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P.G.D.B.M. (I Semester) EXAMINATION, 2019

**101 : PRINCIPLES AND PRACTICES OF MANAGEMENT AND
ORGANISATIONAL BEHAVIOUR**

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Q. Nos. 1 is compulsory.

(ii) Solve any *three* out of the remaining.

(iii) Figures to the right indicate full marks.

1. (a) Explain in brief Fayol's theory of management. [15]
(b) Explain either Maslow's or Herzberg's theory of motivation.[10]
2. Explain theory of group formation. [15]
3. Explain any *two* types of organizational structures. [15]
4. What are different types of Leadership ? [15]
5. Explain the steps in staffing. [15]
6. What are the different types of stress ? [15]

P.T.O.

7. Write short notes on (any *three*) :

[15]

- (a) MBO
- (b) Transactional Analysis
- (c) F.W. Taylor—Father of Scientific Management
- (d) Management of Change
- (e) Intrapersonal and Interpersonal Conflict.

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[5576]-12

P.G.D.B.M. (I Semester) EXAMINATION, 2019

102 : MANAGEMENT ACCOUNTING

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Q. No. 1 is compulsory.

(ii) Solve any *two* questions from Section I and any *two* questions from Section II.

(iii) Figures to the right indicate full marks.

(iv) Use of simple calculator is allowed.

1. Explain any *five* 'Accounting concepts' used in Financial Accounting. [10]

Section I

2. "The emphasis of Financial Accounting and Cost Accounting is different." Explain. [15]
3. Explain in brief classification of costs as per function and variability. Support your answer with examples. [15]
4. Write short notes on (any *three*) : [15]
- (1) Benefits of Computerized Accounting
 - (2) Time Keeping and Time Booking

P.T.O.

- (3) FIFO and LIFO
- (4) Types of Accounts
- (5) Advantages of Standard Costing.

5. What is Labour turnover ? Discuss various causes of Labour turnover. [15]

Section II

6. The following is the trial balance of Yogesh Traders for the year ended 31st March, 2018. Identify income, expenditure, assets and liabilities with reasons : [15]

Particulars	Dr. (Rs.)	Particulars	Cr. (Rs.)
Opening stock	36,000	Rent Received	5,000
Purchases	1,10,000	Sales	2,56,000
Carriage Inward	4,000	Creditors	28,300
Wages	40,000	Bank Overdraft	70,000
Goodwill	15,000	Bills Payable	11,500
Freehold Land	30,000	Capital	2,02,500
Leasehold Land	50,000		
Building	1,10,000		
Plant and Machinery	90,000		
Vehicles	35,000		
Furniture	10,000		

Advertisement	5,000	
Salaries	19,000	
Stationery	4,150	
Office expenses	2,050	
Bank charges	50	
Carriage outward	1850	
Cash in hand	200	
Debtors	6,000	
Interest on Bank overdraft	5,000	
	<u>5,73,300</u>	<u>5,73,300</u>

7. Hardik Ltd. gives you the following information about their sales and profits for two years : [15]

Year	Sales	Profit
2016-17	2,40,000	18,000
2017-18	2,80,000	26,000

You are required to calculate :

- (1) P/V Ratio
- (2) BEP in Rs.
- (3) Profit when sales are Rs. 2,00,000
- (4) Sales required to earn profit of Rs. 40,000
- (5) Margin of safety for second year

8. Narendra Ltd. operates a system of Financial Budgetary control. You are required to prepare a Flexible Budget for the quarter ending 30th Sept., 2018 at 80%, 90% and 100% capacity of its production and also forecast company's profit at these levels : [15]

Sr. No.	Particulars	Amt. (Rs. in lakhs)
(1)	Fixed Expenses :	
	Management salaries	9,000
	Rent, rates and taxes	5,500
	Depreciation	3,700
	Sundry Expenses	1,800
	Total	20,000
(2)	Semi-variable expenses (at 60% capacity)	
	Repairs and maintenance	8,000
	Sales Department's Expenses	7,800
	Indirect Labour	5,700
	Agent's Commission	4,500
	Total	26,000
(3)	Variable Expenses (at 60% capacity)	
	D. Material	24,000
	D. Labour	30,000
	Other direct expenses	12,000
	Total	66,000

- (1) Assume that all fixed expenses remains constant for all levels of production.

(2) The semivariable expenses will remain constant in between 60% and 85% capacity, will increase by 10% in between 85% and 95% capacity and will increase by 15% in between 95% and 100% capacity.

(3) Sales at various levels are : (Amts in lakhs)

80% capacity = 1,60,000

90% capacity = 1,70,000

100% capacity = 1,95,000

9. Standard Mix for 100 units is as under :

Material A : 110 kg @ Rs. 4.50 per kg

Material B : 90 kg @ Rs. 5.40 per kg

Actual Mix for 450 units is as under :

Material A : 500 kg @ Rs. 5.00 per kg

Material B : 400 kg @ Rs. 5.50 per kg

Calculate Material cost, price, usage variance.

