Course: MBA / MBAP
Sub_Code:18MBA101 / 18PTMNG101

1st Semester Regular/Back Examination: 2023-24
SUBJECT: Managerial Economics
BRANCH(S): BA, BM, FM, FM&HRM, GM, HRM, IB, LSCM, MM, MBA, MBA (A & M),
MBA (M&F),RM, MBA(PT)
Time: 3 Hour
Max Marks: 100
Q. Code: N525

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.
The figures in the right hand margin indicate marks.

Part-I

Q1 **Answer the following questions:** (2 x 10)
a) What is derived demand?
b) Discuss two cases of business decision making where managerial economics is used.
c) Write two properties of Isoquant curves.
d) Define Cross elasticity of demand with the help of an example.
e) List the items of the current account of balance of payment account. Also define "balance of trade".
f) What is gross domestic saving?
g) For an increase in the price of a product from Rs.1 to Rs. 2 per unit leads to a decrease in the quantity demanded from 100 to 80 units, then what would be the value of the price elasticity of demand?
h) What are externalities?
i) Differentiate between snob effect and bandwagon effect.
j) Why business class airline tickets cost more than coach-class tickets?

Part-II

Q2 **Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve)** (6 × 8)
a) The co-efficient of price elasticity of demand of a product is 5. When its price is Rs. 10 per unit, its quantity demanded is 40 units. If the price fails to Rs. 5 per unit, how much will be its quantity demanded?
b) What do you understand by non-price discrimination? Discuss who can exercise price discrimination in which market structure.
c) When can we be sure that perfect competition leads to a more efficient use of society's resources than monopoly?
d) Discuss the features of Recession, trough, expansion, and recovery phase of business cycle.
e) Explain the theory of consumer surplus with the help of diagram.
f) What are key differences between perfect competition and monopolistic competition?
g) Enumerate the type of pricing strategies for a new product.

h) A perfectly competitive firm has the following total cost function:

Total output (units)	total cost per unit (Rs.)
0	20
1	30
2	40
3	55
4	68
5	85
6	102
7	119

How much the firm will produce if the price of the product in the market is Rs. 14 per unit? How will it change its output if the price rises to Rs. 18 per unit?

i) Differentiate between short run and long run production function.

j) What are external economies of scale and how do they differ from returns to scale?

k) Explain the law of variable proportions with the help of diagram.

l) What are the effects of inflation? How does it affect product market?

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

Q3 Explain the various economies and dis-economies of scale that accrue to the firm when it expands its scale of production. **(16)**

Q4 Why is it better to keep a check on business cycle? Is it feasible, keeping in view their obvious and inevitable occurrence? Explain. **(16)**

Q5 Define market and market structures. Market structure influences the behavior and performances of firms that sell in the market-justify your answer. **(16)**

Case Study **(16)**

Q6 **Despite stiff increase in tariff by Doordarshan (DD) in March 1987 actual revenue declined.**

This study indicated that the number of small and medium advertisers which was on the increase before the tariff hike has now been on decline. Further there has also been a noticeable shift in favor of 20 and 10 seconds spots from 30 or more second's spots before the hike in tariff. The study found that there has been a steep decline in the actual number of advertisements on Doordarshan. This is across all TV centers and program segments. But it was more significant in the case of channel II of Delhi and Bombay.

The second channel of Bombay DD TV had no advertisements since the increase in tariff as against revenue of Rs. 15,000/- to Rs. 20,000/- per month in the corresponding months of the previous year.

In case of Delhi DD TV's second channel, the number of advertisements declined from a rate of 40 to 65 per month in May to July 1986 to a rate of 12 to none between May to July 1987. Even the actual revenue has fallen. It was about Rs. 55,000/- to Rs. 71,000/- per month in May-June period of 1986. In the current year, however, it developed to Rs. 28,000/- in June and was nil by July 1987.

