

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A. (Health Care Management)

BUS HCM 08—HEALTH CARE ECONOMICS

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weightage

Part A

*Answer all the questions.
Each question carries 1 weightage.*

1. What is 'Law of Demand' ?
2. Define 'Discounting Principle'.
3. Expand 'NRHM'.
4. Define the term 'Utility'.
5. What you mean by 'Break Even Point' ?
6. Define Equilibrium of a Market.

(6 × 1 = 6 weightage)

Part B

*Answer any four questions.
Each question carries 3 weightage.*

7. What are the determinants of demand ?
8. Explain the law of variable proportion
9. What is the difference between Isocost and Isoquant ?
10. What are the methods of economic evaluation ?
11. Give two examples of externalities in the health care system.
12. What are the indicators of health care ?

(4 × 3 = 12 weightage)

Part C

*Answer any three questions.
Each question carries 4 weightage.*

13. What are the various stages of law of variable proportion ?
14. Explain the various demand determinants of health care service.

Turn over

15. Explain the indices of Human Development.
16. Explain the features of monopolistic competition.
17. Define equilibrium of a market. Describe the forces that move a market towards its equilibrium.

(3 × 4 = 12 weightage)

Part D

Answer the compulsory questions.

Question carries 6 weightage.

18. Do you want the health care to be in the hands of private or public sector? Which you prefer and why?

(1 × 6 = 6 weightage)

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A. (Health Care Management)

BUS HCM 07—ACCOUNTING FOR HEALTHCARE MANAGERS

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weightage

Part A

Answer all sub questions.

Each question carries 1 weightage.

1. Define Financial Accounting.
2. What is Book Keeping ?
3. What is Cash flow statement ?
4. Define VAT.
5. What is Tally ?
6. Write a note on Current ratio.

(6 × 1 = 6 weightage)

Part B

Answer any four of the following questions.

Each question carries 3 weightage.

7. Explain the Conventions of Accounting.
8. What is GAAP ? What are the concepts of GAAP ?
9. Explain the tools to analyse the financial statements.

10. Journalize the following transactions :

Date	Transactions	Amt. (Rs)
1-2- 2018	Mr. Satish Started business with cash Rs 20000 and goods worth	5,000
2- 2- 2018	Bought goods from Shyam	2,000
4- 2-2018	Purchased from Sunil stores for cash	500
5-2- 2018	Sold Goods for cash	700
8-2-2018	Purchased Goods for cash	200
10-2-2018	Paid Cartage	50
14-2-2018	Sold Goods on credit to Mohan	250
21-2-2018	Withdrew money from business for private use	50
22-2-2018	Mohan returned goods	30
25-2-2018	Cash sales	250
27-2-2018	Paid sundry expenses	50
28-2-2018	Paid Office Salaries	750

11. Explain the special practices in Hospital Accounting.
12. A company sells goods for Rs. 5,00,000 out of which Rs. 1,00,000 is the cash sales and rest is credit sales. The debtors in the beginning and at the closing were Rs. 60,000 and Rs. 1,00,000 respectively. Calculate Debtor turnover ratio.

(4 × 3 =12 weightage)

Part C

Answer any **three** of the following questions.
Each question carries 4 weightage.

13. What is the statutory compliance of Income Tax ? Explain.
14. Explain the Accounting Standards in India.
15. What are financial statements ? Explain the objectives and elements of Financial Statements.

16. From the following information Prepare Funds Flow Statement :

<i>Liabilities</i>	31-12-2017	31-12-2018	<i>Assets</i>	31-12- 2017	31-12-2018
	Rs.	Rs.		Rs.	Rs.
Share capital	3,00,000	4,00,000	Plant and Machinery	50,000	60,000
Reserves and Surplus	15,000	30,000	Furniture and Fixtures	10,000	15,000
Creditors	1,00,000	70,000	Stock	85000	1,05,000
			Debtors	160000	1,50,000
			Cash	110000	1,70,000
Total	4,15,000	5,00,000	Total	4,15,000	5,00,000

17. Write a note on Human Resource Accounting in Health Care Management.

(3 × 4 =12 weightage)

Part D

Answer the compulsory question.

The question carries 6 weightage.

18. Prepare the Financial Statements from the balances of Shivani as on 31-03-2018 :

Particulars	Debit Rs.	Credit Rs.
Capital	-	5,00,000
Stock 01-04-2017	1,90,000	-
Machinery	1,20,000	-
Furniture	40,000	-
Purchase and Sales	12,85,000	18,60,000
Returns	20,000	2,5000
Debtors and Creditors	1,62,000	39,000
Investments	80,000	-
Freight Charges	28,000	-
Wages	1,60,000	-

Turn over

Particulars	Debit Rs.	Credit Rs.
Salaries	69,000	-
Rent	24,000	-
Life Insurance Premium	20,000	-
Fire Insurance Premium	6,000	-
Printing and Stationery	6,500	-
Commission received	-	22,000
Drawings	60,000	-
Discounts	22,000	38,000
Trade Expenses	19,300	-
Advertisements	15,000	-
Bad Debts	4,200	-
Provision for Bad Debts 01-04-2017	-	6,500
Goodwill	1,00,000	-
Cash at Bank	45,000	-
Cash in Hand	14,500	-
Total	24,90,500	24,90,500

Adjustments :

- Stock on 31-03-2018 was valued at Rs. 2,60,000.
- Wages due but not paid Rs. 10,000.
- Fire insurance premium paid in advance Rs. 1,500.
- Write off bad debts Rs. 2,000 and Create RBD at 5%.
- Provide interest on capital at 9% per annum.
- Interest accrued on investment Rs. 8,000.
- Goods purchased but not entered Rs. 30,000.
- Depreciation Machinery at 15% and furniture at 10% per annum.

(1 × 6 = 6 weightage)

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A. (Health Care Management)

BUS HCM 06—QUANTITATIVE TECHNIQUES

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weightage

Part A

*Answer the following questions.
Each question carries 1 weightage.*

1. What do you mean by a frequency curve ?
2. Define mutually exclusive events.
3. Given a population with standard deviation of 8.6. What sample size is needed to estimate the mean population within ± 0.5 with 99% confidence ?
4. Explain the role of correlation with suitable illustration from simple business problem.
5. What is inferential statistics ?
6. Define random variable with example.

(6 × 1 = 6 weightage)

Part B

*Answer any **four** of the following questions.
Each question carries 3 weightage.*

7. An analysis of monthly wages of workers of two organizations C and D yielded the following result :

	Organization C	Organization D
Number of workers	50	60
Average monthly wages	60	48
Variance	100	144

Obtain the average monthly wage and standard deviation of wages of all workers in two organizations taken together.

8. Out of 800 families with 4 children each, what percentage would be expected to have (i) 2 boys and 2 girls ; (ii) at least one boy ? Assume equal probabilities for boys and girls.

Turn over

9. A sub - committee of 6 members is to be formed out of a group consisting of 7 men and 4 women calculate the probability that the sub - committee will consist of : (i) exactly 2 women ; and (ii) at least 2 women.
10. An industrial salesman wants to know the average number of units he sells per sales call. He checks hi past sales records and comes up with the following probabilities :

Sales	0	1	2	3	4	5
Probability	0.15	0.20	0.10	0.05	0.30	0.20

What is the average number of units he sells pre sales call ?

11. What's the importance of summary statistics using frequencies in SPSS ?
12. What is the value of the standard error of the estimate ?

(4 × 3 = 12 weightage)

Part C

Answer any **three** of the following questions.

Each question carries 4 weightage.

13. A sample of 100 tyres is taken from a lot. The mean life of tyres is found to be 39,350 Kms with standard deviation of 3,260 Kms. Could the sample come from a population with mean life of 40,000 Kms ? Establish 99% confidence limits within which the mean life of tyres is expected to lie.
14. Two samples are drawn from two normal populations. From the following data test whether the two samples have the same variance at 5% level :

Sample 1	60	65	71	74	76	82	85	87		
Sample 2	61	66	67	85	78	63	85	86	88	91

15. Two types of drugs were used on 5 and 7 patients for reducing their weight. Drug A was imported and Drug B indigenous. The decrease in the weight after using the drugs for six months was as follows :

Drug A	10	12	13	11	14		
Drug B	8	9	12	14	15	10	9

Is there a significant difference in the efficacy of the two drugs ? If, not which drug should you buy.

16. Clearly differentiate the four levels of categorical data i.e. nominal, ordinal, interval and ratio.
17. What are the assumptions for multiple regressions ?

(3 × 4 = 12 weightage)

Part D

Answer the **compulsory** questions.

Question carries 6 weightage.

18. A firm selling four products is interested in finding out whether that sales are distributed similarly among four general classes of customers. A random sample of 400 sales records provided the following information :

Customer's Group	Product				Total
	I	II	III	IV	
Partners	25	10	30	15	80
Factory workers	32	20	10	28	90
Business men	35	48	25	40	148
Professionals	28	22	15	17	82
Total	120	100	80	100	400

Formulate a suitable hypothesis. Apply chi square test. What conclusion can you draw from the test results?

(6 weightage)

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A. (Health Care Management)

BUS HCM 05—BASICS IN GENERAL MEDICAL SCIENCE

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weightage

Part A

Answer all the questions.

Each question carries 1 weightage.

1. What are the reasons for congenital diseases ?
2. Write a note on concept of human biology.
3. Distinguish between ayurvedic and allopathic medicine.
4. Classify microbes.
5. What the contents of IP records ?
6. What is microscopic slide demonstration ?

(6 × 1 = 6 weightage)

Part B

Answer any four questions.

Each question carries 3 weightage.

7. What are the reasons for chromosomal disorders ?
8. Explain the cell structure in human system.
9. Explain the anatomy of the respiratory system.
10. Discuss the classification of microbes.
11. What is the main features of allopathic treatment ?
12. What is the importance of physiotherapy ?

(4 × 3 = 12 weightage)

Turn over

Part C

*Answer any three questions.
Each question carries 4 weightage.*

13. Discuss the purpose of histology.
14. Discuss the diseases transmitted through the bacteria and the the precautions to preven the deseases.
15. Explain the contents of laboratory investigation report.
16. Discuss the code of medical council of India.
17. Discuss the medical equipments used in ophthalmology.

(3 × 4 = 12 weightage)

Part D

Answer the following question which carries 6 weightage.

18. The patient is admitted to radiology department in the hospital. What are the tests conducted in the IP ward. List out the documentation procedure for IP records.

(6 weightage)

**FIRST SEMESTER M.B.A. (REGULAR/SUPPLEMENTARY) DEGREE
EXAMINATION, JANUARY 2022**

M.B.A. (Health Care Management)

BUS HCM 04—HEALTH CARE AND HOSPITAL ENVIRONMENT

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weightage

Part A

Answer all the questions.

Each question carries 1 weightage.

1. Define 'Endemic'
2. What is meant by 'Palliative care' ?
3. Define the term 'Hospital'.
4. What do you mean by 'Public Health' ?
5. What is meant by Active- Immunity ?
6. Expand NABH.

(6 × 1 = 6 weightage)

Part B

Answer any four questions.

Each question carries 3 weightage.

7. Detail the importance of emergency services in hospital.
8. What are the principles of epidemiology ?
9. Explain the role of support services in hospital management.
10. Mention in detail about the types of wards in hospital.
11. What are the Sources of Information for Epidemiologic study ?
12. State the function of OPD in Hospitals.

