

Programme : Master of Business Administration (MBA)

Semester : I

Subject Code: 101

Subject : Management Concepts and Application

Attempt any TWO questions from the following

Q1. Explain in detail the importance of Management and the role and functions of manager?

Q2. Write a short note on following:

a) Objective of goal setting

b) Control System

Q3. Discuss the importance of Planning and controlling for achieving a goal.

Q4. Write a short note on following:

a) Leader Vs Manager

b) Corporate Social Responsibility (CSR)

Q5. Write on importance of Strategic Management

Q6 Write a note on

a) Nature and Importance of controlling

b) Planning and steps

Q7 What is decision making model write in detail?

Q8 Management is important to Government as also non-profit organizations. Discuss

Q9 Briefly explain the contribution made by F W Taylor and Henry Fayol to development of Management thought.

Q10 What is Operation Research? Discuss how it is useful to a Manager.

Subject Code: 102

Subject : Managerial Economics

Attempt any TWO questions from the following

Q1 Write a short note on the following:

- a) Theory of supply**
- b) Production Function**

Q2. What is the significance of demand forecasting? In this regard explain statistical methods for forecasting demand.

Q3 Discuss the theory of Supply in detail.

Q4 Discuss Cost in detail

Q5 Write short notes on the following:

- a) Demand Forecasting**
- b) Production function with its elements**

Q6 What is Law of Demand? State the determinants and factors influencing individual and Market demand.

Q7 Write a short note on the following:

- a) Profit Maximisation**
- b) Demand curve**

Q8 Discuss Market demand and company demand.

Q9 Write a short note on the following:

- a) Determination of Demand**
- b) Objectives of Business Economics**

Q10 Write in detail the nature and scope of Business Economics.

Subject Code: 103

Subject : Financial and Management Accounting

Attempt any TWO questions from the following

Q1 The budgets ensure effective management control over the financial performances of a business' Discuss with suitable examples.

Q2 Explain the full concepts :

a) Business Entity

(b) Going concern

(c) Money measurement

(d) Accounting period

Q3 Explain the advantages and limitations of cash flow statement.

Q4 Define Cost Accounting. Explain the importance of Cost accounting.

Q5 Differentiate between Financial Accounting and Cost Accounting.

Q6 Cost Accounting Vs Management Accounting

Q7 Define Budgeting. Explain the importance of accounting with its advantages and limitations.

Q8 Define Standard Cost and Standard Costing

Q9 Write short notes on the following:

a) Journal

b) Ledger

Q10 Write short notes on the following:

a) What is Single Entry System of Book Keeping, its features and advantages and disadvantage?

b) What is Double Entry System of Book Keeping, its features and advantages and disadvantage?

Attempt any TWO questions from the following

Q1 Write short notes on the following: Subject Code: 104

Subject: Organisational Behaviour

a) Group decision making

b) Traits of personality

Q2 Write short notes on: 1. What is meant by structural intervention? 2. What is meant by functional intervention?

Q3 What do you mean by perception? What are the various factors involved in the perception process?

Q4 Explain behavioral approach in management

Q.5. Write short notes on:

a). Explain the process of motivation.

b). Explain Maslow's hierarchy of needs.

Q6. What is Organisational conflict? Explain the transition in Conflict thought.

Q7. What do you mean by formal and informal group in an organizational setup? Which type of group are more effective and why?

Q8. Write short notes on the following:

a) Theory of X and Y of motivation

b) Importance of OB

Q9. Define term Leadership in detail.

Q10. Write short notes on the following:

a) Morale

- b) Motivation**
- c) Reinforcement**
- d) Stress**

Subject Code: 105

Subject: Statistical Techniques

Attempt any TWO questions from the following

Q1 Write a short note on any two:

- a) Regression Analysis**
- b) Regression co-efficient**

Q2 Write in details the methods of classification and tabulation?

Q3 What is Probability and Probability Distribution?

Q4 Write a short note on any two:

- a) Measures of Dispersion**
- b) Correlation**

Q5 What is Mean Deviation and merits and Demerits of Mean Deviation?

Q6 What is Regression write in detail with its importance?

Q7 .Differentiate between coefficient of correlation and regression analysis.

Q8. What is Probability

Q9 Write a short note on any two:

- a) Normal Distribution**
- b) Probability Distribution**

Q10. Write on statistical Decision Theory.

Subject code: 106
Subject: Legal Aspects of Business

Q1.Explain the various modes by which a contract may be terminated under the Indian Contract Act, 1872.

Q2.Explain the various negotiable instruments provided under the Negotiable Instruments Act, 1881.

Q3.Explain the various rights guaranteed to the unpaid seller, under the Sale of Goods Act, 1930.

Q4.Define “Law” and classify various Business Laws.

Q5.What is an “offer”? Explain the rules of a valid offer under the Indian Contract Act, 1872.

Q6.Write a short note on the following

a) Coercion

b) Parties to Negotiable Instrument

Q7.Comment the parties to a contract, in a sense, make the law for themselves.

Q8.What is “bill of exchange”? Distinguish it from a “Cheque” under the Negotiable Instrument Act, 1881

Q9.Compare a “Partnership firm” with a “Company”

Q10.Highlight the essential of a “Contract of Sale” under the Sale of Goods Act, 1932.

Subject code: 107
Subject: Business Communication

Q1.Explain the term Barriers in Communication. Explain the types of Physical Barriers and Psychological Barriers in detail.

Q2.Elaborate on the principles of Effective Communication

Q3.Write short notes on any Two

a. Audience analysis

b. Leadership

Q4.What are the essentials of effective communication?

Q5.Draft offer letter, acceptance and rejection letter for same subject.

Q6.Explain how technology makes communication easier or fast with example.

Q7.Write a short note on the following

- a) Strategies of good conversion**
- b) Steps to good writing skills**
- c) Role Play**

Q8.Write a short note on the following

- a) Body language**
- b) Tone and language**
- c) Debate & Quiz**

Q9. Explain presentation skills and importance of visual aids in a presentation.

Q10.Write a short note on the following

- a. Feed back**
- b. Meetings**
- c) Business Report**

Subject Code: 108

Subject : Information Technology Skills for managers

Attempt any TWO questions from the following

Q1 Explain the concept of MIS and its significance in an organization

Q2 Explain the concepts ; LAN, WAN,

Q3 What is the role of decision support systems in business? Explain spread sheet software system as a DSS tool.

Q4 Write short notes on the following:

- a) EDI and modems
- b) ERP & CRM

Q5. Explain the structure of CPU with suitable diagram.

Q6. Write short notes on

- (i) File system
- (ii) EDI and modems

Q7. Describe the important features of a database.

Q8. Write down the utilities and applications of notepad and WordPad

Q9. Explain the utility of MS-EXCEL for business applications

Q10. Write notes on

- a) Windows explorer
- b) Creating presentations using PowerPoint

For Open Course

(Select Any Two Course)

Course Code:

109. Soft Skills

110. Waste Management

111. Life Management Skills

112. Event Management

113. Social Media Management

114. Current Affairs

115. Data Analysis Using Software Tools (Ms Excel)

116. Supply Chain Management

For assignment of these paper contact with the coordinators

*** Work Participation**

*** Mini Project Report**

*** Viva-Voce etc.**