Questions:

(a) What happened to revenue after tariff hike for advertisement in DD?

(b) Why has revenue declined?

(c) Is the prize-elasticity of demand for DD TV advertisements high/low/zero?

(d) What tariff (or prize) policy should DD follow for TV advertisements?

Total Number of Pages: 02

Course: MBA
Sub_Code: 18MBA104

1ˢᵗ Semester Regular/Back Examination: 2023-24
SUBJECT: Management Principles
BRANCH(S): BA,BM,FM,FM&HRM,GM,HRM,IB,LSCM,MM,MBA,MBA (A & M),MBA (M & F),RM
Time: 3 Hour
Max Marks: 100
Q.Code : N574
Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.
The figures in the right hand margin indicate marks.

Part-I

Q1 **Answer the following questions:** (2 x 10)
a) Define Management in your own words.
b) What is the significance of Management Principle?
c) Why levels of Management are essential and what are the levels?
d) What do you understand by Management School of Thoughts?
e) Name few Managements Guru those contributed to the field of Management.
f) What is a formal organization?
g) What is Organizational Culture? Why it is important?
h) What do you mean by organizing knowledge resource?
i) What is planning and why it is important?
j) Control is one of the important functions in an organization. Do you agree? State in few lines.

Part-II

Q2 **Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve)** (6 × 8)
a) The skills of a manager are important for an organization. What are they? Explain.
b) What is MBO? Elaborate the process of MBO.
c) How do we differentiate between centralization & decentralization? Which is required in modern organization? Explain.
d) Control mechanism is inevitable in the organization. Justify the statement.
e) Participation in Decision making makes an organization more effective and efficient. Comment.
f) What is chain of command? Why it is important? Explain.
g) What is Michael Porter's contribution to the field of Management? Elaborate.
h) In the changed scenario of Business, what are the roles of a manager? Mention in detail.
i) The organization culture makes the Organization distinct from others. Comment.
j) What is process? Why process needs to be controlled in the organization? Justify.

k) What are the basic issues in organizing? What is your view? Elaborate.

l) Does change need to be managed? What are the approaches for change Management?

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

Q3   What are the Managerial functions that you have come across during your learning? Explain each of them in detail.   **(16)**

Q4   Organization structure is different from organization to organization. Why it is so? Explain it with examples.   **(16)**

Q5   Planning is one of the important functions of any organization. What are the different types of planning you are familiar with? Elaborate.   **(16)**

Q6   Give an overview of classical management perspectives. Identify the most important contributors in each of its two branches.   **(16)**

1st Semester Regular/Back Examination: 2023-24
SUBJECT : DECISION SCIENCE
BRANCH(S): BA,BM,FM,FM&HRM,GM,HRM,IB,LSCM,MBA,MBA (A & M),MBA (M & F),MM,RM
Time : 3 Hour
Max Marks: 100
Q.Code : N581
Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.
The figures in the right-hand margin indicate marks.

Part-I

Q1   Answer the following questions: (2 x 10)

a)   The median of 50, 52, 54, X-3, 60, 62, and 65 is 57. Find the value of X.

b)   If the sum of squares of the deviations of 10 observations taken from means 50 is 250. Find the coefficient of variation.

c)   How does the problem of degeneracy arise in a transportation problem?

d)   If the regression coefficient of X on Y is -1/6 and Y on X is -3/2, find correlation coefficient between X and Y and coefficient of non-determination.

e)   Mr. X Either walks to school, or he rides his bicycle. If he walks to school one day, then the next day, he will walk or cycle with equal probability but if he bicycle one day, then the probability that he will walk on the next day is ¼. Express this information in transition matrix.

f)   When does a transportation problem have an optimal solution?

g)   If mean of the observation x+1, x+4, x+5, x+8, x+11 is 10. What is the mean of last three observations.

h)   Give four application areas of assignment problem.

i)   Define the term strategy and optimal strategy with reference to game theory.

j)   A store with one server, 9 customers arrive on an average of 5 minutes. Service is done for 10 customers in 5 minutes. Find average queue length.

