

**ACCOUNTING FOR MANAGERS**

**Important questions**

1. What is Financial Accounting? Discuss its objective and advantages.
2. Briefly explain the principle of double entry system of financial Accounting?
3. “Every Debit entry has its corresponding credit entry”. Explain.
4. What is Financial Accounting? Discuss the various concepts of Financial Accounting.
5. “Trial Balance is a conclusive proof of accuracy of accounts”. Comment.
6. Distinguish between Financial Accounting, Cost Accounting & Management Accounting.
7. What is Financial Statements? Discuss- Income Statement & Balance sheet in brief.
8. What is depreciation? Explain the needs for charging depreciation
9. Give format of Profit & Loss Account & Balance sheet.
10. Discuss various methods of charging depreciation.
11. Distinguish between Cash Flow & Fund Flow Statements.
12. Discuss the following ratios in details:
  - Profitability Ratios
  - Liquidity Ratios
  - Turnover Ratios
13. What is Financial Statement analysis? Discuss the various tools of financial statement analysis.
14. Explain the various elements of Cost.
15. What is the need for inventory valuation? Discuss various methods of inventory valuation.
16. Give reasons for differences in Profit & Loss shown by Cost Accounting & Financial Accounting.
17. Distinguish between Marginal Costing & Absorption Costing.
18. Discuss the advantages and Limitations of Marginal Costing.
19. Discuss the following Terms:
  - Budget
  - Budgeting
  - Budgetary Control
20. Write short note on:
  - Zero Based Budgeting
  - Fixed & Flexible Budget
  - Cash Budget

# SAM COLLEGE OF MANAGEMENT, BHOPAL

## SUB- QM

### MBA-I Semester

- 1- What is statistics? Why it is needed to study in management field.
- 2- What is time Series? How it play an important role in forecasting.
- 3- Explain probability theorem? Differentiate between additional and multiplicative theorem.
- 4- What is sampling. Explain it in detail.
- 5- Explain Component and utility of time series.
- 6- What is correlation analysis? Explain types of correlation and methods of solving coefficient of correlation.
- 7- Calculate Mean, and Mode of the series.

Marks of the student	65	45	35	82	69	82	19
No. Of students	11	19	28	36	14	10	8

- 8- Calculate Median, and Mode of the series.

Prediction	0-10	10-20	30-40	40-50	50-60	60-70	70-80
No. Of students	16	12	21	33	20	10	6

- 9- Calculate Karl Pearson's coefficient of correlation.

Demand	65	95	85	35	45	62	84
Supply	35	51	45	61	75	95	82

- 10- Calculate Rank correlation from following series.

X	65	95	85	35	45	62	84
Y	35	51	45	61	75	95	82

- 11- What do you mean by concurrent deviation. Explain with an example.

- 12- What do mean by quartile deviation. Explain with an example.

- 13- Write short notes on

- 1- Forecasting.
- 2- Skewness.

- 14- What is frequency distribution? Explain with an Example.

- 15- Explain graphical representation of frequency distribution.

- 16- Calculate Standard deviation and variation from following series.

CI	0-10	10-20	30-40	40-50	50-60	60-70	70-80
No. Of students	10	11	28	43	30	20	15

- 17- What is the probability of getting head if five coins are tossed.

- 18- A bag contains 35 balls in which 20 balls are red and remaining balls are blue. What is the probability of getting red balls when a random ball is drawn from bag.

- 19- What is mean deviation? Explain with an example.

- 20- Calculate Karl Pearson's coefficient of skewness.

22, 29, 38, 65, 85, 56, 96, 64, 28

# **SAM College of Management & Technology**

## **Important Questions**

**Subject: Management Concepts and Practices**

**Subject Code: CP-101**

1. What is the meaning of Management? Define concept and definitions of management.
2. What about the function of management.
3. What are the various roles and skills of a manager?
4. Management is both- a science and art, Explain.
5. What are the liabilities of management towards society? Explain.
6. Discuss the evolution of management thought.
7. Why has Henri Fayal been called the father of modern management?
8. Critically evaluate "science management" as a foundation, for understanding organizational behavior.
9. Write about the future challenges of management.
10. What are the importance/advantages and limitations of planning?
11. Write a short note on process of strategic management.
12. Define various elements which are common to all the MBO processes.
13. Define MBE.
14. Explain various Types of decisions.
15. What is the meaning of organization? Define its definition or characteristics.
16. Write about developing the organization structure.
17. What are the bases for Departmentalization?
18. What is the meaning of control? Write process.
19. Define various Kinds of delegation.
20. Define various methods/ patterns of decentralization more effective.
21. Discuss various techniques of direction.
22. Write various theories of motivation.
23. What is the productivity?
24. What do you understand by leadership? Describe in detail the main theories of leadership.
25. Define principles of co-ordination.

