MANAGEMENT PROCESS AND BEHAVIOUR

Assignment No. 1                     5 x 6 = 30

Answer all Questions :

1. What are the skills required by a Professional Manager? What are the functions and roles to be performed by him/her.

2. What is MBO? How do you implement it in an organization?

3. What are the causes for change in an organization? What are the problems associated with the process of change? How do you overcome it?

4. Distinguish between a leader and a manager. Discuss the various styles of leadership.

5. Explain the concept of organizational culture. Also explain its salient features.

Assignment No. 2                     5 x 6 = 30

Answer all Questions :

1. Define Planning. What are the steps involved in planning? Also examine the significance of planning.

2. Critically examine the models of Organisational Behaviour.

3. What is Organisational Effectiveness? How can it be achieved?

4. Discuss the need and significance of Organisational Development.

5. What do you mean by ‘intra-personal conflicts’ and discuss the strategies to resolve them.
1. Solve the following system of linear equations by matrix inversion method:
   \[ \begin{align*}
   x + 2y + 3z &= 6 \\
   2x + 4y + z &= 7 \\
   3x + 2y + 9z &= 14
   \end{align*} \]

2. The sales (in Rs. '000) of a product of a company in two districts A and B are shown in the following table. Find the coefficient of variation of the sales and determine which district is consistent in sales.

<table>
<thead>
<tr>
<th>Sales</th>
<th>10-12</th>
<th>13-15</th>
<th>16-18</th>
<th>19-21</th>
<th>22-24</th>
<th>25-27</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>24</td>
<td>50</td>
<td>90</td>
<td>30</td>
<td>15</td>
<td>7</td>
</tr>
<tr>
<td>B</td>
<td>15</td>
<td>59</td>
<td>85</td>
<td>25</td>
<td>10</td>
<td>8</td>
</tr>
</tbody>
</table>

3. (a) Explain Type–I Error & Type–II Error.
   (b) Evaluate
      \[ \int \frac{1}{\sin^2 x \cos^2 x} \, dx \]

4. Following data relates to the marks obtained by ten students in the internal test and semester-end examination for a maximum of 50 each.

<table>
<thead>
<tr>
<th>Internal Test</th>
<th>25</th>
<th>28</th>
<th>30</th>
<th>32</th>
<th>35</th>
<th>36</th>
<th>38</th>
<th>39</th>
<th>42</th>
<th>45</th>
</tr>
</thead>
<tbody>
<tr>
<td>Semester-end exam</td>
<td>20</td>
<td>26</td>
<td>29</td>
<td>30</td>
<td>25</td>
<td>15</td>
<td>26</td>
<td>35</td>
<td>35</td>
<td>46</td>
</tr>
</tbody>
</table>

   (i) Obtain the two regression equations and determine the most likely internal test mark for a semester-end mark of 32 and most likely semester-end mark for a internal test mark of 40.

   (ii) Find the coefficient of correlation from the fitted regression lines.

5. Discuss in detail the concepts of correlation and regression and also state the difference between them.
1. Three bags A, B and C contain the following balls:
   - Bag A: 1 white, 3 red, 2 black balls
   - Bag B: 3 white, 1 red, 1 black balls
   - Bag C: 3 white, 3 red, 3 black balls

   Two balls are chosen at random from a randomly selected bag. If they are found to be white and red, find the probability that they both come from bag B.

2. A set of 6 similar coins are tossed 640 times and the results are shown in the following table.

<table>
<thead>
<tr>
<th>No. of heads</th>
<th>Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>7</td>
</tr>
<tr>
<td>1</td>
<td>64</td>
</tr>
<tr>
<td>2</td>
<td>140</td>
</tr>
<tr>
<td>3</td>
<td>210</td>
</tr>
<tr>
<td>4</td>
<td>132</td>
</tr>
<tr>
<td>5</td>
<td>75</td>
</tr>
<tr>
<td>6</td>
<td>12</td>
</tr>
</tbody>
</table>

   Fit a binomial distribution and obtain the frequencies on the assumption that the coins are symmetrical.

3. (i) What is meant by sampling? State the advantages involved in sampling. Explain briefly the various methods of random and non-random sampling.

   (ii) A survey of 250 families with three or less number of children revealed the following distribution:

<table>
<thead>
<tr>
<th>Number of male children</th>
<th>0</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of female children</td>
<td>3</td>
<td>2</td>
<td>1</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>Number of families</td>
<td>42</td>
<td>66</td>
<td>88</td>
<td>54</td>
<td></td>
</tr>
</tbody>
</table>

   Test whether this data is consistent with the hypothesis that male and female births are equally probable (take LOS = 0.05).

4. Four drugs have been developed for a certain disease. These drugs used in three different hospitals, and the results given below, show the number of cases of recovery per 100 people who have taken the drug.