Part-II

Q2   Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve)   (6 × 8)

a)   Find the class interval if A.M of the following distribution is 33 and assumed mean is 35.:

Step Deviation	-3	-2	-1	0	1	2
frequency	5	10	25	30	20	10

b)   The figures of weights of boys and girls arestudying in a school are as under:

	Boys	Girls
Number	100	50
Mean Weight	60 Kg	45 kg
Variance	9	4

Calculate the combined Standard Deviation and Which distribution is more variable

c)   The coefficient of rank correlation of the marks obtained by 10 students in statistics and accountancy was found to be 0.8. It was later discovered that the difference in ranks in the two subjects obtained by one of the students was wrongly taken as 7 instead of 9. Find the correct coefficient of rank correlation.

d) For 10 observations on price(X) and supply (Y), the following data was obtained in appropriate unit: $\sum X = 130$, $\sum Y = 220$, $\sum X^2 = 2288$, $\sum Y^2 = 5506$, $\sum XY = 3467$
Obtain the I regression equations and estimate supply when the price is 16 units.

e) What are the steps involved in graphical method of solution in LPP.

f) What are the commonly used methods to obtain initial basic feasible solution of a balanced transportation problem? Give the step wise procedure for one of them.

g) Find assignment cost from the following data:

Machine ⟶ Job ↓	W	X	Y	Z
A	32	38	42	40
B	33	38	40	36
C	35	38	42	40
D	32	38	42	40

h) Define decision tree. Describe its procedure and uses.

i) Two business firms are competing for the market share of a similar product. Thepayoff matrix in terms of their advertising plan through(I) personal contact, (II) newspapers, (III) TV shows, is given below:

CompetitorB

Competitor A	I	II	III
I	10	5	-2
II	13	12	13
III	16	14	10

Find the value of game and suggest optimal strategies for the two firms and the net outcome.

j) A market Survey is made on two brands of breakfastfoods AandB. Every time a customer purchases, he mayby the same brand orswitch to another brand. The transition matrix is given below:

To ⟶ From ↓	A	B
A	0.7	0.3
B	0.6	0.4

At present, it is estimated that 60% of thepeople buy brand A and 40% buy brand B. Determine the market share ofbrand A and brand B in the steady state.

k) In correlation analysis, the value of the Karl Pearson's correlation coefficient and its probable error were found to be 0.90 and 0.04 respectively. Find the value of n.

l) An agricultural company wants to decide which commodity should stock to get maximum profit. It was supplied with the following information. The probability that the monsoon will be excess, normal and deficient is 0.40,0.30, and 0.30. The estimated profit or loss three commodities in respect of these different kinds of monsoon are:

Monsoon	Excess	Normal	Deficient
Rice	10000	–4000	15000
Wheat	4000	–3000	8000
Maize	4000	1000	–1000

Determine the optimal decision using EMV Criteria.

Only Long Answer Type Questions (Answer Any Two out of Four)

Q3   Use simplex method to solve the LPP   (16)

Minimize $Z = X - 3Y + 2Z$

Subject to Constraint: $3X - Y + 2Z \le 7$

$-2X + 4Y \le 12$

$-4X + 3y + 8z \le 10$

$X, Y \ge 0$

Q4   Describe the simulation Process. State the major two reason forusing simulation to   (16)
solve a problem. What are the advantages and disadvantages of simulation?

