



ST. JOSEPH'S DEGREE & PG COLLEGE

(Extended Campus), Re-accredited by NAAC with 'A' Grade
Autonomous, Affiliated to Osmania University, Co-Educational Christian Catholic Minority Institution
Managed by Hyderabad Archdiocese Educational Society
5-9-300, Caprotti Hall building, Gunfoundry, Abids Hyderabad- 500001, Telangana State, India

MBA I Year/ I Semester Examinations October – 2019 INTERNAL – I

TIME: 1 Hr 30 Mins

SUBJECT: MANAGEMENT & ORGANIZATIONAL BEHAVIOR

DATE: 21.10.2019

MAX MARKS: 30

Section-A

I. Answer all the questions

(5 x 3 = 15 Marks)

1. "Efficiency is all about the organizational performance" . Comment
2. "Proactive approach is creative in nature" – Explain
3. MBWA is the present trend which is prevalent- do you agree.
4. Line and staff structure is the basis of span of supervision - Discuss
5. "Flat structure is an effective tool of control" - Explain

Section-B

II. Answer the following questions

(3 x 5 = 15 Marks)

6. a) Describe the Nature of Management

OR

- b) Explain the roles of a Manager in the various capacities

7. a) Enumerate the administrative principles according to Henry Fayol.

OR

- b) Explain the various steps involved in a planning process using your own examples.

8. a) An organizational design is greatly influenced by various factors - Describe

OR

- b) An organization has both traditional and modern hierarchical structures, and list any two with highlighting importance of traditional structures.



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MBA I Year/ I Semester Examinations October – 2019 INTERNAL – I

TIME: 1 Hr 30 Mins

SUBJECT: STATISTICS FOR MANAGEMENT

DATE: 21.10.2019

MAX MARKS: 30

Section-A

I. Answer all the questions

(5 x 3 = 15 Marks)

1. Define statistics and state its features
2. Explain the concepts: Skewness and Kurtosis
3. What are mutually exclusive events, Equally likely events and independent events? Give examples
4. State multiplication theorem when the events are statistically dependent and statistically independent
5. State Bayes theorem

Section-B

II. Answer the following questions

(3 x 5 = 15 Marks)

6. a) Explain the applications of statistics in managerial decision making.

OR

- b) Calculate the Karl Pearson's co-efficient of skewness for the following

| | | | | | | | | |
|-----------|------|-------|-------|-------|-------|-------|-------|-------|
| Wages | 0-10 | 10-20 | 20-30 | 30-40 | 40-50 | 50-60 | 60-70 | 70-80 |
| Frequency | 5 | 9 | 8 | 12 | 10 | 4 | 3 | 2 |

7. a) Explain various approaches of probability.

OR

b) A Husband and Wife appear in an interview for 2 Vacancies for the same post. The probability that husband get selected is $\frac{1}{7}$ and wife's selection is $\frac{1}{5}$. What is the probability that a) Both of them will get selected, b) None of them will get selected, c) Only one of them will get selected.

8. a) Explain central tendency and dispersion measures

OR

b) A manufacturing firm receives shipments of machine parts from 2 suppliers A & B. Currently 65% of parts are supplied by A & remaining from B. The past records shows that 2% of the parts supplied by A are found defective, whereas 5% of the parts supplied by B. On a particular day the machine breaks down because a defective part is fitted to it. Given the information that the part was bad, using Bayes theorem find probability that supplier A or Supplier B supplied it.



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MBA I Year/ I Semester Examinations October – 2019 INTERNAL – I

TIME: 1 Hr 30 Mins

SUBJECT: ACCOUNTING FOR BUSINESS

DATE: 22.10.2019

MAX MARKS: 30

Section-A

I. Answer all the questions

(5 x 3 = 15 Marks)

1. "Accounting Information is useful not only to owners but to many others". Substantiate
2. Briefly describe the steps in the Accounting Cycle.
3. What is Accounting Equation? Explain with suitable examples.
4. Distinguish between Profit & Loss Account and Balance Sheet
5. Define Deferred Revenue Expenditure.

Section-B

II. Answer the following questions

(3 x 5 = 15 Marks)

6. a) What are Accounting Concepts and Conventions? Explain any 5 Accounting concepts.

OR

- b) Journalize the following transactions in the books of V and N Co. for the year ended January 2019

January 1 – Started business with cash ₹ 80,000
January 3 – Goods purchased for cash ₹ 30,000
January 5 – Goods Purchased from A ₹ 5,000
January 7 – Goods sold for Cash ₹ 10,000
January 10 – Goods sold to P for ₹ 30,000
January 12 – Cash Paid to A ₹ 3,000
January 15 – Cash Received from P ₹ 10,000
January 21 – Paid for Wages ₹ 1,500
January 25 – Purchased Furniture from Sunil for Cash ₹ 5,000
January 28 – Paid Rent ₹ 5,000
January 31 – Paid for Salaries ₹ 2,000

7. a) Explain the differences between Capital and Revenue expenditures with examples.

