



St. Joseph's Degree & PG College

Autonomous – Affiliated to Osmania University

Re- Accredited by NAAC with 'A' Grade

Caprotti Hall Building, Gunfoundry, Hyderabad —500001.

MBA I Year/ I Semester Examinations November – 2019 INTERNAL – II

TIME: 1 Hr 30 Mins

DATE: 26.11.2019

SUBJECT: MANAGEMENT & ORGANIZATIONAL BEHAVIOR

MAX MARKS: 30

Section-A

I. Answer all the questions

(5 x 3 = 15 Marks)

1. "Coordinating is the integral part of all the functions of Management". Discuss
2. "Organizational politics hinder the performance of an employee" – Comment
3. "Span of control" is indicative of how well the team is managed -Justify
4. Theory X and Theory Y are behavior based motivation theories - Discuss
5. "Effort leads to performance and thus to desired outcomes" - Explain

Section-B

II. Answer the following questions

(3 x 5 = 15 Marks)

6. a) Organization control is individual centric and not organizational centric, justify.

OR

- b) Rate your personality using Big 5 personality model and suggest measures that you are planning to implement to improve yourself.

7. a) Enumerate the factors of perception.

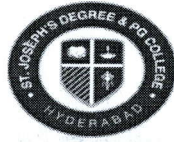
OR

- b) Explain the various steps involved in perception process.

8. a) Draw a comparison between Maslow's Need Hierarchy and Herzberg two factor theory.

OR

- b) Write about group conflicts and measures to resolve them.



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INTERNAL – II

TIME: 1 Hr 30 Mins

SUBJECT: STATISTICS FOR MANAGEMENT

DATE: 26.11.2019

MAX MARKS: 30

Section-A

I. Answer all the questions

(5 x 3 = 15 Marks)

1. Write the steps for testing the Hypothesis.
2. Give the properties of Normal distribution.
3. State the Central limit theorem and Sampling Distribution.
4. Write a note on Type I & Type II errors.
5. State the properties of t- distribution.

Section-B

II. Answer the following questions

(3 x 5 = 15 Marks)

6. a) Fit the binomial distribution to the following :

X	0	1	2	3	4
F	28	62	46	10	4

OR

- b) Fit a Poisson distribution:

X	0	1	2	3	4
F	122	60	15	2	1

7. a) Discuss various types of sampling methods.

OR

- b) Intelligence test on two groups of boys and girls gave the following results.

	Mean	S.D	n
Girls	78	10	50
Boys	73	15	100

Is there a significant difference in the mean scores obtained by boys and girls at 5% LOS?

8. a) A random sample of size 10 from a normal distribution has the sample mean 40 and sample standard deviation of 6. Test the Hypothesis that population mean is 44 at 5% LOS?

OR

- b) 12 students were given intensive coaching and 5 tests were conducted in a month. The scores of tests 1 and 5 are given below.

No. of students:	1	2	3	4	5	6	7	8	9	10	11	12
Marks in 1 st test:	50	42	51	26	35	42	60	41	70	55	62	38
Marks in 5 th test:	62	40	61	35	30	52	68	51	84	63	72	50

Do the data indicate any improvement in the scores obtained in tests 1 and 5 at 1% LOS?



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MBA I Year/ I Semester Examinations November – 2019

INTERNAL – II

TIME: 1 Hr 30 Mins

SUBJECT: ACCOUNTING FOR BUSINESS

DATE: 27.11.2019

MAX MARKS: 30

Section-A

(5 x 3 = 15 Marks)

I. Answer all the questions

1. Write a note on Straight Line Method.
2. Define Depreciation and explain its purpose.
3. Explain Trend Analysis.
4. Write a note on Reducing Balance method.
5. Mention the objectives of Ratio Analysis.

Section-B

(3 x 5 = 15 Marks)

II. Answer the following questions

6. a) What is Financial Statement Analysis? Write a note on different methods of the Financial Statement Analysis.

OR

- b) Given below is the Balance Sheet of VN LTD for the years 2018 & 2019. Prepare Comparative Balance Sheet and interpret.