(4 × 3 = 12 weightage)

Turn over

Part C

Answer any three questions.

Each question carries 4 weightage.

13. Define the term Hospital. Explain about the types of hospital services.
14. Discuss the role of Housekeeping in hospital environment.
15. Explain the role of MCI in health regulation.
16. Why is accreditation important to a hospital ? What are its advantageous ?
17. Explain the different categories of Hospital waste . Suggest suitable methods for disposal of Hospital waste.

(3 × 4 = 12 weightage)

Part D

Answer the compulsory question.

18. Explain the structure of Public health care delivery system in India. Suggest the measures for the quality improvement in Primary Care Service.

(1 × 6 = 6 weightage)

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
[2016 SCHEME] EXAMINATION, JANUARY 2022**

M.B.A. (HEALTH CARE MANAGEMENT)

BUS HCM 03—MEDICO-LEGAL AND BUSINESS LAWS

Time : Three Hours

Maximum : 36 Weightage

Part A

Answer all the questions.

Each question carries 1 weightage.

1. Define 'Contract'.
2. What is meant by 'Bills of Exchange' ?
3. Define 'Partnership'.
4. Define the term 'Attitude'.
5. What is meant by 'Quasi Contract' ?
6. What does 'Euthanasia' mean ?

(6 × 1 = 6 weightage)

Part B

Answer any four questions.

Each question carries 3 weightage.

7. What are the essentials of a valid contract ?
8. Write a note on Bailment.
9. State the rules of delivery of goods.
10. What are the various types of crossing of cheques ?
11. What is medical negligence ? Give two examples.
12. Explain the Concept of Negotiable Instrument.

(4 × 3 = 12 weightage)

Turn over

Part C

Answer any three questions.

Each question carries 4 weightage.

13. Define partnership and describe essential characteristics of it
14. Explain briefly the procedure of registration of firms.
15. Define 'negotiable instruments'. Explain the basic characteristics of negotiable instrument.
16. Why is medical ethics important ? Explain the legal and ethical issues in health care ?
17. Explain different types of medical negligence and liabilities.

(3 × 4 = 12 weightage)

Part D

Answer the compulsory questions.

18. A 36-year-old patient has just tested positive for HIV. He request to the doctor not inform his wife of the results and claims he is not ready to tell her yet.

Considering this case answer the following question ;

- (a) What is a breach of confidentiality ? Can the doctor breach confidentiality in this case?
- (b) Discuss the importance of confidentiality in the doctor patient relationship
- (c) List the potential situations where it is justifiable to breach confidentiality

(1 × 6 = 6 weightage)

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A. (Health Care Management)

BUS HCM 02—MANAGEMENT THEORY AND HEALTH CARE ETHICS

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weightage

Part A

*Answer all the questions.
Each question carries 1 weightage.*

1. Define Motivation.
2. What is meant by Whistle Blowing ?
3. Expand ZIFT.
4. What is meant by 'Informed Consent' ?
5. Explain the meaning of 'controlling'.
6. Define Staffing.

(6 × 1 = 6 weightage)

Part B

*Answer any four questions.
Each question carries 3 weightage.*

7. Distinguish between leaders and managers.
8. Explain the process of motivation.
9. What is meant by recruitment ? How is it different from selection ?
10. List out the ethical issues in health care.
11. State the importance of confidentiality in health care.
12. Explain the difference between medical malpractice and negligence.

(4 × 3 = 12 weightage)

Part C

*Answer any three questions.
Each question carries 4 weightage.*

13. Define ethics. Explain the steps in ethical decision making.
14. Who is a Whistleblower ? What are the moral and ethical justifications of whistle blowing ?

Turn over

15. Discuss the relationship between planning and controlling.
16. Discuss Maslow's Need Hierarchy theory of motivation.
17. Who is a leader ? Discuss various styles of leadership.

(3 × 4 = 12 weightage)

Part D

Answer the compulsory questions.

Question carries 6 weightage.

18. Case Study :

'XYZ' limited was engaged in the business of sanitary goods and selling its products under a popular brand. Lately the business was expanding due to good quality and reasonable prices. Also with more people working the market for sanitary goods was increasing. New players were also coming to cash in on the new trend. In order to keep its market share in the short run the company directed its existing workforce to work overtime.

But this resulted in many problems. Due to increased pressure of work the efficiency of the workers declined. Sometimes the subordinates had to work for more than one superior resulting in declining efficiency. The divisions that were previously working on one product were also made to work on two or more products. This resulted in a lot of overlapping and wastage. The workers were becoming undisciplined. The spirit of teamwork, which had characterised the company, previously was beginning to wane. Workers were feeling cheated and initiative was declining. The quality of the products was beginning to decline and market share was on the verge of decrease. Actually the company had implemented changes without creating the required infrastructure.

1. Briefly explain the principles of Management.
2. Identify the Principles of Management (out of 14 given by Henry Fayol) that were being violated by the company.
3. What steps should the company management take in relation to the above principles to restore the company to its past glory ?

(1 × 6 = 6 weightage)

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A. (Health Care Management)

BUS HCM 01—BUSINESS AND HEALTH COMMUNICATION

(2016 Scheme)

Time : One Hour and a Half

Maximum : 18 Weightage

Part A

Answer all the questions.

Each question carries 1 weightage.

1. Define 'Communication.'
2. What is Grapevine Communication ?
3. Define 'Interview'.
4. What do you mean by 'agency letter' ?
5. Define Kinesics.

(5 × 1 = 5 weightage)

Part B

Answer any two questions.

Each question carries 2 weightage.

6. What are the components of a business letter ?
7. What are the advantages of informal Communication ?
8. Write a note on SWOT Analysis.

(2 × 2 = 4 weightage)

Part C

Answer any one question.

Each question carries 3 weightage.

9. Explain the different barriers to listening.
10. What is a business letter ? Give a specimen of business letter.

(1 × 3 = 3 weightage)

Part D

Answer the compulsory question.

The question carries 6 weightage.

11. Write a letter of recommendation for your colleague who wants to join as Public Relationship Officer in a reputed Super Speciality hospital.

(1 × 6 = 6 weightage)

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A. (International Finance)

BUS IF S1 08—FINANCIAL ACCOUNTING

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weightage

Part A

*Answer the following questions by selecting the most appropriate answer from the options given.
Each question carries 1 weightage.*

1. Revenue is generally recognised at the point of sale. Which principle is applied herein ?
 - (a) Consistency.
 - (b) Matching.
 - (c) Revenue recognition.
 - (d) Cost principle.
2. The accounting principle that confirms to the tendency of accountants to resolve uncertainty and doubt in favour of understating assets and revenues and overstating liabilities and expenses is known as :
 - (a) Conservatism.
 - (b) Materiality.
 - (c) Industry practice.
 - (d) Consistency.
3. Journal is a book of :
 - (a) Original entry.
 - (b) Secondary entry.
 - (c) All cash transactions.
 - (d) All non-cash transactions.
4. The assumption that a business enterprise will not be solved or liquidated in the near future is known as the :
 - (a) Economic entity.
 - (b) Going concern.
 - (c) Monetary policy.
 - (d) Conservatism.
5. Patent right is :
 - (a) Personal Account.
 - (b) Real Account.
 - (c) Nominal Account.
 - (d) Expense Account.

Turn over

6. Sales book is used to record :
- (a) All sales of goods.
 - (b) All credit sales.
 - (c) All credit sales of assets other than goods.
 - (d) All credit sales of goods.
7. The total of return inward book is posted to :
- (a) Sales account.
 - (b) Purchase returns account.
 - (c) Sales returns account.
 - (d) Individual accounts of customer.
8. Return Inwards appearing in Trial Balance are deducted from :
- (a) Purchases.
 - (b) Sales.
 - (c) Returns Outward.
 - (d) Closing stock.
9. Donations received for special purposes should be :
- (a) Credited to a separate account and shown in the balance sheet.
 - (b) Treated as revenue.
 - (c) Treated as revenue unless the amount is large.
 - (d) Not recorded at all.
10. Prepaid interest given in the Trial Balance will be treated as a (an) :
- (a) Asset.
 - (b) Liability.
 - (c) Revenue.
 - (d) Deferred expense.

(10 × 1 = 10 weightage)

Part B

Answer any four of the following.

Each question carries 2 weightage.

11. Why do users need accounting information ?
12. Explain the constraints on the relevant and reliable financial information.
13. Do you think the money measurement concept is realistic ? Explain.
14. Discuss the elements of financial reports.
15. Distinguish between book-keeping and accountancy.

(4 × 2 = 8 weightage)

Part C

Answer any three questions.

Each question carries 4 weightage.

16. Jupiter Company sold 20,000 crates of a soft drink at Rs. 120 during the year. Its beginning inventory consists of 1,000 crates at Rs. 70 per crate. The following purchases were made during the year during the year : 5000 crates at Rs. 75 ; 8000, crates at Rs. 76 ; 9,000 crates at Rs 80. Operating expenses were Rs. 3,65,000. Income tax is payable at 30 per cent.

Compute net profit using FIFO and LIFO.

17. From the following particulars, prepare a Bank Reconciliation statement of Messers, Krishna & Co. showing the balance as per Bank Pass book on March 31, 1996.

- (a) On March 31, 1996, the bank balance as per cash book was Rs 9,800.
- (b) The following cheques were paid into the firm's current account in the Bank in March 1996, but were created by bank in April, 1996 : Ram Rs. 400 ; Chand Ram Rs. 300; and Mohan Rs. 200.
- (c) The following cheques were issued by the firm in March, 1996 but were not cashed in April, 1996 : Gopalan Rs. 500 and Krishna Rs. 250.
- (d) The pass book shows a credit of Rs. 180 for interest and a debit of Rs. 40 for bank charges.
- (e) The pass book also contains an entry for Rs. 240 being payment made by a customer direct into bank.

18. From the following details, prepare statement of proprietor's fund :

1	Stock velocity	6 times
2	Debtor's velocity	2 months
3	Capital Turnover	2 times
4	Creditors' velocity	73 days
5	fixed asset turnover ratio	4 times
6	Gross Profit Ratio	20%

Gross profit was Rs. 60,000 Reserves and surplus amounted to Rs. 20,000, closing stock was Rs. 5,000 in excess of opening stock.

19. On 1st January, 1995 the provision for Doubtful Debts Account in the books of a firm which maintains it at 5% had a credit balance of Rs. 1,100. During the year the Bad Debts amounted to Rs. 800 and the debtors at the end of the year were Rs. 20,000. Show provision for Doubtful Debts Account and Bad Debt Account for the year 1995.

(3 × 4 = 12 weightage)

Part D

Compulsory question.

20. M/S Modern Chemicals were unable to tally the Trial Balance as on 30th June, 1999 and have raised a suspense account for the difference.

Later the following errors were discovered and rectified and the Suspense Account was balanced.

- (a) The addition of the sundry purchases column in the tabular purchases journal was short by Rs. 150 and the other totals were in order.
- (b) A bill of exchange (received from Gupta) for Rs. 2,000 had been returned by the Bank as dishonoured and had been credited to the Bank and debited to Bills Receivable Account.
- (c) Goods of the value of Rs. 105 returned by Thomas, a customer, had been posted to the debit of Thomas and also to the sales return.
- (d) Sundry items of furniture sold for Rs. 3,000 had been entered in the Sales Day Book, the total of which had been posted to the sales account.
- (e) An amount of Rs. 600 due from Vaz, a customer, had been omitted from the schedule of sundry debtors.
- (f) Discounts amounting to Rs. 30 allowed to a customer had been duly posted in his account, but not posted to Discount Account.
- (g) Insurance premium of Rs. 450 paid on 30th June, 1998 for the year ended 30th June 1999 had not been brought forward.

