

SAM COLLEGE OF MANAGEMENT & TECHNOLOGY, BHOPAL

Subject: Management Concepts and Practices

Subject Code: CP-101(MBA I Sem 2019)

Faculty- Prof. Meena Tiwari

Important Questions:

Short Answer Type Questions:

- 1 Define 'Business Ethics' and list its objectives.
2. Briefly explain the function of Management.
3. Write a short note on the following:
 1. Morale
 2. Productivity
 3. MBE
 4. Span of Control
4. Discuss the contribution of Elton Mayo in the field of Management.
5. Write about the future challenges of management.
6. Write a note on delegation and decentralization.
7. Discuss the principles and techniques of directing.
8. Highlight the importance of a good leader in an organization.
9. What is Staffing? Write its process.
10. What write a short note on MBO? (Management by Objectives)

Long Answer Type Questions:

11. Write a detailed note on Management and Society with relevant examples.
12. Discuss the objective, nature and significance of Management.
13. What is Decision Making? Explain its techniques and Process.
14. Why planning is useful? What are the principles of planning? Also discuss various types of plans.
15. Write note on contribution made by Douglas Mc Gregor?
16. Explain the Maslow's Hierarchy of needs with the help of diagram?
17. Explain various techniques or methods of co-ordination?
18. Define measures those should be taken to increase productivity?
19. Write about the significance of Ethics in Business?
20. Why Taylor is called Father of Scientific Management? Give his theory and achievement ?

SAM COLLEGE OF MANAGEMENT & TECHNOLOGY, BHOPAL

Subject: Quantitative Methods , Code: CP-102 (1st SEM.)

Faculty- DR. Surjeet Tomar

Important Questions:

Short Answer Type Questions:

1. The data about the sales and advertisement expenditure of a firm is given below-

	Sales (In Crores of Rs)	Advertisement Expenditure
Means	40	.6
Standard deviation	10	1.5

Coefficient of correlation = $r = 0.9$

- (a) Estimate the likely sales for a proposed advertisement expenditure of Rs. 10 crores.
(b) What should be the advertisement expenditure if the firm proposes a sales target of 60 crores of rupees?

2. Define depression. What are the measures of it, explain their merits and demerits?

3. What is meant by variance? How it is analyzed?

4. Describe the features and formula of Z-test?

5. Find the median of the following data of the marks of 20 students.

21,33,37,56,47,25,33,32,47,34,36,23,26,33,37,26,37,37,43,45.

6. Write a short note on “Skewness”.

7. Define ‘Range’ and explain its utility in business with relevant examples.

8. What do you understand by Null and Alternative hypothesis explain the measures of hypothesis testing – t – test for differences of means.

Long Answer Type Questions:

9. What do you mean by ‘Central tendency’? Describe the advantages and disadvantages of mean and mode.

10. Explain how the standard deviation, quartile deviation and mean deviation. Discuss the circumstances in which they may be used?

11. Differentiate between correlation and regression analysis. Indicate their utility in business analysis.

12. Explain the significance of any one-

- a) T-test
b) F-test

13. Define “Correlation”? What are the uses of “Correlation” and “Coefficient of correlation”?

14. Calculate Karl Pearson's coefficient of correlation for the following data:-

X: 12 16 15 20 18 22 26

Y: 8 10 7 15 10 9 14

15. Find the arithmetic mean and standard deviation for the data given below :

Class Interval	Frequency
0 – 10	5
10 – 20	8
20 – 30	10
30 – 40	12
40 – 50	6
50 – 60	4
60 – 70	2

16. What is time series? How it is useful for business? Also explain the components of a time series.

17. Calculate the Karl Pearson's correlation coefficient for the following data.

X	11	10	9	8	7	6	5
Y	20	18	12	8	10	5	4

18. If three coins are tossed together, find the probability of getting.

- (i). At least one head
- (ii). Exactly two head
- (iii). All Tails.

19. Find the third quartile for the following data which gives the weights of 20 school children's in kg:

35,37,32,26,34,25,27,34.5,27,35,37,30,29,31,38,28,28.5,25,33,30

20. In a partially destroyed laboratory record of an analysis of correlation data the following results only are eligible.