Particulars	2017(₹)	2018(₹)
Capital	10,000	10,000
Reserves	500	600
Debentures	-	100
Land & Building	10,000	6,000
Creditors	200	-
Bills payable	400	300
Machinery	1,000	3,000
Current Assets	100	2,000

7. a) From the following Trial Balance of Mr. Y as on 31-3-2010, Prepare Trading, P&L account and Balance Sheet.

Particulars	Debit Amount (₹)	Credit Amount(₹)
Buildings	50,000	
Capital		96,000
Purchases and Sales	15,000	40,450
Opening Stock(1- 4-2009)	8,000	
Debtors and Creditors	10,000	5,000
Drawings	3,500	
Sales Returns and Purchases Returns	1,000	500
Freight	3,250	
Office Salaries	10,000	
Wages	1,200	
Postage and Telegrams	1,000	
Machinery	20,000	
Bills Receivable and Bills Payable	9,000	3,000
Advertisement	4,000	
Cash in Hand	5,000	
Loose Tools	4,000	
TOTAL	1,44,950	1,44,950

Adjustments:

- 1) Closing Stock was valued at ₹ 10,000
- 2) Depreciate buildings by 5% and Loose Tools by 12.5 %
- 3) Interest on Capital is at 5 % and on Drawings is at 10 %

OR

b) "Ratio Analysis depicts the financial Health of the Organization" Discuss.

8. a) The Following is the Trial Balance of Raman Traders as on 31st December, 2007.
Prepare Trading, Profit & Loss Account and Balance Sheet.

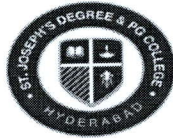
Particulars	Amount (₹)	Particulars	Amount (₹)
Cash in Hand	1,500	Sales	2,50,000
Cash at Bank	3,000	Return Inwards	2,000
Purchases	1,10,000	Capital	56,000
Return Inwards	1,500	Creditors	30,000
Wages	20,000		
Power & Fuel	8,000		
Carriage Outwards	6,000		
Carriage Inwards	5,000		
Opening Stock	6,000		
Land	10,000		
Building	80,000		
Machinery	30,000		
Patents	15,000		
Salaries	12,000		
Sundry Expenses	6,000		
Insurance	1,000		
Drawings	8,000		
Debtors	15,000		
TOTAL	3,38,000		3,38,000

Adjustments:

- 1) Closing Stock as at 31-12-2007 is ₹ 20,000
- 2) Provision for Bad and Doubtful Debts is 5 % on Debtors
- 3) Outstanding Salary ₹ 5,000 and Outstanding Wages ₹ 3,000
- 4) Depreciation is 10% on Building, Machinery and Patents.

OR

b) "Working Capital is considered as the Life Blood of the Organization". Discuss



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MBA I Year/ I Semester Examinations November– 2019
INTERNAL – II

TIME: 1 Hr 30 Mins
SUBJECT: MARKETING MANAGEMENT

DATE: 27.11.2019
MAX MARKS: 30

Section-A

I. Answer all the questions

(5 x 3 = 15 Marks)

1. What is meant by a Brand? Define it with an example.
2. Briefly explain the role of Packaging for marketing a product.
3. What is meant by Product Line & Product mix?
4. Differentiate between Market Skimming & Market Penetration Pricing Strategies.
5. Explain the role of Agents & Brokers in facilitating the flow of goods for a marketer?

Section-B

II. Answer the following questions

(3 x 5 = 15 Marks)

6. a) Explain about the various Product Positioning Strategies available for a firm?

OR

- b) Elucidate the Competitive strategies adopted by a firm.
7. a) Explain about the various stages of Product Life Cycle.

OR

- b) Write in detail about the New Product Development Process.
8. a) Discuss the various types of Wholesalers that exist in the market.

OR

- b) Explain the various steps involved in Promotion mix.



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MBA I Year/ I Semester Examinations November – 2019 INTERNAL – II

TIME: 1 Hr 30 Mins

SUBJECT: MANAGERIAL ECONOMICS

DATE: 28.11.2019

MAX MARKS: 30

Section-A

I. Answer all the questions

(5 x 3 = 15 Marks)

1. Write the assumptions of CVP analysis.
2. Define Elasticity of Demand and explain its types.
3. Write short notes on Marginal cost and Average cost.
4. What is a Budget Line?
5. Distinguish between Indifference Curve and Isoquant Curve?