(I) Pass journal entries to rectify the above mistake.

(II) Draw up the suspense account after rectifying the above mistakes and explain how the above errors affect the book profit for the year ended 30th June, 1999.

(1 × 6 = 6 weightage)

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A. (International Finance)

BUS IF S1 07—QUANTITATIVE TECHNIQUES

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weightage

Part A

*Answer the following questions by selecting the most appropriate answer from the options given.
Each question carries 1 weightage.*

1. The sum of the deviations about the mean is always :
 - (a) Positive.
 - (b) Zero.
 - (c) Total Standard Deviation.
 - (d) Negative.
2. Parameter' refer to the characteristics of the :
 - (a) Population.
 - (b) Sample.
 - (c) Mean.
 - (d) None of the above.
3. Which of the following is a method of probability sampling ?
 - (a) Cluster sampling.
 - (b) Quota sampling.
 - (c) All of the above.
 - (d) None of the above.
4. Statistical software packages for research in Social science include :
 - (a) SPSS.
 - (b) STATA.
 - (c) Mini Tab.
 - (d) All of the above.
5. Which of the following is not a characteristic of Data ?
 - (a) Statistics are collected by enumeration or estimation.
 - (b) Statistics are placed in relation to each other.
 - (c) Human being.
 - (d) Comparative Study.
6. If the sample size increases the sampling error :
 - (a) Increases.
 - (b) Decreases.
 - (c) Does not change.
 - (d) None of these.

Turn over

7. Which of the following is the tool of measure of the variation of the items ?
- (a) Mode. (b) Mean.
(c) Hypothesis. (d) Dispersion.
8. β -error in hypothesis testing refers to :
- (a) Type-I error. (b) Type-II error.
(c) Both Type-I and II errors. (d) None of the above.
9. Chi-square test is a :
- (a) Parametric Test. (b) Non-Parametric Test.
(c) Small-sample Test. (d) None of the above.
10. Which of the following is the non-random method of selecting samples from a population ?
- (a) Stratified sampling. (b) Quota sample.
(c) Systematic sampling. (d) Cluster Sampling.
- (10 × 1 = 10 weightage)

Part B

*Answer any four of the following.
Each question carries 2 weightage.*

11. A bag contains 50 balls numbered 1 to 50. One ball is drawn at random. Find the probability that the number of drawn ball will be in multiples of 5 or 8.
12. Find the probability of drawing a queen, a king and a knave, in that order from a pack of well shuffled cards in three consecutive draws, if the cards drawn are not being replaced.
13. XYZ Limited, a steel manufacturing company, produces TMT steel rods in four different plants, P1, P2, P3, and P4. Plants P1, P2, P3, and P4 produce 30, 25, 40 and 5 percent, respectively, of the total rods for the company as a whole. Further, past records indicate that P1, P2, P3, and P4 produce 5, 10, 15 and 2 percent defective items, respectively. If company has the policy of centralised quality control department where the company's total rods are brought and pooled together and inspected before they are sold. If a quality inspector of the company draws a TMT rod at random and found to be defective, find that the probability that the defective came from P3.
14. RPQ Limited is involved in producing drug intermediaries. The occupational disease in this factory is such that the workmen have the 20% chance of suffering from it. What is the probability that out of 10 workmen 6 or more will contract the disease ?
15. Nampally Limited produces products and inspects them before they are sold. If the company finds that on average each unit of product contains 2 defects, find the probabilities of finding a unit of product having (a) no defects (b) 3 defects (c) 4 defects. Use Poisson distribution.

(4 × 2 = 8 weightage)

Part C

Answer any **three** of the following.
Each question carries 4 weightage.

16. NSSO while surveying the villages found that there was a poor village with 10,000 persons having low income. When it computed the average and standard deviation of the income of these persons, it was found that mean income was Rs. 750 per month with a standard deviation of Rs. 50. Assuming that the income is normally distributed, show that of this group about 95% had income exceeding Rs. 668 and only 5 % had income exceeding Rs. 832. What is the lowest income of the richest 100 persons of this village ?
17. Find the Karl Pearson's correlation co-efficient between the values of M and N from the data given below :

M	78	89	96	69	59	79	68	61	70	75
N	125	137	156	112	107	136	123	108	135	145

18. A light bulb manufacturer claims that its bulbs have an average life of 600 hours with a standard deviation of 100 hours. A distributor of light bulbs purchases the bulbs from the manufacturer and tests whether the claim of the manufacturer is true. A random sample of 50 bulbs tested yielded an average life of 475 hours. Test whether the claim of the manufacturer can be accepted.
19. Discuss the different non-parametric tests and their applications.

(3 × 4 = 12 weightage)

Part D

Answer the following (**Compulsory**).
This question carries 6 weightage.

20. Two researchers, R and S, adopted different sampling techniques to study the intelligence level of the same high school students. The results are given below :

	Number of students in each group				
	Below Average	Average	Above Average	Genius	Total
Researcher A	86	60	44	10	200
Researcher B	40	33	25	2	100
Total	126	93	69	12	300

You are asked to test whether the sampling techniques adopted by the two researchers are significantly different? Use 5% percent level of significance.

(1 × 6 = 6 weightage)

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A. (International Finance)

BUS IF S1 06—MANAGERIAL ECONOMICS

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weightage

Part A

Answer the following questions by selecting the most appropriate answer from the options given.

Each question carries 1 weightage.

1. Law of demand refers to the :

- (a) Inverse relationship between prices of the commodity.
- (b) Direct relationship between price of the commodity and quantity demanded.
- (c) Inverse relationships between consumer income and quantity demanded.
- (d) None of the above.

2. Indifference curve cannot slop upwards because of the assumption that :

- (a) MR is in absolute value.
- (b) More is preferred to less.
- (c) Preferences are transitive.
- (d) Preferences are complete.

3. The law of variable proportions come into being when :

- (a) There are only 2 variable inputs.
- (b) There are a fixed inputs and a variable input.
- (c) All factors are variable.
- (d) All factors are fixed.

4. At the breakeven point economic profit :

- (a) Maximum.
- (b) Zero.
- (c) Minimum.
- (d) None of the above.

Turn over

5. Which curve in Monopoly is known as demand curve ?
- (a) MR. Curve. (b) TR curve.
(c) AR curve. (d) MC curve.
6. In cartel :
- (a) Firms compete against each other.
(b) Price wars are common.
(c) Firms use price to win market share from competitors.
(d) Firms collude.
7. When aggregate economic activity is increasing, economy is said to be in :
- (a) An expansion. (b) A contraction.
(c) A peak. (d) A turning point.
8. Which of the following is correct ?
- (a) Transfer payment is included in national income.
(b) Depreciation allowance is a part of GNP.
(c) Taxes are not included in NNP.
(d) GDP means gross direct production.
9. In monopolistic competition slope of the demand curve is :
- (a) Positive. (b) Negative.
(c) Zero. (d) None of the above.
10. Who is the father of economic planning in India :
- (a) M. Visvesvaraya. (b) Mahalanobis.
(c) KN. Raj. (d) None of the above.

(10 × 1 = 10 weightage)

Part B

Answer any four of the following.

Each question carries 2 weightage.

11. What is the relationship between economics and managerial economics ?
12. What are the kinds of utility ?
13. What are fixed and variable costs ?
14. What are the causes of inequalities of income ?
15. What is the law of diminishing returns ?

(4 × 2 = 8 weightage)

Part C

Answer any three questions.

Each question carries 4 weightage.

16. Analyse the methods of managerial economics.
17. State the uses of price elasticity of demand.
18. Explain Cobb-Douglas production function.
19. Define national income. Explain the methods of estimating national income.

(3 × 4 = 12 weightage)

Part D

Compulsory question.

20. On the basis of the following information relating to Indian economy, estimate (a) GNP at market prices ; (b) Private income ; (c) Personal income ; and (d) Personal disposable income.

(i) Net domestic product at factor cost	81,429
(ii) Income from domestic product accruing to the Government sector	2,333
(iii) Net factor income from abroad	(-) 201
(iv) Indirect taxes	12,876
(v) Subsidies	2,300
(vi) Interest on national debt	964

Turn over

(vii) Transfers from Government administrative departments	1,981
(viii) Other current transfers from the rest of the world	1,271
(ix) Corporation tax	1,251
(x) Undistributed corporate profit	464
(xi) Direct taxes paid by households	2,100
(xii) Consumption of fixed capital	5,699

(1 × 6 = 6 weightage)

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**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A. (International Finance)

BUS IF S1 05—ENVIRONMENT AND BUSINESS

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weightage

Part A

Answer the following questions by selecting the most appropriate answer from the options given.

Each question carries 1 weightage.

1. _____ is the process of analyzing the environment for the identification of factors which have impact on or have implication for the business.
 - (a) Forecasting.
 - (b) Assessment.
 - (c) Scanning.
 - (d) None of these.
2. According to Birla Committee, the non-executive directors should Comprise at least _____ per cent of the Board, if the Chairman and managing director is the same person.
 - (a) 50 %.
 - (b) 20 %.
 - (c) 10.
 - (d) 20.
3. Competition Act was enacted in the year _____.
 - (a) June 2002.
 - (b) December 2002.
 - (c) January 1999.
 - (d) None of these.
4. Who is responsible for presenting the Union Budget before the Parliament ?
 - (a) Prime Minister
 - (b) Finance Minister.
 - (c) RBI Governor
 - (d) None of these.
5. Which Government introduced the concept of ' Rolling Plan' :
 - (a) Manmohan Government.
 - (b) Vajpayee Government.
 - (c) Janatha Government.
 - (d) Narasimha Rao Government.

6. In which year WTO was formulated ?
- (a) 1995. (b) 1948.
(c) 1991. (d) 1988.
7. FEMA was passed in the year _____.
- (a) 1999. (b) 1989.
(c) 2000. (d) 1997.
8. _____ refers to regulation of credit for specific purpose or branches of economic activity?
- (a) Credit control. (b) Selective Control.
(c) Bank control. (d) None of these.
9. The concept of a firms 'license to operate' refers to :
- (a) A legal requirement for company registration.
(b) An agreement recognizing trade unions.
(c) The need for a firm to retain its legitimacy in the eyes of the public.
(d) The qualifications needed by company directors.
10. The transfer of asset from public sector to the Private sector is referred to as :
- (a) Privatisation. (b) De regulation.
(c) Nationalisation. (d) Individualisation.

(10 × 1 = 10 weightage)

Part B

*Answer any four of the following.
Each question carries 2 weightage.*

11. What is Privatisation ?
12. What are the reasons for protecting IPRs ?
13. What is the importance of sustainable consumption ?
14. Define TRIPS.
15. What is 'Make in India' ?

(4 × 2 = 8 weightage)

Part C

Answer any three of the following.

Each question carries 4 weightage.

16. Discuss the role of public sector in the economic development of India.
17. Discuss the FDI policy of the Government of India in telecommunication sector.
18. What are the factors that determine the technological dynamics of a company ?
19. Discuss the provisions of Foreign Exchange Management Act.

