Non-scientific calculator is allowed.

SECTION I

1. Define the term 'computer'. What are the generations of computers ? Explain each generation of computers with their characteristics. **15**

2. List all the input and output devices. Explain for what purpose and how are they used. **15**

3. Explain with two examples the importance and usefulness of multimedia in the world today. **15**

4. What do you mean by an application software ? How is it different from system software ? Explain with a suitable example. **15**

5. What do you mean by 'www' ? List and explain in brief, the usage of 'www' in various fields. **15**

6. What is an Explorer ? What operations can we perform using the Explorer ? **15**

SECTION II

7. List all the features of browsers. **5**

8. Draw and explain the layout of an Excel window. **5**

9. What is a PPP ? What are the features of a PPP ? **5**

10. What is DBMS ? What are the advantages of DBMS ? **5**

11. What is an USB port ? What are the characteristics of an USB port ? **5**

12. How does information technology help to reduce the inventory carrying cost without holding up production due to the non-availability of materials ? **5**

13. How does information technology help to provide a better service to the customer and less clerical work for the staff in the banking field ? **5**

14. Draw the various icons used in the Windows operating system stating their purpose. **5**

Business Law

Time : Three Hours

Marks : 100

Instructions to Candidates :

1) There are **two** sections.

2) Section I carries **60** marks and Section II carries **40** marks.

3) There are 6 questions in Section I out of which **any four** are to be attempted.

4) Section II has 8 questions and **all** are **compulsory.**

5) Figures to the right indicate full marks.

6) Answers to the two sections should be written in **one** and the **same** answer book.

SECTION I

1. State and explain who are competent to enter into a contract. What is the status of a minor's agreement ?   **15**

2. What are the various kinds of agents ? Explain principal's liability for the acts of the agent.   **15**

3. Define "Transfer of Property". What are the essentials and rules regarding transfer of property ?   **15**

4. Who can be a consumer ? Explain the composition, powers and jurisdiction of the State Commission.   **15**

5. What are the various modes for the enforcement of foreign awards ?   **15**

6. Explain the doctrine of 'indoor management'. What are the exceptions to the doctrine of indoor management ?   **15**

SECTION II

7. Explain the various elements visiating a free consent.   **5**

8. When will a surety be discharged from his liability ?   **5**

9. What are the various forms of the negotiable instruments ?   **5**

10. Explain the doctrine of *"ultra-vires"*.   **5**

11. What do you mean by deficiency in a service ?   **5**

12. Explain the procedure for the appointment of an arbitrator.   **5**

13. What are the preventive measures for controlling cyber crimes ?   **5**

14. What are the rights of an unpaid seller ?   **5**

Quantitative Techniques in Management

Time : Three Hours

Marks : 100

Instructions to Candidates :

1) There are **two** sections.

2) Section I carries **60** marks and Section II carries **40** marks.

3) Attempt **any four** questions from Section I.

4) **All** questions are **compulsory** in Section II.

5) Figures to the right indicate full marks.

6) Answers to the two sections should be written in **one** and the **same** answer book.

7) Use of Non-calculator, log tables and statistical tables is allowed.

SECTION I

1. a) Explain the meaning of mutually exclusive dependent and independent events giving examples. **5**

b) Explain the 'stratified sampling' method. **5**

c) Write a note on the 'limitations of queuing theory'. **5**

2. a) Obtain optimum solution to the following transportation problem so as to maximize the profit. (Given is a profit matrix). **10**

Source	Destination				
	A	B	C	D	Supply
1	40	25	22	33	100
2	35	44	30	30	30
3	38	40	28	30	70
Demand	60	20	30	45	

b) Describe the small sample test to examine a null hypothesis **5**

$$H_0 : \mu = \mu_0$$

3. a) From the following data

X_0	X_1	X_2
18	11	10
7	6	5
8	9	7
19	13	14
10	12	10
7	9	5

the equation of least squares regression plane of X_0 on X_1 and X_2 is obtained as $X_0 = 2.37 - 0.60\,X_1 + 1.78\,X_2$.

Using the above equation, find the multiple correlation coefficient $R_{0.12}$ and interpret it.

10

b) Explain in brief, queuing discipline and service mechanism.

5

4. a) Determine the optimum assignment schedule for the following assignment problem. The job A cannot be assigned to Machine '3'. The cost matrix is given below :

10

Machines

Job	1	2	3	4	5	6
A	17	16	—	11	20	15
B	19	17	12	13	15	16
C	13	16	12	12	15	16
D	21	24	15	15	17	22
E	20	22	14	16	21	15

b) Describe the characteristics of normal distribution.