Section-B

II. Answer the following questions

(3 x 5 = 15 Marks)

6. a) Explain the properties of an Indifference Curve.

OR

- b) Define Demand Forecasting and explain its methods.
7. a) Discuss the law of Returns to Scale.

OR

- b) Describe the forms of Economies and Diseconomies of scale.
8. a) Briefly explain the types of Cost.

OR

- b) Elucidate upon the ordinal approach to consumer utility.



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MBA I Year/I Semester Examinations November – 2019 INTERNAL - II

TIME: 1 Hr

SUBJECT: IT APPLICATIONS FOR MANAGERS

DATE: 29.11.2019

MAX MARKS: 20

Section – A

I. Answer all the questions

(5 x 1 = 5 Marks)

1. What are the differences between Data and Information?
2. Write about the Electronic Funds Transfer.
3. What is meant by computer security? Explain.
4. What is the Goal Seek Excel function? Explain.
5. Define a) Cell b) Workbook c) Function.

Section-B

II. Answer the following questions

(3 x 5 = 15 Marks)

6. a) Who are Cyber Criminals? Write in detail about the types of Cyber Criminals.

OR

- b) What are the different categories of Information System? Explain in detail.

7. a) Write about MS Excel. Write in detail about the features of MS Excel? And write the procedure for saving, opening and closing a workbook.

OR

- b) Mr. Sam is the lucky winner of Rs. 1,00,000. As per the rules of the company, he can take the prize money as below options:

- i) A Series of 4 annual payments, as shown in the table below

Year	Cash Payment(Rs)
0	1,00,000
1	2,00,000
2	3,00,000
3	4,00,000

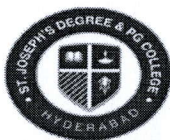
- ii) 1 lump sum payment of Rs. 4,00,000.

If your required return is 10% which option would you choose (i or ii) and why?

8. a) Write in detail about M-Commerce Services and Applications.

OR

- b) Write in detail about PIVOT Table and list the advantages and disadvantages of PIVOT Table.



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MBA I Year/ I Semester Examinations November– 2019 INTERNAL – II

TIME: 1 Hr

SUBJECT: INDIAN ETHOS & BUSINESS ETHICS

DATE: 29.11.2019

MAX MARKS: 20

Section-A

I. Answer all the questions

(5 x 1 = 5 Marks)

1. What is Indian Ethos for Management?
2. Define Work culture.
3. Describe the importance of Stress Journal.
4. Explain the concept of Values for Indian Managers.
5. List down and explain at least 5 Myths in Business Ethics.

Section-B

II. Answer the following questions

(3 x 5 = 15 Marks)

6. a) Differentiate between Indian and Western Management on certain basis of distinction.

OR

- b) Emphasize upon the relevance of Value Based Management in the current scenario.

7. a) Elucidate upon Teleological Approach of Ethics.

OR

- b) Explain the Deontological Approach of Ethics.

8. a) Write briefly about the Concept of Stress and Stress Management.

OR

- b) Explain Ethical Principles in Business.



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TIME: 1 Hr 30 Mins

SUBJECT: BUSINESS LAWS

DATE: 28.11.2019

MAX MARKS: 30

Section-A

I. Answer all the questions

(5 x 3 = 15 Marks)

1. Define Bailment and explain the requisites of Bailment.
2. Explain the classification of Bailment with appropriate examples.
3. What do you mean by an Agent and Principal? Highlight the essentials of relationship of Agency.
4. Discuss in detail the characteristic features of contract of sale.
5. Define Negotiable Instrument .Explain the special features of Negotiable Instruments.

Section-B

II. Answer the following questions

(3 x 5 = 15 Marks)

6. a) Explain in detail the rights and Duties of Bailor with appropriate examples.

OR

- b) What are the requisites of Bailment and mention how contract of Bailment can be terminated?

7. a) Detail the classification of agents and give examples .

OR

- b) Explain the various ways through which a contract of Agency can be created.

8. a) What is meant by crossing of cheques? Explain the types of crossing with specimens of each type.

OR

- b) Differentiate between sale and agreement to sell.



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