(3 × 4 = 12 weightage)

Part D

Answer the following (Compulsory).

This question carries 6 weightage.

20. Competition Commission of India (CCI) has registered four cases against telecom companies, including one by Reliance Jio against other operators and two against the MukeshAmbani-led group firm itself, for alleged violation of competition laws. Among others, the complaints about unfair competitive practices and abuse of dominance have also been filed against regulator Telecom Regulatory Authority of India (Trai), Department of Telecommunications (DoT), Cellular Operators Association of India (COAI), as also against operators Bharti Airtel, Idea, Vodafone India, Aircel, Videocon Telecommunications, Telenor and BSNL. Giving details of these complaints, minister of state for corporate affairs in Parliament, he said “The Competition Commission of India has registered four cases against cellular service providers alleging Section 3 and 4 of the Competition Act.” While Section 3 of the Competition Act pertains to anti-competitive practices, Section 4 relates to abuse of dominant position. The minister was replying to a query on whether CCI has received complaints of unfair competition and monopoly practised by the cellular service providers against certain private cellular service providers. “Under the provisions of the Competition Act, 2002, the CCI is mandated, inter-alia, to impose penalties and/ or issue cease and desist orders in cases of unethical practices such as anti-competitive agreements and abuse of dominance,” he said

Posers :

- a) What are the complaints against the telecom companies that the minister is referring to ?
- b) Who can register complaints against the companies as per the CCI ?
- c) What is the role of CCI in the above cases ?
- d) How could these cases be tackled ?

(1 × 6 = 6 weightage)

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A. (International Finance)

BUS IF S1 04—ORGANIZATIONAL BEHAVIOUR

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weightage

Part A

*Answer the following questions by selecting the most appropriate answer from the options given.
Each question carries 1 weightage.*

1. Which of the following frameworks is used in the development of the overall model of OB :
 - (a) The cognitive framework.
 - (b) The behaviouristic framework.
 - (c) The social learning framework.
 - (d) All of the above.
2. Who describe the classical approach as the engineering approach ?
 - (a) Gulick.
 - (b) Fayol.
 - (c) Urwick.
 - (d) Mooney.
3. The Hawthorne studies are of utmost significance as they form an honest and concerted attempt to understand :
 - (a) The human factor.
 - (b) Employee attitudes.
 - (c) The workers social situations.
 - (d) All of the above.
4. The _____ leadership style is an expression of the leader's trust in the abilities of his subordinates.
 - (a) Participative.
 - (b) Delegative.
 - (c) Authoritarian.
 - (d) All of the above.
5. Work attitudes can be reflected in an organization through :
 - (a) Job satisfaction.
 - (b) Organizational commitment.
 - (c) Both 'A' and 'B'.
 - (d) None of the above.

Turn over

6. The philosophy that guides an organization's policies towards its employees and customers is an important part of :
- (a) Management strategy. (b) Organization behaviour.
(c) Organizational culture. (d) Organization development.
7. Organizational structure refers to :
- (a) How activities are co-ordinated and controlled.
(b) How resources are allocated ?
(c) The location of departments and office space by the firm.
(d) The policy statement developed.
8. All the unique traits and patterns of adjustment of the individual is known as :
- (a) Personality. (b) Responsibility.
(c) Creativity. (d) Authority.
9. The approaches to organizational change :
- (a) Structural approach. (b) Value centered approach.
(c) Technological approach. (d) All the above.
10. Which is the barrier of communication ?
- (a) Filtering. (c) The pressure of time.
(b) psychological distance. (d) All the above.

(10 × 1 = 10 weightage)

Part B

Answer any four of the following.

Each question carries 2 weightage

11. What is emotional labor, and why is it important to understanding OB ?
12. What role do teams play in quality management ?
13. How is leadership an attribution ?
14. What is power how do you get it ?
15. Define the term organisation. Discuss the fundamental organisation structures.

(4 × 2 = 8 weightage)

Part C

*Answer any **three** questions.*

Each question carries 4 weightage.

16. How are OB concepts addressed in management functions, roles, and skills ?
17. How does a strong culture affect an organization's efforts to improve diversity ?
18. What are the contingency variables in the path goal theory ?
19. Discuss how resistance to change is beneficial.

(3 × 4 = 12 weightage)

Part D (Compulsory questions)

20. X Watches is a joint sector company promoted by a leading business house and a state government. The plant was set-up 45 kms. Away from Bangalore.

The company is known for its professional work culture and attractive remuneration packages.

When plant was set-up five years ago, the management was able to attract many senior and middle level managers and operators from reputed public sector company, also manufacturing watches.

From its tool room, X Watches poached on a well known tool room and training centre and weaned away couple of managers and tool makers.

Key pots of the plant, however, were held by personnel drawn from other own group companies. The group had its plants in all parts of India, except in South. X Watches is the first to be established in South of Vindhya.

X Watches, therefore had a mixed group of personnel - hailing from public sector, tool room, (operating in South India) and group's top ranking executives (came to South India for the first time). Added to this was the workers who were from all localities.

After six months, all-around disillusionment had set in and everyone was cursing himself or herself for quitting his or her previous job and joining X Watches.

- (i) List out cross-cultural undercurrents in the above case-incident.
- (ii) How do you bring about pervasiveness or homogeneity in the above situation.
- (iii) Discuss the case incident under the following culture maintenance factors.
 - (a) Selection ; (b) Top management practices ; and (c) Socialisation process.

(1 × 6 = 6 weightage)

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**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A. (International Finance)

BUS IF S1 03—CORPORATE AND BUSINESS LAWS

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weightage

Part A

Answer the following questions by selecting the most appropriate answer from the options given.

Each question carries 1 weightage.

1. Which ONE of the following is a correct statement of law ?

An agent is a person who acts on behalf of another :

- (a) To protect a principal's goods or services.
- (b) To promote the sales of his principal.
- (c) In entering into contracts.
- (d) To improve a businesses' performance.

2. In a standardized contract :

- (a) The individual has no choice but to accept and sign on the dotted line.
- (b) The individual must be protected in contract.
- (c) The agreement is without consideration.
- (d) None of the above.

3. The correct sequence in the formation of a contract is :

- (a) Offer, acceptance, agreement, consideration.
- (b) Agreement, consideration, offer, acceptance.
- (c) Offer, Consideration, acceptance, agreement.
- (d) Offer, acceptance, consideration, agreement.

Turn over

4. Which of the following is a common law remedy ?
- (a) Injunctions. (b) Specific performance.
(c) Damages. (d) Rectifications.
5. When a winding up order has been made by the court but there is no liquidator, the proprietor of the company vests in the :
- (a) Court. (b) Company Law Board.
(c) Central Government. (d) Committee of Inspection.
6. A public company may be wound up by the court if the number of its members is reduced below :
- (a) 7. (b) 5.
(c) 4. (d) 3.
7. Why are some documents required to be stamped properly and registered ?
- (a) For legal enforceability . (b) For need.
(c) For necessity. (d) For Government Requirement.
8. _____ Declares a company as a sick company.
- (a) B.I.F.R. (b) M.R.T.P.
(c) FERA. (d) None of the above.
9. A company cannot pay under writing commission unless it is authorized by its _____.
- (a) Articles. (b) Memorandum.
(c) Both (a) and (b). (d) None of the above.
10. _____ are the prospectus issued instead of full prospectus.
- (a) Abridged. (b) Statement in lieu.
(c) Shelf. (d) Red herring.

(10 × 1 = 10 weightage)

Part B

*Answer any **four** of the following.
Each question carries 2 weightage.*

11. What are the different kinds of guarantee ?
12. What is the object of a contract of pledge.
13. Describe the duties of liquidator appointed by the court.
14. What are the objectives of holding an annual general meeting of a company ?
15. Explain the legal procedure for changing the name of the company.

(4 × 2 = 8 weightage)

Part C

*Answer any **three** questions.
Each question carries 4 weightage.*

16. What do you understand by discharge of a contract ? State different ways in which a contract may be discharged.
17. What are the statutory restrictions on implied authority of partner ? Will third party be affected by restrictions placed on the implied authority of a partner ? Explain in detail.
18. Distinguish between a shareholder and a member of a company. Is every shareholder a member of the company ?
19. State the powers of the Board of Directors of a company and the restrictions on them.

(3 × 4 = 12 weightage)

Part D

Compulsory question.

20. John who is 17 years old surfs the web and finds an offer for the sale of Macbook lap tops at an incredibly low price of Rs. 200 each. He is fully aware that the current retail price was about Rs. 2,000 and he knows that the low price must have been a mistake. He decides to purchase five of them since it was quoted at such an unbelievable price He enters the credit card number of the supplementary card given to him by his father. The purchase goes through and the system responds with a confirmation of a sale of five lap tops at the total price of Rs. 1,000. The shop that offered the

Turn over

sale now refuses to deliver the lap tops to John. They argue that the online price information was a mere invitation to treat and also that John has no capacity to enter into a contract. They also insist that Rs. 200 is not a sufficient price for a laptop that costs Rs. 2,000. In addition they insist that their employee had made a genuine mistake and hence even if there was a contract it would be void.

- a) Discuss whether there was a binding contract between John and the shop, considering all the essentials of a valid contract.
- b) Discuss whether the contract above would be valid or void on the basis of mistake.

(1 × 6 = 6 weightage)

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**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A. (International Finance)

BUS IF S1 02—MANAGEMENT - THEORY AND BUSINESS ETHICS

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weightage

Answer all the parts.

Part A

*Note : Answer the following questions by selecting the most appropriate answer from the options given.
Each question carries 1 weightage*

1. A whistle blower is an employee who ?
 - A) Exposes organizational wrongdoing.
 - B) Complains a lot to company management.
 - C) Engages in unethical behaviour.
 - D) Referees disputes with other employees
2. A recommended way of minimizing unethical behaviour is for employees to :
 - A) Write anonymous notes to ethical violators.
 - B) Immediately report all suspicious behaviour to top management.
 - C) Spend part of their vacation preparing a personal philosophy of ethics.
 - D) Confront fellow employees about ethical deviations
3. Which one of the following approaches to creating an ethical and socially responsible workplace is likely to be the most powerful ?
 - A) Passing out buttons with the statement "Just Say No to Bad Ethics".
 - B) Placing posters about ethics throughout the organization.
 - C) Top management acting as models of the right behaviour.
 - D) Including a statement about ethics and social responsibility in the employee handbook.
4. Corporate social responsibility has three components according to professors Basu and Palazzo :
 - A) Cognitive, linguistic, and cognitive.
 - B) Ethical, social, authoritative.
 - C) Reflective, analytic, corporative.
 - D) Conceptual, sensing, assertive.

Turn over

14. What are Indian ethos and value system and how are they relevant in management ?
15. What are the Indian and international bodies that deal with the transparency ?

(4 × 2 = 8 weightage)

Part C

Answer any **three** of the following.

Each question carries 4 weightage.

16. Discuss the contributions of F W Taylor, Henry Fayol and Peter Drucker for the development of management thought.
17. Discuss the different types of planning and the circumstance in which the different plans are used in an organisation.
18. Discuss the different motivation theories.
19. Describe the role of ethics in a business environment.

(3 × 4 = 12 weightage)

Part D

Answer the following (**Compulsory**).

This question carries 6 weightage.