<table>
<thead>
<tr>
<th>D1</th>
<th>D2</th>
<th>D3</th>
<th>D4</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1</td>
<td>19</td>
<td>8</td>
<td>23</td>
</tr>
<tr>
<td>H2</td>
<td>10</td>
<td>9</td>
<td>12</td>
</tr>
<tr>
<td>H3</td>
<td>11</td>
<td>13</td>
<td>13</td>
</tr>
</tbody>
</table>

   What conclusion can you draw based on the Analysis of variance on the difference between hospitals and doctors.

5. (i) What are the requisites of good average?

   (ii) Explain the steps that are involved to carry out the analysis of variance.
Assignment No. 1  

Answer all Questions:

1. Explain the concept of business environment. Also examine the impact of political environmental factors on the performance of Indian business during the last three years.

2. Do you subscribe to the view that India has been at a disadvantage position as a sequel to its entry into WTO? Substantiate your argument with appropriate illustrations.

3. What do you mean by ‘disinvestment in public sector enterprises’ and analyse the trends in this regard in India during the last one decade.

4. Sickness in Indian small industry has been on rise in spite of government’s remedial measures to curb it. Discuss.

5. Explain the concept of Fiscal Deficit. Also review the steps initiated by the Govt. of India in controlling it.

Assignment No. 2  

Answer all Questions:

1. The issue of allowing FDI in multi-branded retail trade by the GOI has become a debatable one. Throw much light on the relevant issues.

2. While explaining the rationale behind announcement of Industrial Policy by the government, critically examine the features of current industrial policies of Indian Government.

3. The global economic recession in the recent past has its adverse impact on India’s external trade. Discuss the trends in this regard and government’s initiative to tackle it.

4. ‘Financial sector reforms in India made the Indian Financial system vibrant and resilient to treat the consequences of global financial crisis’. Comment.

5. Critically review the progress made by India during the last three Five year plans.
ACCOUNTING FOR MANAGEMENT

Assignment No. 1  
5 x 6 = 30

Answer all Questions :

1. Elucidate the managerial applications of accounting information.

2. Explain the need for preparing Balance sheet and also give a proforma Balance Sheet with hypothetical data.

3. Discuss the need for analyzing of Common Size and Comparative Balance Sheet.

4. What is a Cost Sheet? Show the preparation of a cost sheet with hypothetical information.

5. (i) Discuss in detail the basic features of marginal costing. 
   (ii) Explain the basic assumptions of break-even analysis.

Assignment No. 2  
5 x 6 = 30

Answer all Questions :

1. Define the terms ‘Absorption Costing’ and ‘Marginal Costing’. State the differences between Absorption Costing and Marginal Costing.

2. What are the various circumstances under which material price and material usage variances are likely to arise.

3. What is Zero-based budgeting ? What are the advantages of Zero-based approach over the traditional approach ?

4. A company incurs following expenses to produce 1000 units of an article.

<table>
<thead>
<tr>
<th>Expense</th>
<th>Amount (Rs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Material</td>
<td>60,000</td>
</tr>
<tr>
<td>Direct Labour</td>
<td>30,000</td>
</tr>
<tr>
<td>Power (20% fixed)</td>
<td>20,000</td>
</tr>
<tr>
<td>Repairs and Maintenance (15% fixed)</td>
<td>16,000</td>
</tr>
<tr>
<td>Depreciation (40% variable)</td>
<td>12,000</td>
</tr>
<tr>
<td>Administrative Expenses (100% fixed)</td>
<td>24,000</td>
</tr>
</tbody>
</table>

Prepare flexible budget showing individual expenses of production levels at 1500 units and 2000 units.

5. What do you mean by ‘Trail Balance’ and also discuss the errors which are not disclosed by it.
Assignment No. 1

1. What is indifference curve analysis? What are its properties?
2. What is Profit? Is maximization of profit possible? What are its limiting factors?
3. Explain in detail the Cobb-Douglass production function with examples.
4. Explain various cost curves in the short run?
5. Discuss in detail the stages of Business cycles.

Assignment No. 2

1. Explain the nature of Managerial Economics. Discuss with examples how managerial economics is an integral part of Business activity.
2. What is the significance of Demand forecasting? What is the role of time element in the context of Demand forecasting.
3. Explain the concept of returns to scale. Explain what is meant by constant returns, increasing returns, decreasing returns to scale?
4. Describe the process of price determination under monopolistic competition.
5. Critically review the recent monetary policies of Indian govt. in controlling inflation and promoting economic growth.
Assignment No. 1 5 x 6 = 30

Answer all Questions:

1. Discuss the challenges and changing role of HRM in the Globalised environment.

2. Explain the process of Human Resource Planning. Discuss the role of Job Analysis in HRP.

3. How do you identify training needs in an organisation? How do you evaluate its effectiveness?

4. Describe the different schemes of Workers’ Participation in Management in India. Is Workers participation a success for failure? Discuss.