Q5   Determine the optimal transportation cost from the following table: (16)

	Warehouse				
Plant	W1	W2	W3	W4	Availability
P1	11	20	7	8	50
P2	21	16	10	12	40
P3	8	12	18	9	70
Demand	30	25	35	40	

Q6 **(a)** J.M. Bakers has to supply only 200 pizzas every day to their outletsituated in city   (8)
bazar. The production of Pizza varies due to the availability of raw materials and
labor for which the probability distribution of production by observation made is as
follows:

Production per day	196	197	198	199	200	201	202	203	204
Probability	0.06	0.09	0.10	0.16	0.20	0.21	0.08	0.07	0.03

Stimulate and find the average number of Pizzas produced more than the
requirement and the average number of shortage of pizzas supplied to the
outlet.Using following random numbers 26, 45, 74, 77, 74, 51, 92, 43, 37, 29, 65, 39,
45, 93, 95.

(b) Vehicles are passing through a toll gate at the rate of 70 per hour. The average time   (8)
to pass through the gate is 45 seconds. The arrival rate and service rate follow
Poisson distribution. There is a complaint that the vehicles wait for a long duration.
The authorities are willing to install one more gate is less than 9% and the average
queue length at the gate is more than 8 vehicles. Check whether the installation of
the second gate is justified.

1st Semester Regular/Back Examination: 2023-24
SUBJECT: Marketing Management
BRANCH(S): BA, BM, FM, HRM, GM, IB, LSCM, MM, MBA, RM, MBA (PT).
Time: 3 Hour
Max Marks: 100
Q. Code: N540

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.
The figures in the right-hand margin indicate marks.

Part-I

Q1   Answer the following questions: (2 x 10)
a)   How can you use 80:20 principles in marketing decision making process?
b)   State 4Ps of marketing and write one sentence for each.
c)   How 'market place' and 'market space' is differentiated?
d)   What do you mean by 'market skimming' strategy?
e)   What is 'niche marketing'? Give an example.
f)   What do you mean by 'Guerrilla marketing'? Give an example.
g)   What is a 'Fad' and how does it graphically look like?
h)   What do you mean by 'Co-branding'? Give an example.
i)   What do you mean by 'psychological pricing' of a product?
j)   Who can be called as a 'Full-service wholesaler'?

Part-II

Q2   Only Focused-Short Answer Type Questions- (Answer Any Eight out of   (6 × 8)
      Twelve)
a)   Differentiate selling and marketing concept giving suitable example.
b)   Explain market penetration strategy. List some of the strategies used by retail malls during festival time.
c)   Explain the term product positioning. Explain the punch line "Desh ka namak" from customer point of view.
d)   Differentiate customer satisfaction and customer delight giving suitable examples.
e)   What is mark-up pricing? If the production cost of a product is Rs. 160, the mark-up on sale is 20%, what will be the mark-up price?
f)   Differentiate pull and push strategy in marketing with suitable examples.
g)   Differentiate micro and macro environment and explain how they affect the business of an organization.
h)   Explain briefly, the elements of promotion mix for any product of your choice.
i)   Differentiate between wholesaling and retailing.

j) Explain product-mix of HUL or any other company of your choice.

k) Do consumers behave in the same way while purchasing a kg of sugar and purchasing a cellphone? Justify your answer logically.

l) Digital marketing has gained momentum after COVID19. Illustrate some advantages and disadvantages from seller point of view.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

Q3	Many companies adopt mass marketing approach to multiple segments defined in various ways. Explain the segmentation approaches with its common interest towards marketing of particular product or service to target segment.	**(16)**
Q4	Describe the major steps in new product development process. Highlight the consumer adoption process taking an example of any product or service.	**(16)**
Q5	Sketch the sales and profit life cycles of a product and explain the marketing strategies in each stage taking example of a consumer product.	**(16)**
Q6	Explain the five-stage model of buying decision process with the help of sketch and examples.	**(16)**

Total Number of Pages: 02

Course: MBA
Sub Code: 18MBA103

1st Semester Regular/Back Examination: 2023-24
SUBJECT: Organizational Behaviour
BRANCH(S): BA, BM, FM, FM&HRM, GM, HRM, IB, LSCM, MM, MBA, MBA
(A & M), MBA (M & F), RM
Time: 3 Hour
Max Marks: 100
Q.Code: N552
Answer Question No.1 (Part-I) which is compulsory, any eight from Part-II and any two
from Part-III.
The figures in the right hand margin indicate marks.