20. The arrangement to demonetise the Rs. 500 and Rs.1000 bank notes began six to ten months prior to the public announcement and was kept highly confidential. The cabinet was informed about the demonetisation on 8th November 2016 in a meeting called by the Prime Minister of India, Narendra Modi. This was followed by Modi's public announcement about the demonetisation in a televised address where he announced that currency notes with the denomination of Rs. 500 and Rs. 1000 would cease to be the legal tender from 9th of November 2016. The most interesting thing regarding the demonetisation is that people were devising various unique ways for transforming their black money in to white one by depositing money in the accounts of their poor relatives and friends, converting black money into gold, paying a few months salaries in advance and so on.

Posers

- A) Did the government achieve the objectives of Demonetisation ?
- B) Identify and explain the types of plans being discussed in the above lines with regard to demonetisation.
- C) What is your view on demonetisation ?
- D) What should have been the planning for demonetisation ?

(1 × 6 = 6 weightage)

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A. (International Finance)

BUS IF S1 01—BUSINESS COMMUNICATION

(2016 Scheme)

Time : One Hour and a Half

Maximum : 18 Weightage

Part A

Answer the following questions by selecting the most appropriate answer from the options given.

Each question carries 1 weightage.

1. The most important goal of business communication is _____.
 - (a) Favourable relationship between sender and receiver.
 - (b) Organizational goodwill.
 - (c) Receiver response.
 - (d) Receiver understanding.
2. Horizontal communication takes place between _____.
 - (a) Superior to subordinate.
 - (b) Subordinate to superior.
 - (c) Employees with same status.
 - (d) None of these.
3. The following is (are) non-verbal communication :
 - (a) Facial expression.
 - (b) Appearance.
 - (c) Posture.
 - (d) All of the above.
4. When working to create and maintain a favourable relationship with a receiver, a sender should :
 - (a) Do just what the receiver expects.
 - (b) Impress the receiver by using technical terms.
 - (c) Stress mutual interests and benefits.
 - (d) Use positive wording.

Turn over

5. As per Newman and Summer Communication is the Exchange of :

- (a) Facts. (b) Opinion.
(c) Emotions. (d) All the above.

(5 × 1 = 5 weightage)

Part B

*Answer any two of the following.
Each question carries 2 weightage.*

6. What is necessity of lateral communication ?
7. What is the role of visual support in communication ?
8. When is non-verbal communication used ?

(2 × 2 = 4 weightage)

Part C

*Answer any one of the following.
Each question carries 3 weightage.*

9. Discuss Business Communication process.
10. Discuss the importance of group communication.

(1 × 3 = 3 weightage)

Part D

*Answer the following (Compulsory).
This question carries 6 weightage.*

11. An organisation is interested to explore what senior managers think they should be doing to improve communication in their organization, what they actually do in communication terms, and the high work load which senior managers undertake.

The approach used in communication is understanding and using the results of a communication audit which was conducted in a major European health-care organization (HCO) undergoing significant internal re-organization. A communication audit can be defined as : “a comprehensive and thorough study of communication philosophy, concepts, structure, flow and practice within an organisation”. It assists managers by “providing an objective picture of what is happening compared with what senior executives think (or have been told) is happening”.

Findings

- First, senior managers who over-work are even less likely to have the time for reflection, followed by behaviour change. Second, the absence of adequate upward communication may blind managers to the full nature of their problems, which in turn guides the search for solutions.

Research limitations/implications

- Clearly there is a need to examine other types of organizations to establish the universality of the communication issues and problems that were found in a large HCO in Europe, using both quantitative and qualitative methodologies.

Practical implications

- The data suggest that attempting to cover up communication weaknesses by managers working even longer hours only has the effect of further disempowering people, and so accentuating rather than alleviating the underlying difficulty.

Posers :

- a) What is the problem that the HCO is facing ?
- b) Is the method used by the organisation to communicate the appropriate one ?
- c) What are the issues involved in this case ?
- d) How should effective communication be established in the HCO ?

(1 × 6 = 6 weightage)

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A.

BUSIC08—ACCOUNTING FOR MANAGERS

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weighthage

Part A

Answer all questions.

Each question carries 1 weightage.

1. What is journalising ?
2. What do you mean by cash flow statement ?
3. What is common size statement ?
4. Define depreciation.
5. What is Accounting Standards ?
6. Distinguish between Capital Expenditure and Revenue Expenditure.

(6 × 1 = 6 weightage)

Part B

Answer any four questions.

Each question carries 3 weightage.

7. What are Accounting Standards? Explain their benefits.
8. From the following information prepare a Trading Account for the year ended 31 March 2019 :

<i>Particulars</i>	<i>Rs.</i>
Stock as on 1-4-2018	20,000
Purchases	65,000
Returns outward	5,000
Sales	... 1,00,000
Returns inward	10,000
Stock as on 31-3-2019	15,000
Carriage inward	6,000
Duty and clearing charges	4,000

Turn over

9. Given :

	Rs.
Sales	10,50,000
Working capital	1,50,000
Fixed assets	2,10,000
Total assets	5,25,000
Capital employed	3,50,000

Calculate :

- (i) Capital turnover ratio.
- (ii) Fixed asset turnover ratio.
- (iii) Working capital turnover ratio.
- (iv) Total assets turnover ratio.

10. Explain the process of preparing the statement of changes in working capital.

11. From the following Profit & Loss Account of ABC Ltd. for the year ending 31 March 2019, you are required to compute cash from operations :

<i>Particulars</i>	Rs.	<i>Particulars</i>	Rs.
To salaries	10,000	By Gross profit	50,000
To rent	2,000	By profit on sale of land	10,000
To depreciation	4,000	By income tax refund	6,000
To loss on sale of plant	2,000		
To Goodwill written off	8,000		
To proposed dividend	10,000		
To provision for taxation	10,000		
To Net Profit	20,000		
	66,000		66,000

12. Since everything has some utility, explain the various utilities of cash flow statements.

(4 × 3 = 12 weightage)

Part C

*Answer any three questions.
Each question carries 4 weightage.*

13. From the following data construct a Balance Sheet :

Gross Profit (20% of sales)	... Rs.60,000
Share holder equity	... Rs.50,000
Credit sales to total sales	80%
Total assets turnover (on sales)	3 times
Stock turnover	8 times
Average collection period (360 days in a year)	18 days
Current ratio	1.6 : 1
Long term debt to equity	... 40%

14. Explain Du Pont Analysis with the help of Du Pont Chart.
15. What is depreciation ? Explain the various methods of depreciation and their advantages and disadvantages.
16. Calculate the cash flow from operating activities from the following :

<i>Particulars</i>	31-3-2016	31-3-2017
Profit & Loss A/c	60,000	65,000
Debtors	85,000	48,000
Bills Receivable	40,000	81,000
General Reserve	1,72,000	2,07,000
Wages outstanding	26,000	8,000
Salaries prepaid	8,000	10,000
Goodwill	70,000	60,000

17. From the following Balance Sheet of Sunrise Ltd. as on 31st March, 2019 prepare Funds Flow statement :

Liabilities	2018 (Rs.)	2019 (Rs.)	Assets	2018 (Rs.)	2019 (Rs.)
Share capital	6,00,000	8,00,000	Fixed assets	3,80,000	4,20,000
Reserves	2,00,000	1,00,000	Debtors	2,10,000	3,00,000
Retained earnings	60,000	1,20,000	Stock	3,00,000	3,90,000
Accounts payable	90,000	2,70,000	Cash	60,000	1,80,000
	9,50,000	12,90,000		9,50,000	12,90,000

Turn over

Additional Information :

- (i) The company issued bonus shares for Rs. 1,00,000 and for cash Rs. 1,00,000.
(ii) Depreciation written off during the year is Rs. 30,000

(3 × 4 = 12 weightage)

Part D

Compulsory question.
Carries 6 weightage.

18. From the following balances, prepare Trading, Profit and Loss Account and Balance Sheet as on 31-03-2019 :

Particulars	Dr. (Rs.)	Cr. (Rs.)
Capital		20,000
Building	15,000	
Investments	10,000	
Furniture	1,000	
Car	8,000	
Purchase/ Sales	94,000	1,40,000
Returns	500	1,000
Debtors/ creditors	15,000	4,800
General expenses	800	
Cash	300	
Bank	4,700	
Rent	4,000	
Commission	1,400	
Rates & Taxes	600	
Bad debts	200	
Insurance	400	
Discount	700	500
Provision for doubtful debts		300
Opening stock	10,000	
	1,66,600	1,66,600

Additional information :

- (i) Outstanding expenses – Commission Rs. 100, Rent Rs. 400.
(ii) Insurance pre-paid Rs. 50.
(iii) Create provision for doubtful debts at 3% in debtors.
(iv) Stock as on 31-3-2019 is Rs. 15,000.
(v) Interest on investments at 5% due but not received.
(vi) Depreciate car by 10%, Furniture by 2%, building by 3%.
(vii) Provide interest on capital at 5%.

(1 × 6 = 6 weightage)

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A.

BUS 1C 07—QUANTITATIVE TECHNIQUES

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weightage

Part A

Answer all questions.

Each question carries 1 weightage.

1. Define random variable.
2. In which kind of experiments we use Poisson distribution ?
3. Explain the difference between point estimate and interval estimate using normal distribution.
4. What do you mean by Non Parametric test ?
5. Define Hypothesis.
6. What do you mean by Regression ?

(6 × 1 = 6 weightage)

Part B

Answer any four questions.

Each question carries 3 weightage.

7. The probability that Mr. X passes mathematics is $\frac{2}{5}$. The probability that he passes statistics is $\frac{4}{9}$. The probability of passing at least one subject is $\frac{4}{5}$. Find the probability that Mr. X passes in both the subjects.
8. What are the advantages of sampling ?
9. It is claimed that a random sample of 100 tyres with mean life of 15270 km, is drawn from a population of tyres which has a mean life of 15200 km and standard deviation of -1250 km. Test the validity of the claim.
10. State the advantages of SPSS.

Turn over

11. Brief the business applications of correlation.
12. 3 % of a given lot of manufactured parts are defective. What is the probability that in a sample of four items, none of the will be defective ?

(4 × 3 = 12 weightage)

Part C

Answer any **three** questions.

Each question carries 4 weightage.

13. A couple appears in an interview for two vacancies in the same post. The probability of husband's selection is $\frac{1}{4}$ and wife's selection is $\frac{1}{5}$. Find the probability that (a) Both of them selected ; (b) Only one of them selected ; and (c) None of them selected.
14. Discuss the characteristics of Normal Distribution.
15. Explain the process in Hypothesis Testing.
16. A sample of 20 pairs of values of X and Y variables have coefficient of correlation 0.62. Can this sample be drawn from a population with coefficient of correlation of 0.75 ?
17. R and D expenditure and profits (Annual in Crores). Construct the regression equation and find the standard error :

Year	2001	2000	1999	1998	1997	1996
R and D (X)	5	11	4	5	3	2
Profit (Y)	31	40	30	34	25	20

(3 × 4 = 12 weightage)

Part D

Answer the **compulsory** question.

The question carries 6 weightage.

18. The following table shows the monthly sales of a certain firm in three states by its four salesmen. State whether the difference between sales affected by the four salesmen and the difference between sales affected by the states are significant :

States	Salesmen				Total
	A	B	C	D	
X	5	4	4	7	20
Y	7	8	5	4	24
Z	9	6	6	7	28
Total	21	18	15	18	72

(1 × 6 = 6 weightage)

**FIRST SEMESTER M.B.A. (REGULAR/SUPPLEMENTARY) DEGREE
EXAMINATION, JANUARY 2022**

M.B.A.