[15]

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P.G.D.B.M. (I Sem.) EXAMINATION, 2019

103 : MANAGERIAL ECONOMICS

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

Instruction to the candidates:

- 1) Answer any Five Questions.
- 2) All questions carry equal marks

Q1) Define Managerial Economics and explain its scope and significance.

Q2) State and explain Law of demand. Discuss different elasticity of demand types.

Q3) State and explain Law of supply. Explain elasticity of supply.

Q4) Explain production function. State and explain Law of variable proportions.

Q5) Explain the short and long term equilibrium under perfect competition.

Q6) Discuss need for Government intervention in the markets.

Q7) Write short notes on. (any two)

- a) Determinants of Demand.
- b) Cost plus pricing and Price Leadership.
- c) Prevention and control of monopolies
- d) Break Even Analysis.

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P.G.D.B.M. (II Semester) EXAMINATION, 2019

201 : MARKETING MANAGEMENT

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Attempt any *five* questions.

(ii) *All* questions carry equal marks.

1. Explain concept of product mix. How a two wheeler manufacturing company can manage product mix ?
2. What are the new trends in packaging ? How these new trends help to expand market size ? Explain with examples.
3. What are pricing objectives for any organization ? Which factors influence pricing decision ?
4. “Usage of internet has revolutionised the distribution management to a large extend.” Do you agree with the statement ? Justify your answer.
5. What are the various methods of promotion ? Write detailed note on any *two* of them.

P.T.O.

6. What are extended P's of marketing ? Why they are required to be considered ?
7. Write short notes on any *two* of the following :
- (a) Levels of product
 - (b) Price and non-price competition.
 - (c) Impact of technology and internet on promotion.

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[5576]-22

P.G.D.B.M. (Sem. II) EXAMINATION, 2019

202 : FINANCIAL MANAGEMENT

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Q. No. 1 is compulsory.

(ii) Solve any *two* questions from Section I and Section II each.

(iii) Figures to the right side indicate full marks.

(iv) Use of non-programming calculator is allowed.

Q1)	Define financial management. Explain its objective of financial management.	[10]												
Section – I														
Q2)	Explain any three methods of evaluating capital expenditure proposal.	[15]												
Q3)	What do you understand by financial system? Explain the role of financial system in Indian economy.	[15]												
Q4)	Write short notes on (any three) 1. Types of leverage 2. Ration analysis 3. Fund flow statement 4. Corporate finance 5. A's of financial management													
Section – II														
Q5)	<p>The following information has been extracted from the records of a company: Estimate the working capital from the following information.</p> <p>Product cost sheet</p> <table><tr><td>Raw Material</td><td>Rs. 45</td></tr><tr><td>Direct Labours</td><td>Rs. 20</td></tr><tr><td>Overheads</td><td><u>Rs. 40</u></td></tr><tr><td>Total</td><td>Rs. 105</td></tr><tr><td>Profit</td><td><u>Rs. 15</u></td></tr><tr><td>Selling Price</td><td><u>Rs. 120</u></td></tr></table> <p>Additional Information:</p> <ul style="list-style-type: none">- Raw Material is in stock on an average for two months.- The material is in process on an average for one month. The degree of completion is 50% in respect of all elements of cost.- Finished goods stock on an average is for one month.	Raw Material	Rs. 45	Direct Labours	Rs. 20	Overheads	<u>Rs. 40</u>	Total	Rs. 105	Profit	<u>Rs. 15</u>	Selling Price	<u>Rs. 120</u>	
Raw Material	Rs. 45													
Direct Labours	Rs. 20													
Overheads	<u>Rs. 40</u>													
Total	Rs. 105													
Profit	<u>Rs. 15</u>													
Selling Price	<u>Rs. 120</u>													

P.T.O.

- | | | | |
|-----|--|---------------|--|
| Q6) | Calculate the operating leverage, financial Leverage and combined leverage from the following details. | | |
| | Selling Price per units | Rs.150 | |
| | Variable cost per unit | Rs. 100 | |
| | Fixed costs | Rs. 6, 00,000 | |
| | Production & sales | 20,000 units | |

Particular	Plan I Rs.	Plan II Rs.
Equity Capital	20,00,000	10,00,000
16 % Debentures	10,00,000	20,00,000
Total	30,,00,000	30,00,000

Particular	Plan I Rs.	Plan II Rs.
Equity Capital	20,00,000	10,00,000
16 % Debentures	10,00,000	20,00,000
Total	30,00,000	30,00,000

- Q7) From the following Information of Rushi Pvt. Ltd. suggest which of the machine to be purchased Expected Earnings after tax are given below Each Machine requires investment of Rs. 4,00,000.