5. Discuss the role of state in industrial relations in India in the context of LPG policies.

Assignment No. 2 5 x 6 = 30

Answer all Questions:

1. Examine the principles of wage determination and explain about the provisions of Minimum Wages Act.

2. What is the mechanism envisaged for prevention and settlement of Industrial Disputes?

3. Define the concept of ‘Performance Appraisal’. Also explain in detail the techniques of Performance Appraisal.

4. What is Collective Bargaining? Discuss how far it has been successful in establishing industrial peace in Indian Industries.

5. Distinguish between the terms ‘Training’ and ‘Development’. Also discuss the methods of Executive Development.
1. What are the major changes in the marketing environment in India after liberalization process initiated?

2. Analyse consumer demographics in India.

3. Explain the New product introduction strategy of DOCOMO mobile services.

4. ‘Brands are the values promoted by a company’. Discuss.

5. What is market segmentation and analyse factors that influence market segmentation.

1. Explain the applications of direct marketing for FMCG.

2. What is the impact of culture on India consumer behaviour?

3. Discuss the pricing strategies of Airtel and BSNL for the Cellular services.

4. How an advertising copy is developed for print media?

5. Explain the concept of ‘channels of distribution’ and also discuss the factors that govern channels of distribution.
FINANCIAL MANAGEMENT

Assignment No. 1  5 x 6 = 30
Answer all Questions:

1. ‘Financial Management is nothing but managerial decision making on asset mix, capital mix and profit allocation’. Explain.

2. How should the finance function of an enterprise be organized? What functions do the financial manager perform?

3. “Financial statements suffer from a number of limitations”. Discuss.

4. What are the main categories of cash inflows and cash outflows as per AS-3 revised?

5. Explain the concept of ‘Bonus Shares’ and list out its advantages.

Assignment No. 2  5 x 6 = 30
Answer all Questions:

1. Distinguish between the weighted average cost of capital and the marginal cost of capital. Which one should be used in capital budgeting and valuation of the firm? Why?

2. Assuming the existence of the corporate income taxes, describe M.M’s position on the issue of an optimal capital structure.

3. ‘Bonus shares represent simply a division of corporate pie into a large number of pieces’. Explain.

4. Explain in detail the determinants of dividend policy.

5. Write notes on:
   (i) EOQ
   (ii) Methods of Long Term Finance
   (iii) Techniques of Cash Management.
OPERATIONS MANAGEMENT

Assignment No. 1  

Answer all Questions:

1. Discuss the scope of Operations Management.

2. (a) Explain the functions of PPC  
   (b) Discuss Mass, Batch and Job order manufacturing systems with their advantages and disadvantages.

3. (a) What are the factors affecting Plant Location ? Discuss  
   (b) Explain the principles of material handling.

4. What are inventory models ? Discuss the different types of inventory models.

5. Discuss in detail the concept of Total Quality Management.

Assignment No. 2  

Answer all Questions:

1. (a) What is Productivity ? Discuss the factors affecting productivity.  
   (b) Discuss Method study and work measurement.

2. (a) Define control chart. Discuss attribute and variable control charts.  
   (b) Explain (i) ABC analysis (ii) Total Quality management.

3. The demand for an item in a company is Rs. 18,000 units per year, and the company can produce the item at a rate of 3,000 per month. The cost of one setup is Rs. 500 and the holding cost of one unit per month is 15 paise. The shortage cost of one unit is Rs. 20 per year. Determine the optimum manufacturing quantity and the number of shortages. Also determine the manufacturing time and the time between setups.


5. Write notes on the following :  
   (a) JIT  
   (b) MRP  
   (c) ISO 9000 series  
   (d) Acceptance sampling.
Assignment No. 1  \[ 5 \times 6 = 30 \]

Answer all Questions:

1. Effective Communication is always essential for success in business. Explain this statement in detail.

2. Why does an organization need multiple channels of communication?

3. What guidelines should be followed while writing a project report?

4. What is Information Technology? Discuss five modern means of communication.

5. What is meant by Inter-personal communication? Briefly explain about models of inter-personal communication.

Assignment No. 2  \[ 5 \times 6 = 30 \]

Answer all Questions:

1. Outline the advantages and disadvantages of Oral Communication.

2. Discuss the role of listening skills in improving the concept of communication.


4. Identify the different barriers of communication. How do you overcome them?

5. Explain briefly merits and demerits of non-verbal communications.
E-BUSINESS
(For Admitted batches from 2006-07 to 2011-12)

Assignment No. 1

Answer all Questions: 4 x 5 = 20


2. Give a vivid picture of the growth of E-Business in India.

3. What are virtual shopping marts? Explain with examples various portals which are very popular for online business especially in India.

4. What are the steps involved in transforming traditional business to E-Business.

Assignment No. 2

Answer all Questions: 4 x 5 = 20

1. Explain the concept of “Digital Firm”. How can a traditional firm be transformed into a ‘Digital Firm’?

2. Name a few B2B portals in Indian E-Business scenario and explain their features with examples.


4. Discuss the extended E-business models with examples.