BUS IC 06—MANAGERIAL ECONOMICS

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weightage

Section A

Answer all the questions.

Each question carries 1 weightage.

1. What are the factors of production ?
2. What is demand function ?
3. Define supply ?
4. What is perfect completion ?
5. What is Gross Domestic Product ?
6. What is inferior goods ?

(6 × 1 = 6 weightage)

Section B

Answer any four questions.

Each question carries 3 weightage.

7. Briefly explain the nature of Managerial Economics.
8. Define Marginal Utility. Explain the Law of Diminishing Marginal Utility.
9. "Demand for everything in this world is a derived demand". Discuss.
10. Write a short note on economies of scale.
11. What is a monopolistic competition ? What are the major characteristics of monopolistic competition ?

Turn over

12. A following table gives the output in a firm for various levels of labour :

<i>No. of workers</i>	1	2	3	4	5	6	7	8	9	10
<i>Total Product</i>	100	210	330	440	520	600	670	720	750	760

Calculate the marginal product, average product and production elasticity.

(4 × 3 = 12 weightage)

Section C

Answer any three questions.

Each question carries 4 weightage.

13. What are indifference Curve ? Explain its characteristics and relevance.
14. Compare and contrast iso-quant and iso-cost curves.
15. Explain the concept of inflation. Discuss its implications on an organization.
16. Critically evaluate Mahalanobis Model.
17. Explain the components of national income. How are they measured ?

(3 × 4 = 12 weightage)

Section D

Answer the following Compulsory question which carries 6 weightage.

18. XYZ Ltd. is a company engaged in telecom and is one of the major telecom service provider in most part of India. It had been receiving super-normal profits due to lax competition in the past. But sudden growth of new firms competing with it is changing the market structure with aggressive pricing. Further the on going pandemic has also impacted its performance. It has employed you as an economic analyst.

Question :

- (1) Explain the current market structure faced by telecom service providers in India.
- (2) Discuss possible scenarios and how its future pricing decision should be taken.

(1 × 6 = 6 weightage)

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A.

BUS IC 05—ENVIRONMENT AND BUSINESS

[2016 Scheme]

Time : Three Hours

Maximum : 36 Weightage

Section A

Answer all the questions.

Each question carries 1 weightage.

1. What is meant by Business Environment ?
2. What is privatisation ?
3. What is FII ?
4. What do you mean by corporate social responsibility ?
5. What is Green Energy ?
6. What is Mudra Bank ?

(6 × 1 = 6 weightage)

Section B

Answer any four questions.

Each question carries 3 weightage.

7. How does political environment influence the business policy of an organization ?
8. Explain the role of industrial policies in economic development.
9. Discuss how Monetary Policy influences inflation.
10. Discuss the determinants of foreign investment in India.
11. Describe what you understand by business ethics. Explain the importance of ethics in business.
12. Differentiate between corporate accountability and corporate social responsibility. What are the emerging perspectives for corporate social responsibility ?

(4 × 3 = 12 weightage)

Turn over

Section C

*Answer any **three** questions.*

Each question carries 4 weightage.

13. Trace the evolution of industrial policies in India after independence.
14. Analyse the merits and shortcomings of recent fiscal policy of India.
15. “A good strategist always keeps an eye on development in environment”.—Comment.
16. Explain the objectives and scope of Competition Act, 2002.
17. What is social cost benefit analysis ? Explain its relevance in modern business environment.
(3 × 4 = 12 weightage)

Section D

Answer the following Compulsory question which carries 6 weightage.

18. “The year gone by was a rollercoaster one for the telecom industry and 2021 is expected to be another year of disruption that would radically change the ever-evolving sector’s landscape. The worst for the sector is not over yet and the industry is likely to witness many surprising twists and turns...”.

Evaluate the changes that has taken place in Indian Telecom Industry and the factors responsible for these. Critically evaluate the role of various business environmental factors that are responsible for the present scenario.

(1 × 6 = 6 weightage)

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A.

BUS 1C 04—ORGANIZATIONAL BEHAVIOUR

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weightage

Part A

Answer all questions.

Each question carries 1 weightage.

1. What is MBO ?
2. Who is a Charismatic leader ?
3. What is Cognitive Dissonance ?
4. Distinguish between Culture and Belief.
5. What is Job Description ?
6. State the relevance of Group Cohesion.

(6 × 1 = 6 weightage)

Part B

Answer any four questions.

Each question carries 3 weightage.

7. "There are different approaches to OB". Comment.
8. What are the determinants of Personality ?
9. Explain Conflict Resolution process.
10. Discuss the relevance of Organizational Learning.
11. Explain the factors affecting Perception.
12. Present the various Communication Networks.

(4 × 3 = 12 weightage)

Part C

Answer any three questions.

Each question carries 4 weightage.

13. Elaborate the reasons for resistance to change.
14. Discuss the types of Conflict.

Turn over

15. Explain the components of organisation structure.
16. Discuss the means to manage stress.
17. What are the ways to trigger creativity in groups.

(3 × 4 = 12 weightage)

Part D

Compulsory question.

Carries 6 weightage.

18. Mr. Rajah , the manager of Suratmal jewellers called the sales clerk, Mr.Singh to his office on a bright sunny morning and said, “The annual audit is due and the chartered accountants will be coming next week to examine our accounts. I want you to organise all the sales and purchase receipts neatly. You simply cannot let your hair down on this. We must be perceived as a neat and tidy operation and I want things to proceed without any hitch”. Singh just mumbled, “Yes Sir”, and walked out. After he returned to his seat he appeared very distracted and could not concentrate on his work all day. He remained absent the next day, and the day after he walked in with his letter of resignation which he handed over to his supervisor, Mr.Kiran. “What is the problem? What is wrong ? Why are you resigning ?” asked Kiran, to which he could not elicit any answers from Singh . Kiran took Singh out to a nearby hotel and over a cup of coffee and he tried to explore the reasons for Singh’s sudden action. “Do you have another job which pays you more?” he asked to which Singh replied: “The manager wants me to have my beared shaved off by next week and I can’t do it because it is against my religious believes. So I am resigning my job”.
- a) What are the concepts relevant to the above communication problem ?
 - b) What should Kiran do now ? Why ?

(1 × 6 = 6 weightage)

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2022**

M.B.A.

BUS IC 03—BUSINESS LAWS

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weightage

Section A

Answer all the questions.

Each question carries 1 weightage.

1. Explain quasi contracts.
2. Describe Warranties.
3. What are restrictive trade practices ?
4. Explain dematerialization of shares.
5. What is Endorsement ?
6. Explain TRIPS agreement.

(6 × 1 = 6 weightage)

Section B

Answer any four questions.

Each question carries 3 weightage.

7. What are the essentials of a valid contract ?
8. Elaborate on the rights of an unpaid seller.
9. Narrate the liabilities of a partner in a partnership firm.
10. What are the responsibilities of an independent director in a Company ?
11. Explain the characteristics of bill of exchange.
12. Explain the process of law building in India.

(4 × 3 = 12 weightage)

Turn over

Section C

Answer any three questions.

Each question carries 4 weightage.

13. Explain the amendments to India's Companies Act, 2013.
14. Discuss on the competence of parties to a contract.
15. What are the features of Consumer Protection Act.
16. Elaborate on the process of incorporation of a Company.
17. Explain the salient features of Right to Information Act, 2005.

(3 × 4 = 12 weightage)

Section D

Answer the following Compulsory question which carries 6 weightage.

18. Adhering to international accounting practices and following transparent disclosure norms are critical to effective corporate governance. Analyze the statement with any two contemporary corporate legal issues in Indian context.

(1 × 6 = 6 weightage)

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
EXAMINATION, JANUARY 2021**

M.B.A.

BUS 1C 02—MANAGEMENT THEORY AND BUSINESS ETHICS

(2016 Scheme)

Time : Three Hours

Maximum : 36 Weightage

Part A

*Answer all questions.
Each question carries 1 weightage.*

1. Explain Scalar Chain.
2. What is Line function ?
3. What is Refreezing ?
4. What is Productivity ?
5. Differentiate between Law and Ethics.
6. What is Ethical Audit ?

(6 × 1 = 6 weightage)

Part B

*Answer any four questions.
Each question carries 3 weightage.*

7. Elaborate the concept of Scientific Management.
8. What is meant by planning premises ?
9. Explain the advantages of informal organization.
10. Explain features of Project Organization.
11. Explain Whistle Blowing with Example.
12. Is *Nishkama Karma* practical in business organization ?

(4 × 3 = 12 weightage)

Part C

*Answer any three questions.
Each question carries 4 weightage.*

13. Explain basic types of departmentation.
14. Explain Need hierarchy Theory.

Turn over

15. Elaborate the concept of Management Grid.
16. Comment on CSR initiative of any Indian firm.
17. Explain the role of organizational culture in ethical decision making.

(3 × 4 = 12 weightage)

Part D

Compulsory question.

Carries 6 weightage.

18. Kerala has historically had a strong co-operative structure, working in diverse fields. A large part of the success story of the Kerala co-operatives can be explained by the very strong base the co-operative structure has at the primary level. The Primary Agricultural Cooperative Societies (PACS) represent the most critical and foundation of the cooperative structure. These are called by different nomenclature - Farmers' Service Cooperative Societies; Primary Agricultural Credit Cooperative Societies; primary cooperative rural banks; multipurpose co-operative societies etc, but undertake the basic function of financial intermediation of collecting deposits from members and purveying agricultural credit. These co-operatives have federated at the district level to form the District Co-operative Banks (DCBs) and they in turn have federated at the state level to form the Kerala State Co-operative Bank (KSCB). The three-tier structure of cooperatives is the model that we have adopted across the country. Historically there have been valid reasons for the co-operatives to have a three-tier structure. However, in the changing circumstances, there have been significant structural changes in the rural cooperative banking structure worldwide, and Kerala also to preferred restructuring. The Kerala Government has decided in principle to merge/amalgamate the DCBs and the KSCB into a single entity named Kerla Bank, with a view to provide better services to the members of the primary co-operatives.

The commercial banks have a network of branches and ATMs and have enabled themselves technologically to provide inter-operable services to their customers. The cooperative system is making its attempts and all the fourteen banks are computerized. However, there is a need for these co-operatives to come together - using the principle of co-operation amongst co-operatives to have a networked solution which shows the power of the collective. The solution of having a collective platform - firstly on information technology and branding will not only help customization and member responsiveness at the PACS level, but will also put the co-operative spirit and the power of the collective at the centerpiece when it comes to competing at the market place. The power of the collective will also help the co-operative network to offer services that are based on size and are capital and technology intensive (credit/debit cards, insurance services, pension services, remittance services etc.) on the strength of the co-operative branding.

- a) What may be the challenges to the amalgamation and automation of Cooperative institutions?
- b) Suggest measures to manage the challenges identified by you.

(1 × 6 = 6 weightage)

**FIRST SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)
[2016 SCHEME] EXAMINATION, JANUARY 2022**

M.B.A.

BUS IC 01—BUSINESS COMMUNICATION

(2016 Scheme)

Time : One Hour and a Half

Maximum : 18 Weightage

Part A

Answer all questions.

Each question carries 1 weightage.