5

5. a) Following are the sample data on measurements of a quality characteristic of a component passing through a manufacturing process on two machines.

10

Machine I :	49	52	51	48	52	51	52	53		
Machine II :	53	51	49	49	48	47	50	50	53	50

Can it be concluded that both machines are producing components with equal average measurement of quality characteristic ? Use 5% level of significance (l.o.s.).

b) Explain the terms :
   i)   Expected Monetory Value (EMV)   5
   ii) Expected Value of Perfect Information (EVPI)

6. a) A sociologist selected a random sample of 180 couples from a   10
   large population of married couples. The attitudes of husband
   and wife towards "women's liberation" were then ascertained.
   Following are the data on husband's and wife's responses.

| | Husband | | |
Wife	Favourable	Indifferent	Against
Favourable	36	29	9
Indifferent	18	45	7
Against	10	9	17

Examine whether the opinions of wives are independent of
husbands. Use 5% l.o.s.

b) A manufacturer produces IC chips, 1.5% of which are defective.   5
   Find the probability that a box of 100 chips contains at most 2
   defective chips. Use $e^{1.5} = 4.481689$.

SECTION II

7. Explain the terms : Type I error, Type II error, Level of significance
   (l.o.s.).   5

8. With usual notation show that

$$P(A \cup B \cup C) = P(A) + P(B) + P(C) - P(A \cap B)$$
$$- P(A \cap C) - P(B \cap C) + P(A \cap B \cap C).$$

     5

9. Four percent of a given lot of manufactured items are defective. What   5
   is the probability that in a random sample of 8 items drawn with
   replacement, at least two are defective ?

10. Describe the large sample test for examining $H_0 : P = P_0$ (specified).   5

11. A manufacturing company produces two types of leather belts, say A and B. Belt A is of superior quality than belt B. Profits on the two types of belts are Rs. 12 and Rs. 7 per belt respectively. Each belt of type A requires twice as much time required by a belt of type B. If all belts were of type B, the company could produce 1,500 belts per day. However, the supply of leather is sufficient only for 1200 belts per day. Belt A requires a fancy buckle and only 600 fancy buckles are available per day. For belt of type B only 1000 buckles are available per day. Formulate the above as a linear programming problem. **5**

12. A certain petroleum company is considering expansion of its own unloading facility at one of its refineries. Ships arriving at the refinery to unload crude oil arrive according to Poisson distribution with mean rate of 5 ships per week. Service rate is also Poisson with average service rate of 8 ships per week. **5**

    a) What is the average number of ships waiting to deliver crude oil ?

    b) What is the average time that a ship must wait before it is taken for unloading ?

    c) What is the average time that a ship spends at the refinery ?

    d) What is the probability that a ship arrived will be taken immediately for unloading ?

13. A coin is weighted so that $P(H) = 2/3$ and $P(T) = 1/3$. The coin is tossed. If head appears then a digit is selected at random from digits 1 to 9; otherwise a digit is selected at random from digits 1 to 5. What is the probability that the digit selected is odd ? **5**

14. Sample of workers from two chemical industries yielded the following results. **5**

	Industry I	Industry II
No. of workers	350	250
Number of workers suffering from lung diseases	33	12

Examine whether the proportion of workers suffering from lung diseases is equal in two industries at 5% level of significance.

P09/CP-1005/EE/200811

Economics for Managers

Time : Three Hours

Marks : 100

Instructions to Candidates :

1) There are **two** sections.
2) Section I carries **60** marks and Section II carries **40** marks.
3) Attempt **any four** questions from Section I.
4) **All** questions are **compulsory** in Section II.
5) Figures to the right indicate full marks.
6) Answers to the two sections should be written in **one** and the **same** answer book.
7) Non scientific calculator is allowed.

SECTION I

1. What is meant by a 'Production Possibilities Frontier' ? What factors determine the production possibility frontier of an economy ? **15**

2. a) Define and state the 'Law of Demand'. Why does a demand curve slope downwards to the right ? **15**

   b) Derive a demand curve from the demand function $Q = 50 - 5\,p$.