Variable of X = 9

Regression equations are:

$$8X - 10Y + 66 = 0$$

$$40X - 18Y = 214$$

SAM COLLEGE OF MANAGEMENT & TECHNOLOGY, BHOPAL

Subject: Managerial Economics ,Code: CP-103 (MBA I SEM 2019)

Faculty- Prof. Pooja Sahu

Important Questions:

Short Answer Type Questions:

- 1) DEFINE MANAGERIAL ECONOMICS AND ITS NATURE AND SCOPE.
- 2) DEFINE APPLICATIONS OF ECONOMICS IN MANAGERIAL DECISION MAKING.
- 3) EXPLAIN THE LAW OF DEMAND & EXPLAIN ASSUMPTION OF LAW OF DEMAND.
- 4) DISCUSS CRITICALLY THE DIFFERENT METHODS OF DEMAND FORECASTING.
- 5) WHAT IS THE MEAN BY PRODUCTION? EXPLAIN FACTORS OF VBPRODUCTION?
- 6) DISCUSS THE LAW OF RETURN TO SCALE.
- 7) WHAT IS THE CONCEPT OF 'COSTS'? HOW WOULD YOU DISTINGUISH BETWEEN VARIABLE AND FIXED COSTS?
- 8) WHAT DO YOU MEAN BY BREAK EVEN ANALYSIS? HOW IT IS ACHIEVED. WHAT IS THE PRACTICAL UTILITY OF THIS ANALYSIS?

Long Answer Type Questions:

- 9) WHAT DO YOU MEAN BY 'MARKET'? HOW WOULD YOU CLASSIFY THE MARKET?
- 10) WHAT DO YOU MEAN BY MONOPOLY? WHAT ARE THE KINDS AND THE MAIN CHARACTERISTICS OF MONOPOLY?
- 11) WHAT IS PRICE DISCRIMINATION? DEFINE THE OBJECTIVES OR CAUSES OF PRICE DISCRIMINATION?
- 12) EXPLAIN DIFFERENCE BETWEEN PERFECT AND IMPERFECT COMPETITION?
- 13) WHAT DO YOU MEAN BY MACRO ECONOMICS? DISTINGUISH BETWEEN MICRO ECONOMICS AND MACRO ECONOMICS?
- 14) WHAT IS NATIONAL INCOME? ANALYSIS THE METHOD OF MEASUREMENT OF NATIONAL INCOME OF A COUNTRY?
- 15) WHAT IS MEANT BY MONETARY POLICY? WHAT SHOULD BE THE OBJECTIVES AND LIMITATIONS OF MONETARY POLICY?
- 16) WRITE NOTE ON FISCAL POLICY?
- 17) WHAT IS MEANT BY 'INFLATION'?
- 18) WRITE NOTES ON FOLLOWING- A) WPI B) CPI
- 19) WHAT IS CONSUMPTION FUNCTION? DEFINE THE DETERMINING FACTORS OF CONSUMPTION FUNCTION.
- 20) WRITE NOTE MONEY SUPPLY.

SAM COLLEGE OF MANAGEMENT & TECHNOLOGY, BHOPAL

Subject : COMMUNICATION SKILLS , Code: CP-104(MBA I Sem 2019)

Faculty- Prof. Bincy B. Samuel

Important Questions:

Short Answers Type Questions:

1. What do you mean by Communication? Give elements of communication.
2. "Communication is a two way process". Explain with the help of communication process.
3. What are the different parts of Business Letters?
4. Explain the Do's and Don'ts of Business Letters.
5. What do you mean by Listening? How can you make your listening effective?
6. Describe the various types of Group Discussion.
7. Write short notes on –
 - (1) Proxemics
 - (2) Chronemics
 - (3) Artefacts
8. Discuss the importance of Dressing and Grooming.
9. "Reports are written for Business Executives who wants them. Thus you don't have to be concerned about holding your reader's interest". Discuss.
10. What is the role of Electronic communication in designing and delivering Business presentation?

Long Answers Type Questions:

11. Discuss barriers of effective communication and way to overcome these barriers.
12. Define the various theories of Communication process.
13. What factors are essential of resume writing? Discuss in details.
14. Prepare a covering letter and resume for the following advertisement appeared in times of India on 21st Nov.2019, RBS a leading Bank of India, requires MBA with six months experience for the post of 'Senior Executive' sales. Interested candidates may apply to HR Manager, 16 Annapurna Complex, Mumbai-12.
15. What types of preparations are required before appearing for a Job Interview?
16. What are the major strategies to develop effective communication skills in an organization?
17. Write in details the various types of non verbal Communication?
18. What do you understand by Business Etiquettes and its importance in overall communication process?
19. Discuss in detail various types and structure of reports.
20. What do you understand by Electronic Communication? Write the advantages and disadvantages of social media.