OR

- b) From the following information prepare Trading Account of Mr. Y as on 31-3-2019

| Particulars | Amount |
|--------------------|----------|
| Opening stock | 90,000 |
| Credit purchases | 6,50,000 |
| Cash purchases | 60,000 |
| Purchase returns | 3000 |
| Cash sales | 36,000 |
| Credit sales | 8,20,000 |
| Cartage inwards | 400 |
| Closing stock | 60,400 |
| Carriage inwards | 1300 |
| Wages and salaries | 3,600 |
| Freight | 1400 |
| Sales returns | 15,000 |

8. a) From the following information prepare Trial Balance of Mr. XYZ as on 31-3-2019

| Particulars | Amount |
|---------------------------|--------|
| Buildings | 50,000 |
| Capital | 96,000 |
| Purchases and Sales | 15,000 |
| Creditors | 5,000 |
| Sales | 40,450 |
| Opening Stock(1- 4-2009) | 8,000 |
| Debtors and Creditors | 10,000 |
| Drawings | 3,500 |
| Sales Returns | 1,000 |
| Purchase Returns | 500 |
| Freight | 3,250 |
| Office Salaries | 10,000 |
| Wages | 1,200 |
| Postage and Telegrams | 1,000 |
| Machinery | 20,000 |
| Bills Receivable | 9,000 |
| Bills Payable | 3,000 |
| Advertisement | 4,000 |
| Cash in Hand | 5,000 |
| Loose Tools | 4,000 |

OR

- b) Why an Organization/Bank prepares Financial Statements? How the Financial Statements play a vital role in Decision Making. Substantiate.



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TIME: 1 Hr 30 Mins

SUBJECT: MARKETING MANAGEMENT

DATE: 22.10.2019

MAX MARKS: 30

Section-A

I. Answer all the questions

(5 x 3 = 15 Marks)

1. Write in detail about global Marketing.
2. Distinguish between Micro and Macro Environment.
3. Explain the elements of marketing mix with suitable examples.
4. What is the scope of Marketing?
5. Briefly explain about Niche Marketing.

Section-B

II. Answer the following questions

(3 x 5 = 15 Marks)

6. a) Explain the changes in technology environment and its impact on marketing.

OR

- b) What is Marketing Environment? Explain the need for scanning the marketing environment.

7. a) Elucidate the various approaches / concepts of Marketing.

OR

- b) What do you mean by Market Segmentation? Explain its importance.

8. a) Discuss the steps involved in market targeting

OR

- b) On which basis consumer markets can be segmented? Explain in brief.



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TIME: 1 Hr 30 Mins

SUBJECT: MANAGERIAL ECONOMICS

DATE: 23.10.2019

MAX MARKS: 30

Section-A

I. Answer all the questions

(5 x 3 = 15 Marks)

1. Write any three features of Managerial Economics.
2. State Discounting principle.
3. Define theory of firm.
4. Define Demand. State determinants of Demand.
5. What is Individual Demand and Market Demand?

Section-B

II. Answer the following questions

(3 x 5 = 15 Marks)

6. a) Explain the Nature and Scope of Managerial Economics.

OR

- b) Explain the following Economic Principles i) Incremental Concept ii) Opportunity Cost
iii) Scarcity

7. a) Define the law of Demand. State its exceptions in detail.

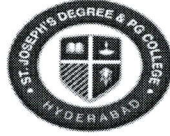
OR

- b) What do you mean by nature of demand? Explain the different variations in the nature of demand.

8. a) Distinguish between Micro Economics and Macro Economics.

OR

- b) What do you understand by Elasticity of Demand? Explain the types of Elasticity Measurements.



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TIME: 1 Hr 30 Mins
SUBJECT: BUSINESS LAWS

DATE: 23.10.2019
MAX MARKS: 30

Section-A

I. Answer all the questions

(5 x 3 = 15 Marks)

1. Define Law and explain the objects of Law.
2. Explain the terms with appropriate examples: (a) Agreement (b) Obligation.
3. What do you understand by Quasi Contract?
4. What are the essential features of Contract of Indemnity?
5. Bring out the essential features of Contract of Guarantee with examples.

Section-B

II. Answer the following questions

(3 x 5 = 15 Marks)

6. a) Define a Contract and Explain in detail the essential elements of a Valid Contract with appropriate examples.

OR

- b) Bring out the classification of contracts according to validity while quoting a case wherever necessary.
7. a) Discuss the classification of contracts according to formation and performance .

OR

- b) Discuss in detail the various remedies for a Breach of contract.
8. a) Explain the various rules relating to damages in breach of contract.

OR

- b) Explain the different kinds of contract of Guarantee.