Part-I

Q1   Answer the following questions: (2 x 10)
 a)   How perception can be reflected?
 b)   What do you mean by stereotyping?
 c)   How a leader brings team effectiveness?
 d)   How attitude and behaviour related?
 e)   What do you mean by corporate culture?
 f)   Who is a member of work team?
 g)   What do you mean by emotional stimulus?
 h)   How group behaviour is reflected?
 i)   What is big five personality model?
 j)   Write a short note on attribution.

Part-II

Q2   Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve)   (6 × 8)
 a)   How significant is personality in performance?
 b)   How do group dynamics impact the performance of employees?
 c)   What are the factors affecting perceptual biases?
 d)   How emotional intelligence helps to take better organizational decision?
 e)   How emotions play a role at workplace?
 f)   What are the innovative approaches in contemporary leadership?
 g)   Discuss process of motivation with example.
 h)   What are different types of groups and their necessity in organizations?
 i)   Discuss Kurt Lewin's three step process of change.
 j)   What are the indicators of effectiveness of a team?
 k)   Organizational behaviour has multifaceted dynamics. Comment.
 l)   Discuss how to bring attitudinal change among employees.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

Q3   Elucidate different OB framework. How individual and organizational behaviour reciprocate each other?   **(16)**

Q4   What are the various theories of leadership? Explain the leadership strategies in contemporary business world.   **(16)**

Q5   Elucidate how the content and process theories describe motivation.   **(16)**

Q6   What is personality and job fit theory? Discuss the application of personality test in organizational success.   **(16)**

1st Semester Regular/Back Examination: 2023-24
Business Environment & Ethics
BRANCH(S): BA, BM, FM, FM&HRM, GM, HRM, IB, LSCM, MBA, MBA (A & M),
MBA (M & F), MM, RM
Time: 3 Hours
Max Marks: 100
Q. Code: N637
Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two
from Part-III.
The figures in the right hand margin indicate marks.

Part-I

Q1 **Answer the following questions :** (2 x 10)
a) Write a short note on biodegradable waste.
b) What do you mean by SWOT analysis?
c) What do you mean by liberalisation?
d) Macro environment is so dynamic. Comment.
e) Who are the market intermediaries?
f) What is a technological disruption?
g) What is the role of technological forecasting?
h) What do you mean by ethical leadership?
i) Write a short note on social system.
j) How man-made disasters can be best described?

Part-II

Q2 **Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve)** (6 × 8)
a) How business leaders can ensure ethical practices in entire organization?
b) Discuss the importance of industrial waste management?
c) Ethics boost the reputation of any business as well as financial yield. Analyze.
d) What are best possible steps to manage municipal wastage?
e) How global environment impact all business enterprises?
f) What are the internal and external determinants of business ethics?
g) Distinguish ETOP analysis from PESTLE analysis with example.
h) How the trends and patterns in the society influence business decision?
i) What are the government regulations that impact different industries?
j) Environmental scanning is the foremost step of undertaking any business. Comment.
k) How different culture and ethnicity affect the HR decisions in a multinational firm.
l) Personnel department should endure ethics in policies and practice. Comment.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

Q3 How corporate culture manifested in ethical behaviour of employees at workplace? **(16)**

Q4 Discuss how the dimensions of business environment determine the very success of an organization. **(16)**

Q5 Elucidate the central and state level policies for industrial growth in India. **(16)**

Q6 Critically examine the measures to minimize the effect of pollution due to growth of industries. **(16)**

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two
from Part-III.
The figures in the right hand margin indicate marks.