Years	0	1	2	3	4	5
Machine A Cash flow	(4,00,000)	40,000	1,20,000	1,60,000	2,40,000	1,60,000
Machine B Cash flow	(4,00,000)	1,20,000	1,60,000	2,00,000	1,20,000	80,000
PV of Re.1	1.00	0.909	0.826	0.751	0.683	0.621

Cost of capital is 10%. Calculate Net present value & profitability index.

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[5576]-23

P.G.D.B.M. (II Semester) EXAMINATION, 2019

203 : OPERATION MANAGEMENT

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Answer any *five* questions.

(ii) *All* questions carry equal marks.

1. Explain the nature and scope of Operations Management and discuss evolution from manufacturing to Operations Management.
2. Describe the characteristics of job production and Mass production and explain with example the suitable layout for job and mass production.
3. Describe different methods of manufacturing and its characteristics of each method.
4. Explain in detail PERT/CPM in project management with suitable example.
5. “Production Planning and Control is the Nerve Centre of an organization.” Discuss.

P.T.O.

6. Discuss integration of manufacturing and services on the scale of Operation Management.
7. What is the concept of Maintenance Management ? Discuss TPM in detail.
8. Write short notes on (any *two*) :
 - (a) JIT
 - (b) Work Study
 - (c) Statistical Quality Control
 - (d) KANBAN.

Total No. of Questions—7]

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P.G.D.B.M. (Third Semester) EXAMINATION, 2019

301 : HUMAN RESOURCE MANAGEMENT

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

Instructions to the candidates:

- 1) Attempt any five questions.
- 2) All questions carry equal marks.
- 3) Diagram and examples at right carries marks.

1. Define HRM. Explain various roles of Human Resource Manager.
2. What do you mean by Manpower Planning ? As a HR Manager what are the various steps you incorporate in Manpower Planning Process.
3. Define Training. Differentiate between training and development.
4. Explain the concept of performance appraisal & Explain the various rating errors.
5. Write in detail on Employee Retention Strategies.
6. Elaborate on different methods of separating employees from the organization.
7. Write short notes on (any two) :
 - (a)TQM
 - (b)Career Planning
 - (c)Collective bargaining

Total No. of Questions—6]

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[5576]-32

P.G.D.B.M. (Third Semester) EXAMINATION, 2019
302 : MANAGEMENT INFORMATION SYSTEMS
(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

Instructions to the candidates:

- 1) Q6 is compulsory.
- 2) Solve any four questions from remaining.
- 3) Figures to the right indicate full marks.
- 4) State your assumptions clearly.

Q.1) Define MIS. Explain difference between MIS, DSS and EIS. [15]

Q.2 Explain Waterfall Model of SDLC in detail with diagram. [15]

Q.3 Explain Herbert A. Simon's model of Decision Making with steps. [15]

Q.4 Define information, its attributes and its role in Decision Making. [15]

Q.5 Explain Data Mining and state advantages of Data Mining. [15]

Q.6 Write Short Notes (Any Two) [5x2=10]

- a) Quality Assurance
- b) Prototyping
- c) Network Topologies
- d) Types of Information.

Total No. of Questions—6]

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[5576]-33

P.G.D.B.M. (III Semester) EXAMINATION, 2019
303 : LEGAL ASPECTS OF BUSINESS
(2008 PATTERN)

Time : 3 Hours

Maximum Marks : 70

N.B. :— (i) Attempt any *five* questions.

(ii) All questions carry equal marks.

1. Define contract. Explain essentials of a valid contract.
2. Define agency under Contract Act, 1982. What are the duties and liabilities of agency.
3. Elaborate the essentials and formalities of contract of sale under the Sales of Goods Act, 1930.
4. What is negotiable instrument ? Give its types and provisions for its dishonour.
5. Define company and types of companies under the Companies Act, 1956. Explain types of company meetings.
6. Write short notes on (any *two*) :
 - (a) Unfair Trade practices
 - (b) Consumer Disputes Redressal Agencies
 - (c) Digital Signature
 - (d) Cyber Crimes.

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P.G.D.B.M. (Sem. IV) EXAMINATION, 2019
401 : MANAGEMENT CONTROL SYSTEM
(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Answer any *five* questions.

(ii) *All* questions carry equal marks.

Q.1 What is Management Control System? State the characteristics of 'Management Control System'

Q.2 What Goal Congruence? State the significance of Goal Congruence in the successful implementation of Control System & organizational performance.

Q.3 What is 'Responsibility Centre'? Describe various types of Responsibility Centers with suitable examples.

Q.4 What is 'Economic Value Added (EVA)' ? How EVA could help in measuring holistic organizational performance?

Q.5 What is 'Balanced Score Card'? Explain in detail all four perspectives of Balanced Score Card.

