

**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	<b>Write a note on</b> 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 : 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 foll 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	<b>Write short notes on the following:</b> a) Journal b) Ledger
Q10	<b>Write short notes on the following:</b> 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?

**Subject Code: 103**

**Subject : Economics for Business**

**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	<b>Write short notes on the following:</b> 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: 104**

**Subject : Organisational Behaviour**

**Attempt any TWO questions from the following**

Q1	Write short notes on the following: 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 <b>Q.2.</b> Write short notes on: 1. Explain the process of motivation. 2. Explain Maslow's hierarchy of needs.
Q5	What is Organisational conflict? Explain the transition in Conflict thought.
Q6	What do you mean by formal and informal group in an organizational setup? Which type of group are more effective and why?
Q7	Write short notes on the following: a) Theory of X and Y of motivation b) Importance of OB
Q8	Define term Leadership in detail.
Q9	Write short notes on the following: a) Morale b) Motivation
Q10	Write short notes on the following: a) Reinforcement b) 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 : Managerial Skills Development**

**Attempt any TWO questions from the following**

Q1	Information Technology in Communication. Discuss.
Q2	What is objective to plan a meeting? What are various types of meeting and its documentation?
Q3	What are tips for managing time and advantages of time management? What are techniques for setting priorities?
Q4	Discuss in detail on Presentation skill and uses of Audio – Visual Aids.
Q5	Write in detail on Negotiation Skill?
Q6	Define Communication in the context of organization with its importance.
Q7	Write on Bio-Data.
Q8	Discuss importance of Listening. What are barriers to effective listening highlight some with relevant examples?
Q9	What do you mean by stress management? Analyse reasons for stress and its side effects.
Q10	What are the different Presentation skills required for making an effective presentation?

**Subject Code: 107**

**Subject : Business Legislation**

**Attempt any TWO questions from the following**

Q1	Highlight with examples evolution of Business Legislation/ Laws of India.
Q2	What are the consequences of infringement of valid patents?
Q3	Write short notes on the following: a) Digital Signature b) Unpaid seller
Q4	Write short notes on the following: a) Prospectus b) Power of Director
Q5	What is meaning and Nature of Business Legislation?

Q6	Write in detail on contract of sale of goods?
Q7	What do you understand by Intellectual Property Rights?
Q8	Define Company, characteristics and types of company in detail.
Q9	<b>Write short notes on the following:</b> a) Memorandum of Association b) Alteration of Articles
Q10	Write notes on Minor's contract.

**Subject Code: 108**

**Subject : Information Technology**

**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
Q5	Explain the structure of CPU with suitable diagram.
Q6	Write short notes on <b>(i)</b> File system <b>(ii)</b> 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 <b>(i)</b> Windows explorer <b>(ii)</b> Creating presentations using PowerPoint