Part-I

Q1   **Answer the following questions:**   (2 x 10)

a)   What is a Resumé? What are its types?

b)   What is Proxemics?

c)   Fill in the blanks with the appropriate verb form:
   1.   We _____ (stay) in this house since 2001.
   2.   People in the ancient times _____ (Think) that the earth was flat.

d)   What is glossophobia?

e)   What is etiquette? Cite two mobile etiquette that you need to follow in an organisation.

f)   Mention the steps to be followed in a business conversation.

g)   Define LSRW.

h)   Are the following sentences correct? Give reason.
   1.   The scissors is on the table.
   2.   He will go to the Paris next year.

i)   What are the sub-skills of reading?

j)   What is grapevine communication?

Part-II

Q2   **Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve)**   (6 × 8)

a)   Explain the process of communication. Why is the two-way communication model effective?

b)   What are various barriers to listening? How can you improve your listening skills?

c)   What are various reading faults? How can you correct them?

d)   Your organisation is facing severe voltage fluctuation problem. Assuming that you are the head of the organisation, write a letter to Tata Power Authorities about the issues faced and the solution you need.

e)   You have opened a wholesale-cum-retail grocery mart. Write a sales letter to the potential buyers persuading them to buy products from your mart.

f) You are working as the Sales Manager of an automobile company. There is a decrease in sales in the last six months. Write a report to the CEO of the company after conducting a survey.

g) How do you prepare for a GD. Explain?

h) You are the factory manager of YOYO TMT LTD. Your company has received a huge order from L&T IDPL. You have two tasks in hand:

    a) Write a memo to motivate the employees to work overtime to achieve the target.

    b) Write a letter to the Director (Projects), L&T IDPL expressing your gratitude for giving you the order.

i) What is persuasive writing? Discuss some methods used for making communication persuasive.

j) What is formal communication? What are its types?

k) Why is knowledge of Kinesics necessary in communication? Explain with examples.

l) Differentiate between a speech and a debate. Write a 2-minute script on the topic "Profit maximization should not be the sole motto of an organisation" to substantiate the difference.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

Q3 Communication can be divided into various categories and types. Elucidate the statement with appropriate examples. **(16)**

Q4 Explain the barriers to communication. How can the barriers be reduced? **(16)**

Q5 As a fresh MBA graduate, apply for a suitable position with your Resumé to HDFC Bank. The letter should be addressed to: **(16)**
The Head HR (Talent Acquisition)
HDFC Bank, Corporate Office, Mumbai - 37

Q6 Managers should be skilled to make effective presentations. Do you agree? Substantiate. Give an illustration of PPT that you may use for presenting the topic, "Organisational Communication". **(16)**

1ˢᵗ Semester Regular/Back Examination: 2023-24
SUBJECT: Financial Accounting and Analysis
BRANCH(S): BA, BM, FM, FM&HRM, GM, HRM, IB, LSCM, MM, MBA, MBA (A & M), MBA (M & F), RM
Time: 3 Hour
Max Marks: 100
Q.Code : N615
Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.
The figures in the right hand margin indicate marks.

Part-I

Q1	Answer the following questions:	(2 x 10)

a) Who are the inside users of accounting information? Why do they need this?
b) Explain cyclical nature of Business.
c) What basic documents and records the accounting system should maintain and why?
d) What are accounting standards? What are its advantages?
e) What financial statements should be mandatorily prepared and presented to the shareholders?
f) Explain three types of accounts as per traditional approach of accounting.
g) Discuss the five parts of modern approach of accounting.
h) Do you think the word 'debit and credit' signifies any meaning? How it is to be interpreted?
i) Explain the concepts of materiality and consistency in preparation of financial statements.
j) Explain the treatment of capital receipts and revenue receipts in financial accounts.