**Important Questions:**

1. What do you mean by communication? Write the importance of communication?
2. What are the various types of communication?
3. Mention the process of communication.
4. What are the various barriers to effective communication?
5. What are business letters? Why they are written?
6. Define various types of business letters. What are the pros and cons of writing business letters?
7. What do you mean by resume? Differentiate among resume, CV and bio-data.
8. What are the various strategies that help in developing communication skills?
9. What do you mean by speech? What are the likely occasions on which one has to make speech?
10. What do you mean by interview? What are the various types of interview?
11. Write Short notes on –
  - a. Kinesics
  - b. Proxemics
  - c. Chronemics
12. Write the various strategies that an interviewer should make while conducting interview?
13. What do you mean by Group Discussion? How the group discussion is conducted?
14. What is conference? What preparations are required for having a conference?
15. What do you mean by electronic communication? Why these are important in today's scenario?
16. What precautions should be taken while delivering business presentations?
17. Write Short notes on-
  - Business Memos
  - Grapevine communication
  - Business etiquettes
  - Covering Letter
18. What do you mean by listening? How the listening can be made effective?
19. What do you mean by reports? What are the various types of reports?
20. How the reports are drafted? Define its structure.

# **SAM College of Management & Technology**

## **Important Questions**

### **Subject: Managerial Economics**

### **Subject Code: CP-103**

1. Define Managerial economics.
2. What is the nature and scope of economics?
3. Explain the application of economics in managerial decision making.
4. What are the functions of demand.
5. Explain Law of demand . what are the factors affecting demand
6. What are the exceptions to the law of demand?
7. What is demand forecasting and what are the ways of demand forecasting?
8. Explain the concepts of income and substitution effect.
9. Elaborate the theory of profit maximization.
10. Explain Break even analysis.
11. Explain diagrammatically with the help of an example the law of returns.
12. How will you define economies of scale? What are the sources of internal and external economies?
13. Differentiate between perfect competition and monopolistic competition.
14. How is price determined under monopoly or monopolistic competition?
15. Describe price discrimination. What are the degrees of discriminating price?
16. Is perfect competition a myth? Comment.
17. Explain in detail the measurement of National Income.
18. What is a monetary policy? Explain the instruments of monetary policy
19. What is inflation ? What are the causes and remedies for controlling inflation?
20. Short notes on: a) GDP b) NDP c) GNP d) NNP e) WPI f) CPI
21. Discuss the budget of 2018-19.
22. What is Fiscal Policy? Explain the instruments of fiscal policy.
23. Explain Consumption Function.
24. What is non Price competition? Explain with the help of an example.
25. Write short notes on a) Gross domestic savings  
b) Gross domestic Capital Formation

# **IMPORTANT QUESTIONS OF INTERNATIONAL BUSINESS ENVIRONMENT (IBE)**

**(Number shows frequency of question in previous exams)**

- 1. Explain the meaning and types of international business?(2)**
- 2. What is Human cultural environment?**
- 3. Describe in short about Political and Economic environment. What is Economic gap (4)**
- 4. What is International Business? Discuss importance and problems in international business.**
- 5. Do you think there are lot of opportunities exists in domestic business than entering into international business/ features of International Business ( 3)**
- 6. Why is international business not a bed of roses**
- 7. Write an essay on world bank and its importance for India .**
- 8. How does decision of WTO will affect Indian Business scenario.**
- 9. Write a note on WTO and its importance for Indian business ( 4)  
Also Discuss the Functions of WTO**
- 10. Explain the nature and components of Balance of payments. Write about the problems of balance of payments export sector. And /OR  
What do you mean by Balance of payments? Explain its components (4)**
- 11. What do you mean by FII. Explain in detail and how it is different from FDI (3)**
- 12. What are exchange rate determination .How foreign exchange rates are determined. What are the advantages of Fixed exchange rate (3)**
- 13. Explain the process of Managerial Control in export Management**
- 14. Define the process and strategies of internationalization of Service firms (4)**
- 15. What are the indicators of competitiveness and its advantage for nations? Also explain impact of technology on Globalization**
- 16. What is the role of Joint ventures in Global Competitiveness? Explain challenges also(4)**
- 17. Explain the objectives , features of Globalization, Its stages and essential conditions together with Pros and Cons**

- 18. Explain in detail Globalization and HRD.**
- 19. What is Globalization? How do global organizations emerge to enjoy global leadership in their business?**
- 20. Explain Globalization with social responsibility.**
- 21. Write short note on**
  - i. FDI**
  - ii. Euro currency**
  - iii. Convertibility of Rupee (2)**
  - iv. Flexible exchange rates**
  - v. India and world Bank**
  - vi. IMF and its functions ( 5 )**
  - vii. Human cultural environment**