3. Show the graphical derivation of TP, MP and AP curves. Explain the three stages of production. **15**

4. Analyse the equilibrium of heterogeneous firms under the conditions of perfect competition in the short run. **15**

5. Describe the various methods of measuring national income. How is a method chosen for measuring national income ? **15**

6. Describe the Keynesian Theory of Intersect Rate. How is the equilibrium rate of interest determined ? **15**

SECTION II

7. Find out equilibrium quantity from demand function $Qd = 150 - 5\,Px$ and supply function $Qs = 10\,Px$. **5**

8. From the following table derive Total Utility (TU) and Marginal Utility (MU) curves and find equilibrium quantity at price Rs. 15. **5**

Units	1	2	3	4	5	6	7	8
Total Utility	30	55	75	90	100	100	90	75

9. Fill in the blanks in the following table of products when the number of workers are increased. **5**

Number of workers	Total Product	Marginal Product	Average Product
1	29	☐	29
2	72	43	☐
3	123	51	☐
4	☐	53	☐
5	225	☐	45
6	☐	39	☐
7	287	☐	☐
8	300	☐	37.5

10. Suppose a production function is given as $Q = f(K, L)$ when inputs K and L are doubled and production function reads as follows. **5**

$$Q = f(2K, 2L)$$

What condition must be fulfilled for the production function to show constant returns to scale ?

11. What is price discrimination ? What are the necessary conditions for a price discrimination to meet with success ? **5**

12. Assuming a price function as $P = 90 - 2Q$ and a cost function $C = 10 + 0.5\,Q^2$, find the profit maximizing output and the price. **5**

13. Suppose structural equations in an open economy are given as follows :   5

$$C = 50 + b \ (Y - 50 - tY)$$
$$I = 100$$
$$G = 50$$
$$T = 50$$
$$X = 10$$
$$M = 5 + 0.1 \ Y$$
$$b = 0.8$$
$$t = 0.2$$

Find :

a)   National income at equilibrium.

b)   Foreign trade multiplier.

14. A machine worth Rs. 500 has a productive life of 4 years. Thereafter, it   5
becomes a junk and has no scrap value. It yields an annual income of
Rs. 200 over its life. Suppose market rate of interest is 10 percent per
annum. Calculate total present value of this income stream over 4 years.

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P09/CP-1006/EE/200811

Management and Organisational Behaviour

Time : Three Hours

Marks : 100

Instructions to Candidates :

1) There are **two** sections.

2) Section I carries **60** marks and Section II carries **40** marks.

3) Attempt **any four** questions from Section I.

4) **All** questions are **compulsory** in Section II.

5) Figures to the right indicate full marks.

6) Answers to the two sections should be written in **one** and the **same** answer book.

SECTION I

1. Comment on the nature and scope of management. Explain in detail, five primary functions of management.   **15**

2. Discuss Henry Fayol's contribution to management. Add a detailed note on MBO.   **15**

3. Elaborate the various factors affecting decision making. Explain the role of MIS in decision making.   **15**

4. Discuss in detail the remedial measures to overcome conflicts between line and staff executives.   **15**

5. Critically analyse McGregor's theory X and theory Y. Explain the scope of theory Y.   **15**

6. Enlist the steps in the corporate planning process. What are the determinants of corporate planning ?   **15**

SECTION II

7.	Define "co-ordination". What are the various types of co-ordination ?	5
8.	Why is social responsibility necessary for business management ?	5
9.	Explain the important factors that contribute to group cohesiveness.	5
10.	Explain any two modern techniques of managerial control.	5
11.	Is strategic planning limited to central management only ? If so, explain.	5
12.	What steps can be taken to overcome communication barriers ?	5
13.	Throw light on the various determinants of an organisational structure.	5
14.	What are the various problems associated with delegation of authority ?	5

P09/CP-1007/EE/200811

Research and Communications Methodology

Time : Three Hours	Marks : 100

Instructions to Candidates :

1) There are **two** sections.

2) Section I carries **60** marks and Section II carries **40** marks.

3) Attempt **any four** questions from Section I.

4) **All** questions are **compulsory** in Section II.

5) Figures to the right indicate full marks.

6) Answers to the two sections should be written in **one** and the **same** answer book.

SECTION I

1. Define the term "Research". Describe the various steps involved in a research process. **15**

2. Explain the types of experimental designs. **15**

3. Explain the types of sampling in detail. **15**

4. State the objectives of communication and explain the importance of communication. **15**

5. What do you mean by "Management Communication" ? Explain the objectives and importance of management communication. **15**

6. "There are many interpersonal barriers that disrupt the effectiveness of a communication process." Discuss. **15**

SECTION II

7.	Enlist the features of a good research.	5
8.	Write any five limitations of marketing research.	5
9.	Write any five techniques of defining a research problem.	5
10.	List any five different methods of primary data collection.	5
11.	List any five advantages of sampling.	5
12.	List any five advantages of E-mail.	5
13.	Define the term 'decoding'.	5
14.	State in brief, the essentials of an effective downward communication.	5

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P09/CP-1008/EE/200811

Production and Operations Management

Time : Three Hours   **Marks : 100**

Instructions for the candidates :

1) There are **two** sections.