Part-II

Q2	Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve)	(6 × 8)

a) From the following information calculate the stock at the end of the year:
Opening stock: Rs.   62,000
Purchases: Rs. 4,20,000
Sales: Rs. 6,00,000
Rate of gross profit on cost: 33.33%

b) Write short notes on
   I. Price-earnings Ratio and
   II. Debt-equity ratio

c) Give examples of cash inflows and outflows with respect to
   (i) Operating activities
   (ii) Investing activities
   (iii) Financing activities

d) Prepare Vertical Balance sheet from the financial information of Shreyas Ltd as at 31 March 2023 are as follows:

Particulars	Amount Rs	Particulars	Amount Rs
Share Capital	6,50,000	Goodwill	25,000
Capital Reserve	2,500	Land	1,29,000
General reserve	1,20.410	Lease hold premises	1,50,000
Contingency reserve	42,500	Plant	2,34,395
Profit and Loss account	18,777	Furniture	8,575
5% Debentures	1,57,500	MF liquid Scheme	71,400
Sundry creditors	73,900	units	1,96,770
Proposed dividend	75,000	Stock	2,03,942
Provision for taxation	25,000	Debtors	1,21,280
Preliminary Expenses	1,550	Cash and Bank	23,675
		Advance Tax	

e) Discuss the limitations of Ratio analysis.

f) Discuss the ratios the following managers make use of in discharging their duties
  i. Production Manager
  ii. Sales Manager
  iii. Financial Manager

g) Transactions of Omnis Cab company for the year ended 31.12.2023 include the following. Calculate the company's net cash flow used in investing and financing activities.

1	Borrowed from Bank and purchased Land	Rs. 4,00,000
2	Sold investment securities	Rs. 7,00,000
3	Paid dividends	Rs. 3,00,000
4	Issued 500 equity shares	Rs. 3,50,000
5	Purchased Machinery and Equipment	Rs 1,75,000
6	Bank Loan Paid	Rs. 6,50,000
7	Paid accounts receivables outstanding	Rs. 1,00,000
8	Accounts payable increased	Rs.1,90,000

h) Explain the types of adjusting entries to be made in accounts in respect of the following:
  a. Outstanding expenses
  b. Outstanding income
  c. Expenses paid in advance.

i) Determine the nature of accounts from the following transactions. State which account should be debited and which account should be credited in the following format:

Transactions	Accounts involved	Types of Accounts (Modern approach)	Rules of Debit and credit
1. Salary Paid
2. Interest received
3. Machines purchased for cash
4. Building sold
5. Commission paid
6. Owner brought capital			

j) How do you prepare a balance sheet of a company according to
  i. Order of Permanency?
  ii. Order of Liquidity?

k) Write a short note on Buy back of shares.

l) The building account of R S High School is Rs. 7,50,000 in the financial records. The following expenses were incurred on the building during the year. You are required to state how these items are to be treated in the books
   a. Construction of a common room for students amounting to Rs. 20,000
   b. Repairing cost of school benches and the tables amounting to Rs. 1,500
   c. Whitewashing cost amounted to Rs. 15,000
   d. Demolition cost of an old structure amounted to Rs. 7,500 and rebuilding cost amounted to Rs. 1,05,000.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

Q3 Two sisters formed a company on 1st January, 2018, each of them investing (16) Rs. 1,00,000 and receiving 1000 shares of the company's capital stock in exchange. The company issued no more shares during next 3 years. On 1st January, 2021, the company has total assets of Rs. 12,00,000 and total liabilities of Rs. 6, 40,000. During 2021, the company issued 100 additional shares of its capital stock to a friend of the two sisters, receiving in exchange Rs. 60,000 in cash. Cash dividends amounting to Rs 2,40,000 were declared and paid during the year. On 31.12.2021, the company had assets amounting to Rs. 14,00,000 and liabilities of Rs. 6,80,000.
   a. Calculate the net income for the year 2021
   b. Present the owner's equity section of the company's balance sheet on 31.12.2021
   c. Suggest what types of books of accounts the company should maintain for proper disclosure.