1. Explain horizontal communication.
2. Explain oculesics.
3. Differentiate offers and quotations.
4. What is reactive listening ?
5. Write a short note on press release.
6. Define social media communication.

(6 × 1 = 6 weightage)

Part B

Answer any four of the following questions.

Each question carries 3 weightage.

7. Elaborate E-mail etiquettes.
8. Explain the structure of a business letter.
9. Non verbal communication is critical for leaders in organizational setting. Justify.
10. Explain the relevance of group communication with examples.
11. What are the essential components of business presentations?.
12. Prepare the agenda for the Annual General Body meeting of Saphire Technologies Ltd.

(4 × 3 = 12 weightage)

FIRST SEMESTER P.G. DEGREE EXAMINATION, NOVEMBER 2021

(CCSS)

M.B.A.

BUS 1C 08—ACCOUNTING FOR MANAGERS

(2016 Admissions)

Time : Three Hours

Maximum : 60 Marks

Part A*Answer all the questions.**Each question carries 2 marks.*

- 1) Briefly explain the historical cost concept.
- 2) What do you mean by operating activities ?
- 3) What is balance sheet ?
- 4) What is meant by debtors' turnover ratio ?
- 5) What do you mean by window dressing ?

(5 × 2 = 10 marks)

Part B*Answer any four questions.**Each question carries 5 marks.*

- 6) What are the differences between fund flow and cash flow statement ?
- 7) Define accounting and explain its objectives in the light of modern business world.
- 8) How does an accountant follow the principle "anticipate no profit, provide for all losses" ? On which accounting concept is this based ? Explain it and discuss its significance.
- 9) Explain the importance of ratio analysis in making comparison between firms.
- 10) Name three activities in which cash flows are classified. Also give three examples of transactions covered in these activities.
- 11) What are the ratios to be worked out to study the liquidity of a company ?

(4 × 5 = 20 marks)

Turn over

Part C

Answer any **two** questions.
Each question carries 7½ marks.

12) The following are the financial statements of Yes Ltd. for the year ended 31st December 2016 :

Balance sheet as on 31st December 2016

Liabilities	₹	Assets	₹
Equity share capital	1,00,000	Fixed assets	1,50,000
General reserve	90,000	Stock	42,500
Profit & Loss A/c	7,500	Debtors	19,000
Sundry creditors	45,000	Cash	61,000
6% Debentures	30,000	Proposed dividends	10,000
	2,72,500		2,72,500

Trading and Profit & Loss Account for the year ended 31st December 2016.

Particulars	₹	Particulars	₹
Cost of goods sold	1,80,000	Sales	3,00,000
Gross profit c/d	1,20,000		1,20,000
	3,00,000		3,00,000
Expenses	1,00,000	Gross profit b/d	1,00,000
Net profit	20,000		
	1,20,000		1,20,000

You are required to compute the following :

- Current ratio.
- Acid test ratio.
- Gross profit ratio.
- Debtors' turnover ratio.
- Turnover to fixed assets.

13) Following information is available from the books of Standard company Ltd :

Particulars	2015	2016
Profit made during the year		2,50,000
Income received in advance	500	600
Prepaid expenses	1,600	1,400
Debtors	80,000	95,000
Bills receivables	25,000	20,000
Creditors	45,000	40,000
Bills payable	13,000	15,000
Outstanding expenses	2,500	2,000
Accrued income	1,500	1,200

Calculate cash from operation.

14) From the following trial balance and additional information, you are required to prepare final accounts.

Particulars	Dr.	Cr.
Capital		20,000
Sundry debtors	5,400	
Drawings	1,800	
Machinery	7,000	
Sundry creditors		2,800
Wages	10,000	
Purchases	19,000	
Opening stock	4,000	
Bank balance	3,000	
Carriage charges	300	
Salaries	400	
Rent	900	
Sales		29,000
	51,800	51,800

Turn over

Additional Information :

- Closing stock ₹ 1,200.
- Outstanding rent ₹ 100.
- Charge depreciation on machinery @ 10%.
- Wages prepaid ₹ 400.

(2 × 7½ = 15 marks)

Part D (Compulsory)

- 15) From the following balance sheets of PQR Ltd. prepare fund flow statement and statement showing changes in working capital.

Liabilities	2015	2016	Assets	2015	2016
Equity share capital	60,000	80,000	Goodwill	23,000	18,000
Preference capital	30,000	20,000	Land & Building	40,000	34,000
General reserve	8,000	14,000	Plant & Machinery	16,000	40,000
Profit & Loss A/c	6,000	9,600	Debtors	32,000	40,000
Proposed dividend	8,400	10,000	Stock	15,400	21,800
Creditors	11,000	16,600	Bills receivable	4,000	6,000
Bills payable	4,000	3,200	Cash	3,000	2,000
Tax provisions	8,000	10,000	Bank	2,000	1,600
	1,35,400	1,63,400		1,35,400	1,63,400

Additional information :

- I. Proposed dividend made during 2015 has been paid during 2016.
- II. Depreciation- ₹ 20,000 on plant and machinery and ₹ 40,000 on land and building.
- III. Interim dividend has been paid ₹ 40,000 in 2016.
- IV. Income tax ₹ 70,000 has been paid during 2016.

(1 × 15 = 15 marks)

FIRST SEMESTER P.G. DEGREE EXAMINATION, NOVEMBER 2021

(CCSS)

M.B.A.

BUS 1C 07—QUANTITATIVE TECHNIQUES

(2016 Admissions)

Time : Three Hours

Maximum : 60 Marks

Part A

*Answer all the questions.
Each question carries 2 marks.*

1. Explain linear and non-linear regression.
2. What is sign test ?
3. What is coefficient of determination ?
4. Explain random variable and random experiment.
5. Distinguish between statistic and parameter.

(5 × 2 = 10 marks)

Part B

*Answer any four questions.
Each question carries 5 marks.*

6. What is SPSS ? Explain the procedure for creating variables and entering data.
7. What is probability distribution ? Explain different types of probability distributions.
8. Calculate the regression equation of X on Y and Y on X from the following data and estimate X when Y = 26. You are also required to compute co-efficient of correlation :

X	10	12	13	17	18	20	24	30
Y	5	6	7	9	13	15	20	21

9. What do you mean by non-parametric tests ? Discuss about various non-parametric tests.
10. Calculate the coefficient of correlation between X and Y from the following data and calculate probable error. Assume 69 and 112 as the mean value for X and Y respectively :

X	78	89	99	60	59	79	68	61
Y	125	137	156	112	107	136	123	108

Turn over

11. A person is known to hit the target in 3 out of 4 shots, whereas another person is known to hit the target in 2 out of 3 shots. Find the probability that the target being hit at all when they both try.

(4 × 5 = 20 marks)

Part C

Answer any **two** questions.

Each question carries 7½ marks.

12. An educator has the opinion that the grades high school students make depended on the amount of time they spend listening to music. To test this theory, he has randomly given 400 students a questionnaire. Within the questionnaire there are the two questions: “how many hours per week do you listen to music?” “What is the average grade for all your classes?” the data from the survey are in the following table. Using a 5 % significance level, test whether grades and time spend listening to music are independent or dependent.

Hours spent listening to music	Average Grade					Total
	A	B	C	D	E	
<5 Hrs.	13	10	11	16	5	55
5-10 Hrs.	20	27	27	19	2	95
11-20 Hrs.	9	27	71	16	32	155
>20 Hrs.	8	11	41	24	11	95
Total	50	75	150	75	50	400

13. Maxwell’s Hot Chocolate is concerned about the effect of the recent year-long coffee advertising campaign on hot chocolate sales. The average weekly hot chocolate sales two years ago was 984.7 rupees and the standard deviation was 72.6 rupees. Maxwell’s has randomly selected 30 weeks from the past year and found average sales of 912.1 rupees.
- State appropriate hypotheses for testing whether hot chocolate sales have decreased.
 - At the 5 % significance level, test these hypotheses.
14. In a bolt factory machines A, B and C manufacture respectively 25%, 35% and 40%. Of the total of their output 5, 4 and 2 per cent are defective bolts; a bolt is drawn at random from the product and is found to be defective. What is the probability that it was manufactured by machines A, B and C ?

(2 × 7½ = 15 marks)

Part D (Compulsory)

15. Four experimenters determine the moisture content of samples of a powder, each man taking a random sample from each of the six consignments. These assessments are given in table :

Observer	Consignment					
	1	2	3	4	5	6
1	9	10	9	10	11	11
2	12	11	9	11	10	10
3	11	10	10	12	12	10
4	12	13	11	14	14	10

Perform an analysis on these data and discuss whether there is any significant difference between consignments and between observers. Use 5% Level of significance.

(1 × 15 = 15 marks)

FIRST SEMESTER P.G. DEGREE EXAMINATION, NOVEMBER 2021

(CCSS)

M.B.A.

BUS 1C 06—MANAGERIAL ECONOMICS

(2016 Admissions)

Time : Three Hours

Maximum : 60 Marks

Part A*Answer all the questions.**Each question carries 2 marks.*

1. What are Giffen goods ?
2. State the law of demand.
3. What is National income ?
4. What is an Oligopoly market ?
5. Distinguish between fixed and variable costs.

(5 × 2 = 10 marks)

Part B*Answer any four questions.**Each question carries 5 marks.*

6. If the demand function for Goli's Vadapav at a Goli stores in Mumbai is $Q = 500 - 3p + 2pi = 0.1y$, where Q is the quantity demanded of vadapavs, p is price of vadapav, pi is the price of vadapav of Goli's closest rival, and y is the disposable income of customer of Mumbai and $p = \text{INR } 10$, $pi = \text{INR } 20$, $y = \text{INR } 6000$.
 - a) What is the price elasticity for the Goli's vadapav ?
 - b) What is the income elasticity for Goli's vadapav ?
 - c) What is the cross elasticity of demand between Goli's vadapav and rival vadapav ?
7. Bring out the differences between price skimming and price penetration.
8. Describe the uses of elasticities of demand for decision making.
9. Discuss the theories of inflation.

Turn over

10. Write a short note on substitution effect.
 11. Discuss the phases of business cycle.

(4 × 5 = 20 marks)

Part C

*Answer any two questions.
 Each question carries 7½ marks.*

12. An airline carries 10,000 passengers per month at a fare of INR 850. Variable cost is INR 100 per passenger and fixed cost is INR 30,00,000. Find out :
- Break-even volume of output.
 - Break-even sales.
 - What will be the breakeven output and sales, if the target profit of INR 20,00,000 is fixed by the airlines ?
13. "A firm under a perfect competition is a price-taker and not a price-maker." Explain giving examples.
14. A consumer utility function is $U = 1 \log x_1 + \log x_2$. His budget constraint is given by $2x_1 + 4x_2 = 36$. Find out how many units of x_1 and x_2 should the consumer buy in order to maximize his utility.

(2 × 7½ = 15 marks)

Part D (Compulsory)*Case Study*

15. Examine the following case and answer the questions that follow

Cafe world is a Hyderabad fast-fast restaurant chain, retailing Indian breakfast, American burgers, Italian pizzas and desi coffee. The restaurant has been expanding by opening up counters in the food courts of major IT Companies in Hyderabad. It recently opened its latest food counter in a large IT Company in ITPL, Hyderabad. Cafe world's food counter at ITPL has 70 employees working for them. There are other food counters setup by competing firms and vendor fast-food chains, retailing food products for majorly lunch and snacks. The ITPL has 700 employees on campus who visit the food court on daily basis for breakfast, lunch and snacks. Cafe world charges modest price for its products. It is planning to reduce it by 10 % across all products to gain more share of customers.