SAM COLLEGE OF MANAGEMENT & TECHNOLOGY, BHOPAL

Subject: International Business Environment
Subject Code: CP-105 (MBA I Sem 2019)
Faculty- Prof. Jitendra Sharma

Important Questions:

Short Answer Type Questions:

1. What are the various forms of International Business?
2. Write Theories of International Trade and their applications?
3. Explain Social and cultural environment with examples?
4. What are the modes of entry in International Market?
5. Explain types of regional integration and trading arrangements?
6. What is the role of IMF and World Bank in International business?
7. What do you understand by International Trade institutions and agreements?

Long Answer Type Questions:

8. Explain the objectives, features and stages of globalization?
9. Describe in short about Political and Economic environment. What is Economic gap?
10. Do you think lot of opportunities exists in domestic business than entering into international business?
11. What is International financial management? Why is it important for business?
12. Explain Tariff and non tariff barriers to trade or what are the instruments of trade policy?
13. How Exchange rate is determined? Explain in detail.
14. Throw light on Ethics in International business. How social responsibility of business is fulfilled?
15. Write short notes on:
 - 1) Multinationals as global intermediaries
 - 2) Modes of entry in International Market
 - 3) Instruments of Trading Policy
 - 4) WTO
 - 5) International human resource management
 - 6) Legal Environment
 - 7) Financial markets

SAM COLLEGE OF MANAGEMENT & TECHNOLOGY, BHOPAL

Subject: ACCOUNTING FOR MANAGERS
Subject Code: CP-106 (MBA I Sem 2019)
Faculty- Prof. Pooja Sahu

Important Questions:

Short Answer Type Questions:

1. WHAT IS FINANCIAL ACCOUNTING? DEFINE THE FUNCTIONS AND SCOPE OF FINANCIAL ACCOUNTING?
2. WHAT ARE THE BASIC PRINAPLES OF DOUBLE ENTRY SYSTEM?
3. EXPLAIN JOURNAL AND ITS IMPARTANCE AND DEFINE THE MEANING OF DEDGER?
4. THE FOLLOWING IS THE TRIAL BALANCE PREPARED BY AND INDEXPRIENCED ACCOUNTANT. REDRAFT IT IN A CORRECT FORM.

TRIAL BALANCE FOR THE YEAR ENDING 31ST MARCH, 2018

PARTCULARS	RS. DEBIT AMOUNT	RS. CREDIT AMOUNT
OPENING STOCK	-	1,37,000
PURCHASES	6,00,000	-
SALES	-	10,00,000
PURCHASES RETURN	-	6,000
SALES RETURN	14,000	-
CARRIAGE ON PURCHASES	-	22,000
CARRIAGE ON SALES	3,000	-
MANUFACTURING EXPENSES	75,000	-
WAGES	-	9,000
TRADE EXPENSES	5,000	-
RENT AND RATES	4,000	-
SALARIES	22,000	-
ADVERTISEMENT	4,000	-
BAD DEBTS	2,000	-
DEBTORS	-	1,00,000
CREDITORS	1,20,000	-
BILLS RECEIVABLE	60,000	-
BILLS PAYABLE	28,000	-
DISCOUNT	1,000	2,000
CASH IN HAND	58,000	-
CASH AT BANK	70,000	-
PLANT AND MACHINERY	90,000	-
FURNITURE	-	60,000
CAPITAL	2,00,000	-
DRAWINGS	-	20,000
	1,35,6000	1,35,6000

5. WHAT IS FINANCIAL ACCOUNTS? DEFINE THE METHOD OF PREPARING FINANCIAL ACCOUNTS.

6. WRITE ABOUT TRADING AND PROFIT LOSS ACCOUNT.

7. DEFINE THE MEANING OF DEPRECIATION AND VARIOUS METHODS OF CALCULATING DEPRECIATION.

8. DEPRECIATION WAS PROVIDED FOR 2 YEARS @ 10% P.A. ON FIXED INSTALLMENT METHOD ON A MAHCINE WHICH WAS PURCHASED FOR RS. 10,000 ON 1ST JANUARY 1991. BUT ON 1ST JANUARY 1993, IT WAS DECIDED TO CHANGE THE METHOD IN FAVOUR OF DIMINISHING BALANCE METHOD THE RATE BEING 12% WITH EFFECT FROM THE DATE OF PURCHASE. PREPARE MACHINERY ACCOUNT FROM 1991 TO 1993.