Q4 The following information are available from the accounts of Global systems Ltd: (16)
Current Ratio = 2.5:1
Fixed Assets Turnover Ratio = 2 times
Liquidity ratio = 1.5:1
Average Debt collection Period = 2 months
Net working Capital = Rs. 3,00,000
Stock Turnover Ratio = 6 times
Gross Profit ratio = 20%
Fixed assets to shareholders net worth = 1:1
Reserves: Share Capital = 0.5:1
Draw up the Balance sheet from the above information.

Q5 What are the different methods used for the analysis and interpretation of financial (16) statements? Explain each of it in detail.

Q6 What do you mean by GAAP? Discuss the following (8x2)
   a. Fundamental accounting assumptions
   b. Fundamental accounting policies

Total Number of Pages: 02

Course: MBA
Sub_Code: 18MBA108

1st Semester Regular/Back Examination: 2023-24
SUBJECT: Business Law
BRANCH(S): BA, BM, FM, FM&HRM, GM, HRM, IB, LSCM, MM, MBA, MBA (A & M),
MBA (M & F), RM
Time: 3 Hour
Max Marks: 100
Q.Code: N635
Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two
from Part-III.
The figures in the right hand margin indicate marks.

Part-I

Q1		Answer the following questions:	(2 x 10)

	a)	Intention to create legal relations
	b)	Counter offer
	c)	Undue influence
	d)	Bilateral Mistake
	e)	Quantum meruit
	f)	Rights in rem and Rights in personam
	g)	Statutory corporation
	h)	Future goods and contingent goods
	i)	Agency by holding out
	j)	Legal bodies for redressal of consumer grievances

Part-II

Q2		Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve)	(6 × 8)

a) A made a proposal to B by post. B died before the letter reached him. B's son accepted the proposal as he knew about the positive intent of his father. Is A bound by the acceptance by B's son?

b) X saves Y's property from fire intending to do so gratuitously. Subsequently, he claims compensation from Y on the ground that Y enjoyed the benefits of X's act. Can X succeed under quasi contract?

c) M a merchant of Odisha, agreed to sell 100 bags of Sugar to B, a merchant of West Bengal, and received Rs 2,00,000/- as an advance payment. When the performance was due for delivery, the Government of Odisha issued a ban order of any transfer of sugar from Odisha to any other state except on government account. B is aggrieved because of breach of contract by M. What are the rights of B?

d) Describe the agreements which are declared void under the law of contract.

e) What is corporate personality? On what grounds corporate personality is disregarded by Court of Law? Explain.

f) Discuss the legality of contracts entered by minor citing famous cases.

g) What are the different forms of damages an aggrieved party in a contract can claim against a defaulting party in the contract? Explain.

h) Can an unemployed youth file a consumer case if he uses his car for taxi purpose after taking loan from bank and the car proves to be defective after a few months? Will your answer be different if he himself drives the vehicle?

i) Give examples of gratuitous and non-gratuitous bailment. Explain the rights and responsibilities of a bailor.

j) Y selects certain furniture in a shop. The price is settled. He arranges to take delivery of the furniture the next day and agrees to pay on the first of the next month. The furniture was destroyed by fire the same night. Is Y still liable to pay the price? Give reasons.

k) X handed over 100 quintals of butter to a road transport company Z Ltd. to be delivered to B who stays at Bangalore. In transit the trucks were held up due to landslide at a spot and no movement was anticipated within one week. Z Ltd sold away the butter to the local businessmen. Discuss the roles, and liabilities of
   i. Z Ltd
   ii. B
   iii. X

l) Narrate the differences between public company and private company.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

Q3 An agreement is not a contract per se. It has to pass through certain tests. What are they? Explain the same with case examples. (16)

Q4 What are the different modes of terminating a contract? Describe the same. (16)

Q5 What are the essential features of a company? (16)

Q6 Who is an unpaid seller? Write his rights against the person and against the goods. (16)