

VIKRAMA SIMHAPURI UNIVERSITY::NELLORE
Department of Business Management
First Semester Model Question Paper
Paper I: Management Organizational Theory

Time: 3hrs

Max.Marks:70

PART-A

Answer any Three Questions

Each question 14 marks

(Marks: 3x14=42)

1. Explain Social responsibility of management with a suitable example.
2. Discuss elaborately the individual decision making process and the factors that influence the decision process.
3. Explain the various methods that can be used to motivate executives in an organization.
4. Explain the various theories and style of leadership.
5. Elaborate the following management functions a) Planning b) Coordination c) Control
6. Define personality & elaborate various theories of personality in detail.

PART-B

Answer any Two Questions

Each question 14 marks

(Marks: 2x14=28)

7. Examine the influence of tradition and culture on the functioning of an organization.
8. Define change. Explain why people resist change and the methods to overcome change.
9. Explain the significance and challenges of international management to any business.
10. Define structure and draw the various concepts of organizational structure.

VIKRAMA SIMHAPURI UNIVERSITY::NELLORE
Department of Business Management
First Semester Model Question Paper
Paper II: MANAGERIAL COMMUNICATION

Time: 3hrs

Max.Marks:70

PART-A

Answer any Three Questions
Each question 14 marks
(Marks: 3x14=42)

1. Define communication? Explain the process of communication.
2. Explain various channels of communication.
3. Define listening? Explain the process of listening.
4. Briefly explain about communication media.
5. Explain various models of communication.
6. Bring out the importance of grapevine in organizations.

PART-B

Answer any Two Questions
Each question 14 marks
(Marks: 2x14=28)

7. Explain various styles of communication.
8. Briefly discuss about Johari Window.
9. Explain in detail about minutes and proposals.
10. What is report? Explain various types of reports?

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First Semester Model Question Paper
Paper III: MANAGERIAL ECONOMICS

Time: 3hrs

Max.Marks:70

PART-A

Answer any Three Questions
Each question 14 marks
(Marks: 3x14=42)

1. Write briefly on the nature and scope of Managerial Economics.
2. Bring out the various objectives of any firm?.
3. Write the demand determinates of (a) Food gains (b) Refrigerators.
4. Discuss the various demand forecasting methods.
5. Bring out the relevance of break even analysis for a manager?
6. Cost curves are always 'U' shaped. Explain.

PART-B

Answer any Two Questions
Each question 14 marks
(Marks: 2x14=28)

7. A monopolist is a price maker, 'elaborate'.
8. Discuss the kinked demand curve?
9. Discuss the relevance of business cycles to business organization.
10. Write about the new economic policy of the government of India?

VIKRAMA SIMHAPURI UNIVERSITY::NELLORE
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First Semester Model Question Paper
Paper IV: ACCOUNTING FOR MANAGERS

Time: 3hrs

Max.Marks:70

PART-A

Answer any Three Questions

Each question 14 marks

(Marks: 3x14=42)

1. Explain the accounting concepts?
2. The following is the trail balance of Raja Jewelers as on 31st December 2010

Debit Balance	Rs	Credit Balance	Rs
Opening Inventory	7200	Capital	500000
Purchases	22500	Sales	350000
Furniture	15000	Pur hase Returns	1800
Motor Car	30000	Ram	32000
Buildings	425800	Shayam	24000
Sanjay	1200	Commission	7500
Kishore	20000		
Raghav	18000		
Advertisement	22000		
Repairs and Maintenance	13000		
General Expenses	16000		
Insurance	7000		
Cash in Hand	3500		
Cash at Bank	6000		
Salaries	30000		
			915300

Your are required to draft and Loss account and Balance Sheet as on 31st December 2010 after taking into account. The following adjustments.