Questions :

- What type of market structure defines the environment of Café world ?
- Will a reduction in price enhance market share ?
- What strategy would you recommend for Café World in order to enhance its market share without reducing the price ?

(1 × 15 = 15 marks)

FIRST SEMESTER P.G. DEGREE EXAMINATION, NOVEMBER 2021

(CCSS)

M.B.A.

BUS 1C 05—ENVIRONMENTAL AND BUSINESS

(2016 Admissions)

Time : Three Hours

Maximum : 60 Marks

Part A*Answer all the questions.**Each question carries 2 marks.*

1. What is economic environment ?
2. What is business environment ?
3. Define import policy.
4. What is TRAI ?
5. Define social values.

(5 × 2 = 10 marks)

Part B*Answer any four questions.**Each question carries 5 marks.*

6. Write a note on socio cultural environment of India.
7. Discuss the export and import policy of in India.
8. Write a short on Consumer Protection Act.
9. Discuss MRTP Act in detail.
10. "Liberalization is boon for developing economy". Discuss.
11. Write a short note on "economic planning in India".

(4 × 5 = 20 marks)

Part C

*Answer any two questions.
Each question carries 7½ marks.*

12. Define corporate governance. Discuss the pros & cons of corporate governance.
13. Write a detailed note on elements of environment.
14. Discuss the changing dimensions of legal environment in India.

(2 × 7½ = 15 marks)

Part D

Compulsory.

15. Examine the following case and answer the questions that follow :

Several campaigns and demonstrations followed the publication of a report issued by the Indian NGO Centre for Science and Environment (CSE) in 2003. The report provided evidence of the presence of pesticides, to a level exceeding European standards, in a sample of a dozen Coca-Cola and Pepsi Co beverages sold in India. With that evidence at hand, the CSE called on the Indian government to implement legally enforceable water standards. The report gained ample public and media attention, resulting in almost immediate effects on Coca-Cola revenues. The main allegations made by the NGO against Coca-Cola were that it sold products containing unacceptable levels of pesticides, it extracted large amounts of groundwater and it had polluted water sources. Regarding the allegation about Coca-Cola beverages containing high levels of pesticide residues, the Indian government undertook various investigations. The government set up a Joint Committee to carry out its own tests on the beverages. The tests also found the presence of pesticides that failed to meet European standards, but they were still considered safe under local standards. Therefore, it was concluded that Coca-Cola had not violated any national laws. However, the Indian government acknowledged the need to adopt appropriate and enforceable standards for carbonated beverages. In 2006, after almost three years of ongoing allegations, the CSE published its second test on Coca-Cola drinks, also resulting in a high content of pesticide residues (24 times higher than European Union standards, which were proposed by the Bureau of Indian Standards to be implemented in India as well). CSE published this test to prove that nothing had changed, alleging that the stricter standards for carbonated drinks and other beverages had either been lost in committees or blocked by powerful interests in the government. Finally, in 2008

an independent study undertaken by The Energy and Resources Institute (TERI) ended the long-standing allegations by concluding that the water used in Coca-Cola in India is free of pesticides. However, because the institute did not test the final product, other ingredients could have contained pesticides. The long legal procedures against the Indian government that Coca-Cola had to face were not the only consequence of the conflict. The brand suffered a great loss of consumer trust and reputational damage in India and abroad. In India there was an overall sales drop of 40% within two weeks after the release of the 2003 CSE report. The impact in annual sales was a decline of 15 % in overall sales in 2003 In comparison to prior annual growth rates of 25-30 %. This highly publicised conflict in India also caught the attention of consumers in the US. After a series of demonstrations by students who joined two activist groups in the US, Ten American Universities temporarily stopped selling Coca-Cola products at their campus facilities

- (a) Discuss the issue from the socio-economic view.
- (b) Suggest few post-issue strategies to re-gain lost brand image by conducting CSR activities.

(1 × 15 = 15 marks)

FIRST SEMESTER P.G. DEGREE EXAMINATION, NOVEMBER 2021

(CCSS)

M.B.A.

BUS 1C 04—ORGANIZATIONAL BEHAVIOUR

(2016 Admissions)

Time : Three Hours

Maximum : 60 Marks

Part A

*Answer all questions.
Each question carries 2 marks.*

1. What do you mean by synergy?
2. Define defensive behaviour.
3. Explain MBO.
4. Explain learning reinforcement.
5. Define stress.

(5 × 2 = 10 marks)

Part B

*Answer any four questions.
Each question carries 5 marks.*

6. What is attribution theory ? Discuss its implications for explaining organizational behaviour.
7. Discuss the four methods of shaping individuals' behaviour at work place.
8. Explain the five stage model of group development.
9. Discuss the contingency approach to OB.
10. Explain the psychological factors that influence individual behaviour.
11. Discuss the barriers to perception.

(4 × 5 = 20 marks)

Part C

*Answer any two questions.
Each question carries 7.5 marks.*

12. Discuss how group cohesiveness leads to high group productivity. Explain what you can do to encourage group cohesiveness.
13. What is the essence of Vroom's expectancy model of motivation ? State its merits and demerits.

Turn over

14. What is learning ? Discuss the social learning theory.

(2 × 7.5 = 15 marks)

Part D

Compulsory question.

The question carries 15 marks.

15. Robert is a Canadian French representative of a construction equipment manufacturing company. Recently, the company sold a very large, expensive and complex machine to one Indian construction contracting firm, which required Robert has to come to India for post- purchase support and training.

Upon arrival, Robert was treated warmly. He was invited for dinner at the home of the owner of the Indian constructing firm, Mr. Taneja. It was decided during dinner that Robert will be taken to the site next morning by senior executive of the firm, Mr. Khurana, where training will take place. Next day, at the site, Robert was introduced to the engineers, operators and other staff. After the introduction, a preliminary discussion and understanding of the basic functions of the equipment, the staff wanted to be allowed to resume work at the site. Robert thanked everyone and asked them to report at 8.30 A.M. next morning.

It was an important meeting and Robert reached the site at fifteen past eight A.M. in order to check the necessary arrangements. There was nobody there expect the security personnel. Robert went over his training material once again for about 15 minutes, and then he saw Mr. Khurana and the site manager, Mr. Gupta come by. It was already time for the session to start, so Robert impatiently looked around for others. Mr. Khurana said, 'Sir, you can expect almost every body to be here soon. Let us go for tea till that time.' Robert decided to have tea. He noted that finally, the training started 14 minutes later than scheduled. On the second day, the session was wound up in half the scheduled time because the staff wanted to attend the wedding reception of the daughter of one of the managers. Robert was dismayed by these events, but the hectic visit of only two working days did not allow him much time to think about them.

Within the first week, one operator experienced a problem with a particular function of the machine. The field staff was not able to understand its explanation in the manual. Someone suggested making a call to Robert. The call could not go through as it was a weekend. The machine was, therefore, idle for the weekend. On Monday morning, Robert was tied up with office work and so could not respond to the call. Again in the evening, at five, his workday was over and he was not reachable by phone. His home numbers were not available with anyone. Someone was overheard muttering the word 'videshi' at the canteen over a cup of tea.

Questions :

1. Why is Robert feeling the way he is ?
2. Why are the Indians feeling the way they do ?
3. If you were Robert, how would you have handled things differently ? Why ?

(1 × 15 = 15 marks)

FIRST SEMESTER P.G. DEGREE EXAMINATION, NOVEMBER 2021

(CCSS)

M.B.A.

BUS 1C 03—BUSINESS LAWS

(2016 Admissions)

Time : Three Hours

Maximum : 60 Marks

Part A*Answer all the questions.**Each question carries 2 marks.*

1. Define offer and acceptance.
2. What is undue influence ?
3. Who is an independent director ?
4. Who is a nominal partner ?
5. What is a Bill of Lading ?

(5 × 2 = 10 marks)

Part B*Answer any four questions.**Each question carries 5 marks.*

6. Define contract, explain different types of contract.
7. What is meant by bailment ? Distinguish between bailment and pledge.
8. What is an article of association ? Distinguish between articles of association and memorandum of association.
9. Explain the features of Consumer Protection Act 1986.
10. What information is exempted from disclosure under RTI Act 2005 ?
11. What is a negotiable instrument ? Explain different types of negotiable instrument.

(4 × 5 = 20 marks)

Turn over

Part C

Answer any two questions.

Each question carries 7½ marks.

12. What is breach of contract ? State the remedies for breach of contract.
13. What is transfer of shares ? Distinguish between transfer of shares and transmission of shares.
14. Define Partnership ; explain the features of partnership firm.

(2 × 7½ = 15 marks)

Part D

Answer the compulsory question.

15. What is meant by discharge of a contract ; explain different modes of discharge of a contract.

(1 × 15 = 15 marks)

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FIRST SEMESTER P.G. DEGREE EXAMINATION, NOVEMBER 2021

(CCSS)

M.B.A.

BUS 1C 02—MANAGEMENT—THEORY AND BUSINESS ETHICS

(2016 Admissions)

Time : Three Hours

Maximum : 60 Marks

Part A*Answer all the questions.**Each question carries 2 marks.*

1. Differentiate culture and values.
2. What is autocratic leadership ?
3. What do you mean by a team work ?
4. 'Planning is futuristic'. Comment.
5. Define delegation of authority.

(5 × 2 = 10 marks)

Part B*Answer any four questions.**Each question carries 5 marks.*

6. What is Indian ethos and value system? What are the elements of Indian ethos in management ?
7. Bring out the distinguishing features of 'formal' and 'informal' organization.
8. Explain the functional areas of management.
9. Narrate the relevance of ethics in Indian corporate sector.
10. Distinguish between centralization and decentralization.
11. Define the concept of team management. Explain the process of team creation and the reason behind the team formation.

(4 × 5 = 20 marks)

Part C

*Answer any two questions.
Each question carries 7½ marks.*

12. Define the concept of business ethics. What are the principles of business ethics ?
13. Discuss the contribution made by Henry Fayol to management.
14. Explain the features of line and staff organizational structure and functional organization structure. Discuss the merits and demerits of it.

(2 × 7½ = 15 marks)

Part D (Compulsory)

15. What is meant by motivation ? Discuss the nature of the process of motivation in the context of business organization.

(1 × 15 = 15 marks)

FIRST SEMESTER P.G. DEGREE EXAMINATION, NOVEMBER 2021

(CCSS)

M.B.A.

BUS 1C 01—BUSINESS COMMUNICATION

(2016 Admissions)

Time : One Hour and a Half

Maximum : 30 Marks

Part A

Answer all the questions.

Each question carries 2 marks.

1. What is an agenda ?
2. Differentiate between verbal and non-verbal communication ?
3. What is 'memo' ?
4. What is 'letter of complaint' ?
5. What do you mean by the term 'Para-language communication' ?
6. Distinguish between internal and external communication.

(6 × 2 = 12 marks)

Part B

Answer any three questions.

Each question carries 6 marks.

7. Bring out the differences between verbal and non-verbal communications.
8. Write a note on body language.
9. Discuss in detail about corporate communications.
10. Bring out the differences between visual communication and telecommunication.
11. Write a note on the elements of meeting presentations.
12. Discuss the role of social media in business communication.

(3 × 6 = 18 marks)