I Semester M.B.A. Examination, June/July-2008
Management
Course-01: MANAGEMENT THEORY AND PRACTICE

Time:3 Hours   **Max. Marks: 75**

1. Answer **all** the sub-questions. **Each** sub-question carries **two** marks.

SECTION - A

(5X2=10)

a) What is MBO?

b) Define the word planning.

c) What do you mean by functional organization?

d) What is meant by graprevine?

e) What are business ethics?

SECTION – B

Answer **any two** questions. **Each** question carries **10** marks.   (2X10=20)

2. Briefly explain the contribution of F.W.Taylor to the world of management.

3. Define forecasting. Explain different forecasting techniques.

4. What do you understand by organizing? What are the important principles of a sound organizing?

5. What are the common barriers to communication in an organization? How can these be overcome?

SECTION - C

Answer **any three** questions. **Each** question carries **15** marks.   (3X15=45)

6. Critically examine the social responsibilities of business organizations in a contemporary environment.

7. What is decision making? Contrast programmed and non-programmed decisions and give examples of each.

8. Why was the trait approach a logical attempt to understand leadership? What did trait studies reveal about leadership?

9. Define the word motivation. Explain any of the motivation theories.

10. Why control is needed? Discuss the steps in the control process.

11. What is information and why is it important to effective managerial planning, decision making and control?

I Semester M.B.A. Examination, June/July-2008
Management
Course-02: Managerial Economics

Time:3 Hours   **Max. Marks: 75**

1. Answer **all** the sub-questions. **Each** sub-question carries **two** marks.

SECTION - A

(5X2=10)

a) State the factors influencing managerial decisions.

b) State the law of demand.

c) What do you mean by perfect competition?

d) What is demand forecasting?

e) What is equilibrium of firm and industry?

SECTION – B

Answer **any two** questions. **Each** question carries **10** marks.   (2X10=20)

2. Explain how market demand is derived from individual demand.

3. Describe the concept of cross elasticity of demand.

4. What are the criteria for good forecasting method?

5. Describe the different types of market structures.

SECTION - C

Answer **any three** questions. **Each** question carries **15** marks.   (3X15=45)

6. ''Is managerial economics a positive or normative science''? Discuss.

7. Discuss the significance of demand analysis to a manager.

8. Explain the 'Trend projection' method and 'collective opinion' method of demand forecasting.

9. Describe various factors affecting pricing of multiple products and spares.

10. Explain the various profit theories.

11. 'Monopoly price need not necessarily be high''. Examine this statement theoretically and indicate some cases in practice.

I Semester M.B.A. Examination, June/July-2008

Management
Course-04: ORGANISATIONAL BEHIVOUR

Time:3 Hours   **Max. Marks: 75**

1. Answer **all** the sub-questions. **Each** sub-question carries **two** marks.

SECTION - A

(5X2=10)

a) What do you mean by human engineering?

b) Distinguish between values and attitudes.

c) What are the problems in group decision making?

d) List out the indicators of high and low morale.

e) What are different concepts of 'self'?

SECTION – B

Answer **any two** questions. **Each** question carries **10** marks.   (2X10=20)

2. Define personality and explain the reasons for individual differences.

3. What are the reasons for group formation? Explain the qualities of highly productive groups.

4. Describe the forces that influence organizational behaviour.

5. Discuss the different techniques of handling distance to change at individual and organisational levels.

SECTION - C

Answer **any three** questions. **Each** question carries **15** marks.   (3X15=45)

6. Describe the process of organisational development.

7. ''Job satisfaction is an attitude of employees towards their job, it can be measured and altered''- discuss.

8. Define conflict and explain it's various types and their impact on organisations.

9. Define organisational culture and explain the properties of Indian organisations in comparison with that of MNCs.

10. Explain the various theories of learning.

11. What is group thinking? Explain it's determinants and impact on group decision making.

I Semester M.B.A. Examination, June/July-2008
Management
Course-05: QUANTITATIVE TECHNIQUES

Time:3 Hours   **Max. Marks: 75**

Note: Simple Calculators are **allowed.**

SECTION - A

1. Answer **all** the sub-questions. **Each** sub-question carries **two** marks.

                                                                              (5X2=10)

    a) State the objectives of classification of data.

    b) What do you mean by quota sampling?

    c) What is standard deviation?

    d) Define the term subset.

    e) What is analysis of variance?

SECTION – B

Answer **any two** questions. **Each** question carries **10** marks.   (2X10=20)

2. Describe the points you would consider in drafting a questionnaire.

3. Define probability. How is it useful in managerial decision- making?

4. In a class of 70 students, 30 students have taken Mathematics as optional paper. 20 have taken Mathematics but not Economics. Find the number of students who have taken Mathematics and Economics and those who have taken Economics but not Mathematics.

5. The managerial revenue function of a product is given by MR=500-0.01 x and the marginal cost function is given by MC=100 + 0.006x. The fixed cost is Rs. 1,50,000. Find the profit function.

SECTION - C

Answer **any three** questions. **Each** question carries **15** marks.   (3X15=45)

6. Explain the various methods of collecting primary data pointing out at their merits and demerits.

7. Obtain the line of regression of Y on X for the following data:

Age (Year) X:	66	38	56	42	72	36	63	47	55	45
Blood Pressure Y:	142	124	147	125	160	118	149	128	150	124

Estimate the blood pressure of a man whose age is 50 years.

8. The mean life time of sample of 100 fluorescent light tubes produced by a company is computed to be 1570 hours with a standard deviation of 120 hours. The company claims that the average life of the tubes produced by the company is 1600 hours. Using the level of significance of 0.05 is the claim acceptable?

9. The customer accounts at a certain departmental store have an average balance of Rs. 1,200 and a standard deviation of Rs.400. Assuming that the account balance are normally distributed:

    i) Find the proportion of accounts whose balance is more than Rs.1,500.

    ii) What proportion of the accounts is between Rs.1,000 and Rs.1,500?

    iii) What proportion of the accounts is more than Rs.1,000 by less than Rs.1,200?

10. 'Sampling is necessary under certain conditions'. Do you agree? Why? What are the well known of this concept in business.

I Semester M.B.A. Examination, June/July-2008
Management
Course-05: BUSINESS ETHICS AND VALUES

Time:3 Hours   **Max. Marks: 75**

1. Answer **all** the sub-questions. **Each** sub-question carries **two** marks.

SECTION - A

(5X2=10)

a) State two factors influencing business ethics.

b) Give the meaning of business ethics.

c) What is ethics hotlines?

d) What is meant by ethics in HRM?

e) What is intellectual property rights?

SECTION – B

Answer **any two** questions. **Each** question carries **10** marks.   (2X10=20)

2. Discuss the theories of business ethics in brief.

3. Explain the legislation enforcing the ethical conduct.

4. How do you reduce the sexual harassment in work place? Discuss.

5. Explain how unethical practice could find a place in finance and accounting.

SECTION - C

Answer **any three** questions. **Each** question carries **15** marks.   (3X15=45)

6. Discuss the ethics practised in advertisement in the competitive area.

7. Explain ethics in HRM, which you could observe in BPOS and call centres.

8. Discuss the ethical principles governing global business.

9. Explain the ethics in production and operation management with reference to MNCs.

10. Give an account on ethics in the globalisation process.

11. Discuss the source of ethics.