- a. Closing inventory as at 31-12-1995 Rs. 80000
 - b. Interest on Capital at 6%
 - c. Prepaid advertisement Rs.2000
 - d. Good used for domestic purpose Rs.1800
 - e. Outstanding salaries of Rs.3000
 - f. Depresiation on buildings at 5% on furniture at 5% and Motor car at 10%. [M.C.A, November 1998, Madras University]
3. Explain the difference between Bookkeeping and Accounting?
 4. A factory has received one consignment containing two materials X and Y and the invoice pertaining to the same discloses the following information.
- | | |
|---|---------|
| Materials 'X' 1000 tons @ Rs.2 per ton | 2000.00 |
| Materials 'Y' 1200 tons @ Rs.1.60 per ton | 1920.00 |
| Insurance | 98.00 |

Freight etc	110.00
Sales Tax	196.00

Due to mishandling in the factory store, loss of 20 tons of materials 'Y' was recorded. What rate you would adopt for issuing these material to job. If a provision of 20% is to be made for probable risk of obsolescence, what be the new rate? Losses materials were treated a normal loss.

5. The following figures extruded from the trial balance of gather on 30th Sep 2010.

Particulars	Rs	Rs
Inventories	80000	
Furnished Stock	140000	
Raw Materials	200000	
Work in Progress	17400	
Office Appliances	460500	
Plant and Machinery	200000	
Building	----	768000
Sales Returns and Rebates	141000	
Material Purchased	320000	
Freight Incurred on materials	16000	
Purchase Returns	----	4800
Direct Labour	160000	
Factory Supervision	18000	
Repairs and upkeep-factory	10000	
Heat, Light and power	14000	
Rates and Taxes	65000	
Miscellaneous Factory Expenses	6300	
Sales Commission	18700	
Sales Commission	33600	
Sales Traveling	11000	
Distribution Dept-Salaries and expenses	22500	
Office Salaries and expenses	18000	
Interest on borrowed funds	8600	

Additional Information:

- Closing inventories

Finished goods	115000
Raw material	180000
Work-in progress	192000
- Accrued expenses on

Direct labor	8000
Indirect labor	1200
Indirect on Borrowed funds	2000
- Depreciation to be provided on: Office appliance 5% plant 10% building 4%
- Distribution of the following: Depreciation of Building, Heat, Light and power to factory, Office and distribution in the ratio of 8:1:1.
- Rates and taxes 2/3 to factory and 1/3 to office with the help of above information. You are required to prepare a condensed profit and loss statement to gather company for the year ending 30th September, 2004 along with supporting schedules of

- (i) Cost of sales
- (ii) Selling and distribution expenses and consignment and
- (iii) Administration expenses.

6. Classify the various costs associated with an organization..

PART-B

Answer any Two Questions

Each question 14 marks

(Marks: 2x14=28)

7. AB company Ltd., manufactures two products A and B and sells them through two divisions North and South for the purpose of submission of sales building to the budget committee, the following information has been made available.

Product	North	South
A	4000 at Rs.9	6000 at Rs.9
B	3000 at Rs. 2	5000 at Rs.2

Actual sales of the current year were:

Product	North	South
A	5000 at Rs.9	6000 at Rs.9
B	200 at Rs.21	4000 at Rs.21

Market studies reveal that the product, A is popular but under priced; It is observed that if the price of A is increased by Rs.1 it will still find ready market; on the other A and B is over- priced to customers and the market could absorb more if the sales price of B is reduced by Rs. 1. The management has agreed to give effect to the above price changes

From the information relation to these price changes and reports from sales man, the following estimated have been prepared division managers percentage increase in sales over current budget is:

Product	North	South
A	+10%	+5%
B	+20%	+10%

With the help of an intensive advertisement campaign, the following additional sales over the estimated sales of divisional managers are possible, Additional sales above the estimated sales of divisional managers.

8. The ABC Ltd., manufactures two brands of per –one sold under the name ‘Writer and another under the name ‘Nice’. The sales department of the company has three departments in different areas of country. The budget for the year ending 31st December 198, were writer Department I-30000 Department II-562500, Department-III 180000 and Nice-Department I-40000 Department II-600000 and Department III-20000 sales price are Rs and Rs.102 in all departments.

It is estimated that by forced sales promoters the sales in Nice in Department I will increase by 175000. It is also expected that by increasing production and arranging extensive Advertisements Department III will be enable to increased the sales of Nice by 50000.