9. DRAW THE PROFARMA OF FINAL ACCOUNTS.

10. WHAT IS MEANT BY FINANCIAL STATEMENT ANALYSIS?

11. EXPLAIN IMPARTANCE AND LIMITATIONS OF RATIO ANALYSIS?

12. WHAT IS THE DIFFERENCE BETWEEN FUNDS FLOW STATEMENT AND CASH FLOW STATEMENT?

13. FOLLOWING ARE THE BALANCE SHEETS OF PRATIBHA LTD. AS ON 31ST MARCH, 2018 AND 2019

(RS. IN LAKH)

LIABILITIES	2018	2019	ASSETS	2018	2019
SHARE CAPITAL	200	320	FIXED ASSETS(NET)	100	120
GENERAL RESERVE	60	80	INVESTMENT	40	60
BONDS	20	-	CASH	20	10
BANK LOAN	60	50	CASH AT BANK	40	30
BINS PAYABLE	20	30	DEBTORS	60	80
CREDITORS	40	20	BILLS RECEIVABLE	40	20
			INVENTARIES	100	180
	400	500		400	500

THE PROFIT FOR THE YEAR 2008-09 AFTER DEDVCTING FAXES WAS RS. 20 LAKH WHICH WERE CREDITED TO GENERAL RESERVE DURING THE YEAR, DEPRECIATION WAS PROVIDED ON FIXED ASSETS FAR RS. 10 LAKH FROM THE ABOVE INFORMATION PREPARE A FUNDS FLOW STATEMENT.

14. DISCUSS THE CONCEPT, NEED, SCOPE AND IMPORTANCE OT MANAGEMENT ACCOUNTING.

15. DISTINGUISH BETWEEN MANAGEMENT ACCOUNTING AND CAST ACCOUNTING.

16. WHAT IS RECONCILIATION MEANS? AND DEFINE HOW TO RECONCILE?

17. THE TRADING AND PROFIT AND LAST ACCOUNT OF A COMPANY WAS AS FOLLOWS:-

TRADING AND PROFIT AND LOSS ACCOUNT

PARTCULARS	AMOUNT RS.	PARTICULARS	AMOUNT RS.
TO PURCHASES 25210	21130	BY SALES 50,000 UNIT@ RS. 1.50LAKH	75,000
LESS CLOSING 4080	10,500	BY DISCOUNT RECEIVED	260
STOCK	12130	BY PROFIT ON SALE OF LAND	2340
TO DIRECT WAGES	7100		
TO WORKS EXPENSES	5340		

TO SELLING EXPENSES TO ADMINISTRATION EXPENSES TO DEPRECIATION TO NET PROFIT	1100 20300		
	RS.77,600		RS.77,600

THE PROFIT AS PER COST ACCOUNTS WAS ONLY RS. 19770 RECONCILE THE FINICIAL AND COST PROFITS USING THE FOLLOWING INFORMATION:-

- A) COST ACCOUNTS VALUES OF CLOSING STOCK WAS RS.4,280
- B) THE WORKS EXPENSES IN COST ACCOUNTS WERE TAKEN AS 100% OF THE DIRECT WAGES.
- C) SELLING AND ADMINISTRATIVE EXPENSES WERE CHARGED IN COST ACCOUNTS AT 10% OF SALES AND RS. 0.10 PER UNIT RESPECTIVELY.
- D) DEPRECIATION IN THE COST ACCOUNTS WAS RS.800

18. WHAT IS MARGINAL COSTING? DEFINE VARIOUS BASIC CHARACTERISTIC OF MARGINAL COSTING.

19. DISTINGUISH BETWEEN MARGINAL COSTING AND ABSORPTION COSTING.

20. THE FOLLOWING INFORATION IS GIVEN ABOUT MATERIAL A FOR THE MONTH OF MARCH 2018:-
2018

MARCH 1 OPENING BALANCE 1000 UNITS@ RUPEES 2.50

MARCH 7 PUCHASE OF MATERIAL 1500 UNITS @ RUPEES 2.70

MARCH 10 ISSUE OF MATERIAL 1000 UNITS

MARCH 14 PURCHASE OF MATERIAL 2000 UNITS @ RUPEES 3.00

MARCH 15 ISSUE OF MATERIAL 1500 UNITS

MARCH 21 PURCHASE OF MATERIAL 4000 UNITS @ RUPEES 3.10

MARCH 25 PURCHASE OF MATERIAL 2500 UNITS @ RUPEES 3.20

MARCH 28 ISSUE OF MATERIAL 1000 UNITS

MARCH 31 ISSUE OF MATERIAL 2400 UNITS

PREPARE STORES DEDGER ACCOUNT USING

- (i) LIFO METHOD
- (ii) FIFO METHOD

BASE STOCK IS 1500