

1st Semester  
Repeater.



DS 01

**Master of Business Administration (M.B.A.) (Semester – I) (Repeater)  
Examination, June 2018  
(Under Distance Learning)**

**ORGANIZATIONAL BEHAVIOUR**

Date : 9-6-2018

Time : 10.30 a.m. to 1.30 p.m.

Total Marks : 70

**Instructions :** 1) Answer **any 5** questions from the following.  
2) **All** questions carry **equal** marks.

1. Define organizational behavior and discuss how people, structure, technology and the environment affect each other.
  2. Explain the all stages of Hawthorne's experiment along with its conclusions.
  3. Define Perception. Discuss what are the factors affecting perception.
  4. Define team. Explain the stages of formation of team and importance of team work.
  5. Define "Change". Explain the reasons for resistance of implementing "Change" in organization.
  6. Define the term Personality. What are the determinants of personality ?
  7. Explain the different styles of leadership along with its example.
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**Master of Business Administration (M.B.A.) (Semester – I) (Repeater)**  
**Examination, June 2018**  
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**RESEARCH METHODOLOGY**

Date : 10-6-2018

Total Marks : 70

Time : 10.30 a.m. to 1.30 p.m.

**Instructions :** 1) Answer **any 5** from the following.  
2) **All questions carry equal marks.**

1. What is research methodology ? Discuss various types.
2. What is measure of Dispersion ? Explain its various types.
3. What do you mean by 'Sample Design' ? What points should be taken into consideration by a researcher in sample design for any research project ?
4. What are the important steps of data preparation process ? Explain in detail.
5. What is Chi-Square test ? Explain the significance in statistical analysis of any research problem.
6. What is questionnaire ? What are the points to be considered before framing it ? Also discuss various types.
7. What are the classifications of measurement scales ? Explain with examples.
8. Find mean of the following figure :

30	41	47	54	23	34	37	51	53	47
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**M.B.A. (Semester – I) (Repeater) Examination, June 2018  
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**PRINCIPLES AND PRACTICES OF MANAGEMENT**

Date : 11-6-2018

Time : 10.30 a.m. to 1.30 p.m.

Total Marks: 70

**Instructions :** 1) Answer **any 5** from the following.  
2) **All** questions carry **equal** marks.

1. Define management. Explain functions of management.
  2. What is organizational structure ? Why hierarchical structure is necessary ?
  3. Explain various leadership styles. Why autocratic leadership is obsolete in current scenario ?
  4. Explain in detail Theory X and Y.
  5. What is planning ? Explain various steps.
  6. Why co-ordination is important in organization ? Mention different tools of it.
  7. Write notes on **any three** of the following :
    - a) MBO
    - b) Management of stress
    - c) Formal and informal groups
    - d) Steps in decision making.
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**Master of Business Administration (MBA) (Semester – I) (Repeater)**  
**Examination, June 2018**  
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**MANAGEMENT ACCOUNTING**

Date : 12-6-2018

Time : 10.30 a.m. to 1.30 p.m.

Total Marks : 70

- Instructions:** 1) Answer **any five** questions.  
2) **All** questions carry **equal** marks.  
3) **Scientific calculator is not allowed.**

1. Define Management Accounting ? Discuss its significance and scope.
  2. Write short notes on (**any two**) :  
Budget  
Marginal Costing  
Annual Report
  3. From the following transactions post journal entries in the books of ABC Ltd. 2018  
01-04 Purchased goods from XYZ and Co. on 1 month credit Rs. 1,25,000  
05-04 Sold goods to Ameya on 1 month credit Rs. 50,000  
08-04 Paid salary by cheque Rs. 15,000  
10-04 Rent paid by cash Rs. 25,000  
15-04 Received commission by cheque Rs. 5,000  
20-04 Ameya returned goods Rs. 4,000  
25-04 Deposited in Bank Rs. 7,000
  4. What is Costing ? What are the important aspects of Cost ?
  5. Fixed cost = Rs. 40,000  
Profit = Rs. 20,000  
BEP = Rs. 80,000  
Calculate :
    - 1) P/v ratio
    - 2) Sales
    - 3) Margin of safety.
  6. Explain the difference between Financial Accounting and Cost Accounting.
  7. What is ABC analysis ? Explain it with an example.
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MANAGERIAL ECONOMICS**

Date : 13-6-2018

Total Marks : 70

Time : 10.30 a.m. to 1.30 p.m.

**Instructions :** 1) Answer **any 5** questions.  
2) **All** questions carry **equal** marks.

1. "Managerial economics is useful to formulate business decisions and policies". Justify this statement.
  2. What are the objectives of pricing policies ? Illustrate the various pricing strategies used by the seller.
  3. What are the statistical methods of demand forecasting ? Give few criteria for a good forecasting method.
  4. What do you mean by Production Cost ? What are the factors of Production ?
  5. How do you define National Income ? What are the difficulties in measuring national income ?
  6. Elucidate the concept of consumers surplus and law of diminishing marginal utility giving proper examples.
  7. Write short notes (**any two**) :
    - a) Inflation
    - b) Theory of trade cycle
    - c) Monopolistic competition.
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**M.B.A. (Semester – I) (Repeater) (Under Distance Learning)  
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**BUSINESS COMMUNICATION**

Date : 14-6-2018

Time : 10.30 a.m. to 1.30 p.m.

Max. Marks: 70

**Instructions :** 1) Answer **any five** questions.  
2) **All** questions carry **equal** marks.

1. "Communication cycle starts with sender and ends with sender" explain this statement with the help of process of communication cycle.
  2. Discuss the objectives of communication. Elaborate the type of knowledge you require in communication.
  3. Describe how individuals behave in group. Explain the importance of values in communication.
  4. What are the different types of interviews ? As a interviewee how you will prepare for interview ?
  5. Write an essay on voice media tools.
  6. "Writing skills require deep knowledge about the subject and creativity". What steps you will follow to increase your writing skills ?
  7. Write short note (**any two**) :
    - a) Lectures.
    - b) Conflict resolution.
    - c) Periodical.
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