2) Section **I** carries **60** marks and Section **II** carries **40** marks.

3) Attempt **any four** questions from Section **I**.

4) In Section **II** all questions are **compulsory.**

5) Figures to the right indicate full marks.

6) Answers to the two sections should be written in **one** and the **same** answer book.

SECTION I

1. Define the term 'operations management'. How is it different from production management ? List and explain in brief, the problems of production and operations management.   **15**

2. What kind of plant layout is suitable for the manufacturing of big containers and TV sets ? Justify your answer.   **15**

3. What do you understand by production planning ? What are the phases of production planning ? Explain each phase in brief.   **15**

4. What is TQM ? What are the pre-requisites of TQM ? What are the benefits of TQM implementation ?   **15**

5. What is Material Management ? What are the objectives and functions of material management ?   **15**

6. Explain in brief, the importance of maintenance. Differentiate between planned and unplanned maintenance with suitable examples of each.   **15**

SECTION II

7. What are the characteristics of a good product design ? **5**

8. What do you mean by 'Value Engineering'. **5**

9. What is PMTS ? Where is it suitable ? **5**

10. What are the limitations of sales forecasting ? **5**

11. For what purpose is operation research used in the marketing field. **5**

12. List the uses of value break even analysis. **5**

13. What is the purchase cycle. **5**

14. What are the advantages of a good plant layout ? **5**

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P09/CP1009/EE/200811

Marketing Management

Time : Three Hours   **Marks : 100**

Instructions for the candidates :

1) There are **two** sections.

2) Section **I** carries **60** marks and Section **II** carries **40** marks.

3) Attempt **any four** questions from Section **I**.

4) In Section **II** all questions are **compulsory.**

5) Figures to the right indicate full marks.

6) Answers to the two sections should be written in **one** and the **same** answer book.

SECTION I

1. Explain the concept of Market. Discuss the different types of markets with suitable examples.   **15**

2. Discuss the limitations of corporate strategic planning and explain the measures for avoiding such limitations.   **15**

3. Describe in detail the process of new product development.   **15**

4. Explain the factors influencing product pricing decision.   **15**

5. Discuss the different buying situations in detail. Justify them with suitable examples.   **15**

6. Explain the nature of services.   **15**

SECTION II

7.	What is a Joint Venture.	5
8.	Explain the concept of 'just in time' purchasing.	5
9.	Elaborate the concept of product mix.	5
10.	Write any five characteristics of publicity.	5
11.	Describe the problems of sales management.	5
12.	Write the meaning and uses on BCG Matrix.	5
13.	What is the 'survey method' with reference to marketing ?	5
14.	Describe the main marketing management tasks.	5

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P09/CP1010/EE/200811

Human Resource Management

Time : Three Hours   **Marks : 100**

Instructions for the candidates :

1) There are **two** sections.

2) Section **I** carries **60** marks and Section **II** carries **40** marks.

3) Attempt **any four** questions from Section **I**.

4) In Section **II** all questions are **compulsory.**

5) Figures to the right indicate full marks.

6) Answers to the two sections should be written in **one** and the **same** answer book.

SECTION I

1. Define Human Resource Planning. Explain the advantages and disadvantages of Human Resource Planning programmes.   **15**

2. Define selection. Explain the steps involved in a selection procedure.   **15**

3. What is training ? Explain in detail, off-the-job training methods.   **15**

4. Define counseling. Explain the types of counseling.   **15**

5. Define motivation. Critically examine Maslow's need priority theory.   **15**

6. What are the important factors in determining the wage structure of an organisation ?   **15**

SECTION II

7. Bring out the differences between positive and negative discipline.   **5**

8. Explain the procedure for redressal of a grievance.   **5**

9. What are the characteristics of collective bargaining ?   **5**

10. Explain any five factors affecting the approaches of IHRM.   **5**

11. Explain the term Quality Circles.   **5**

12. Write any five problems in performance appraisal.   **5**

13. What are the steps in mentoring.   **5**

14. Why is the Human Resource Information System important.   **5**

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