It is recognized that the estimated sales by department II represent an unsatisfactory target; it is agreed to increase both estimate by 20% prepare sales budgets for the year 31st December, 1998.

- 9. State the meaning and special features of computerized accounting system.
- 10. Difference computerized from manual accounting.

VIKRAMA SIMHAPURI UNIVERSITY::NELLORE
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First Semester Model Question Paper
Paper V: STATISTICS FOR MANAGERS

Time: 3hrs

Max.Marks:70

PART-A

Answer any Three Questions
 Each question 14 marks
 (Marks: 3x14=42)

1. Describe the primary and secondary methods of collecting data.
 In what special circumstances are the two methods suitable.
2. a) compare between classification & Tabulation
 b) Draw O give Curve for the given data

C-I	10-20	20-30	30-40	40-50	50-60	60-70	70-80	80-90	90-100
F	6	8	12	18	25	16	8	5	2

3. a) Explain Properties of arithmetic Mean
 b) Find the Geometric mean for the given data.

Marks	4-8	8-12	12-16	16-20	20-24	24-28	28-32	32-36	36-40
Frequency	6	8	12	18	25	16	8	5	2

4. Calculate Co-relation coefficient between X and Y for the given data.

X	40	50	62	25	75	42	91	98	72
Y	28	71	92	61	48	29	78	42	81

5. P.T. Correlation coefficient is independent of Origin and scale
6. Bring out the significance of correlation and regression in demand analysis (Hypothetical data can be used for explanation).

PART-B

Answer any Two Questions
 Each question 14 marks
 (Marks: 2x14=28)

7. Find Regression Co-efficient for the given data.

Investment (Lakhs)	65	63	67	64	68	62	70	66	68	67	69	71
Gain (Laksh)	68	68	68	65	69	66	68	65	71	67	68	70

8. If X and Y are standard Normal Variants with Co-efficient of correlation S.T.
 - (i) Regression of Y on X is linear
 - (ii) X+Y and X-Y are independently distribution
9. (a) State and prove that multiplication theorem of probability?
 (b) What is the change that a leap year selected at random will contain 53 Sundays.
10. (a) Define probability and write axioms of probability.
 (b) State and prove addition theorem of probability.

VIKRAMA SIMHAPURI UNIVERSITY::NELLORE
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First Semester Model Question Paper
Paper VI: Information Technology For Managers

Time: 3hrs

Max.Marks:70

PART-A

Answer any Three Questions
Each question 14 marks
(Marks: 3x14=42)

1. Explain various generation and block diagram of a computer.
2. Discuss various types of computers.
3. What is E-Business? Explain the components of -Business.
4. Discuss the growth and evolution of ERP.
5. Send a letter to several persons to attend for an interview using mail merge facility.
6. Explain how to create a word document using MS-Office & the edit function present.

PART-B

Answer any Two Questions
Each question 14 marks
(Marks: 2x14=28)

7. Prepare a presentation to show the details about our university like facilities and achievements along with the animation..
8. Create a suitable examination worksheet and find out the total marks, average and grade of each student as shown below.

	A	B	C	D	E	F	G	H	I
1.	Htno	SName	Sub I	Sub II	Sub III	Total	Avg	Result	Grade
2.									
3.									
4.									

2.
3.
4.

If marks in each subject ≥ 35 . Then result is "PASS" otherwise "FAIL" Grade:

- (i) If the grade is "Distribution" if average ≥ 75
- (ii) The grade is "First Class" if average ≥ 60 but < 75
- (iii) The grade is "Second Class" if average ≥ 50 but < 60
- (iv) The grade is "Third Class" if average ≥ 35 but < 50
- (v) Otherwise, grade is "Fail".

9. Create the sales of different products of the company for the 5 years using bar graph and pie charts for the data as shown below:

	A	B	C	D
1.	Year	Product-I	Product-II	Product-III
2.	1989	1000	800	900
3.	1990	800	80	500
4.	1991	1200	190	400
5.	1992	400	200	30
6.	1993	1800	400	400

10. Explain the procedure about sorting and filtering.