Q.6 State the difference between controls applied in manufacturing sector vis-à-vis Service Industry. How Controls differs in service industry?

Q.7 State various controls which could be applied to a 'Private Commercial Bank' for uplifting its financial & non-financial performance- Design a control System.

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[5576]-42

P.G.D.B.M. (Sem. IV) EXAMINATION, 2019
402 : Specialization-I (A) Marketing Management
INTEGRATED MARKETING COMMUNICATIONS
(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Answer any *five* questions.

(ii) *All* questions carry equal marks i.e. **14** each.

- Q.1. Explain the concept of Integrated Marketing Communication. Explain different Elements of IMC with suitable examples.
- Q.2. Explain role of Advertising Agency in Advertising Process. Also discuss what factors are considered while choosing the Ad Agency?
- Q.3. (A) Difference between Trade Sales Promotion and Consumer Sales Promotion.
(B) Explain Pull and Push Strategies with the help of suitable examples.
- Q.4. Explain the Process of Media Management with suitable examples.
- Q.5. Design a print advertisement copy for
a) Low calorie cola
b) Anti ageing cream for ladies
- Q.6. What is the importance of ethics and social responsibility in IMC Campaigns?
- Q.7. Write short notes on (any two)
a) AIDA Model
b) Personal Selling
c) Event management

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[5576]-43

P.G.D.B.M. (Sem. IV) EXAMINATION, 2019

FINANCIAL MANAGEMENT

402-B : Direct Taxation Specialization-I

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Answer any *five* of the following.

(ii) All questions carry equal marks.

(iii) Use of calculator (as applicable) is permitted.

Q1) Write short notes (any two):

[14]

- a) Ordinary Resident
- b) Section 10.
- c) Salary.
- d) Depreciation.

Q2)a) Discuss taxability of house rent allowance in metro and non-metro city.

[6]

b) Mr. Ashok purchased his residential house during June, 1989 for an amount of Rs. 3, 50,000. During January 1992, he spent an amount of Rs.84,000 for improvement of the house. In October 2016, he sold the house for an amount of Rs. 35, 28,000 & paid 2% brokerage to the broker. In Jan 2017, he invested Rs. 8, 00,000 for buying a plot in his home town.

Assuming FMU as on 1st April 1981 as Rs. 2,50,000 & C11 for 1985-86 year to be 125, 1987-88 is 150, 1988-89 is 161, 1991-92 is 199, 1992-93 is 233 & for 2016-17 to be 1081, calculate Income from capital Gains.

[8]

Q3) Define Agricultural Income & state implications of the same under Income tax Act 1961.

[14]

P.T.O.

Q4) a) Discuss the taxability or Sole Proprietorship. [5]

b) Mr. X who is 35 years old and employed in M/s ABC Ltd., has the following details relating to his income and investment during financial year 2017-18:-

• Basic pay	Rs. 300000/=
• Commission on sales	Rs.100000/=
• House rent allowance	Rs.150000/=
• Contribution by Mr. X to Provident Fund	Rs.36000/=
• Amount deposited in PPF account	Rs.50000/=
• House rent paid for residence in Delhi	Rs.72000/=
• LIC premium paid	Rs.10000/=
• Medical insurance premium paid for self	Rs.16000/=
• Interest received from Saving Bank Account	Rs.12000/=

Calculate income tax liability of Mr. X for assessment year 2018-19. [9]

Q5) Write a detailed note on set - off & carry forward of losses. [14]

Q6) Explain in detail tax deducted at source (TDS) for different types of payments. [14]

Q7) a) Explain composition of Indian Direct Tax Appellate authorities. [6]

b) Discuss the deductions under of Income tax Act regarding;

- VRS
- Scientific Research
- Depreciation

[8]

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P.G.D.B.M. (Sem. IV) EXAMINATION, 2019

402-C : DBMS WITH ORACLE

(Computer Management Specialization-I)

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Q. No. 1 and Q. No. 5 are compulsory.

(ii) Solve any *two* from the remaining.

(iii) Figures to the right indicate full marks.

Q.1)

Consider the following tables to write SQL Queries:-

Salesman (Snum, Sname, City, Commission)

Orders (Onum, Odate, Snum, Amt)

Customers (Cnum, Cname, City Rating, Snum)

Solve the following queries based on above tables:

- a) Create above tables with suitable constraints. [5]
- b) Add at least two records in each table. [5]
- c) Solve any five queries :- [10]

- i) Add one column pincode in salespeople table
- ii) List all customers not having city 'Pune' and rating more than 6
- iii) List all orders between order dates 01/01/2016 to 01/01/2017
- iv) Display all sales persons names starting with character 'B', the 3rd character is 'i' & the rest of characters will be any.
- v) Display the salesmen who are not getting any commission.
- vi) Increase commission of all sales persons by Rs.200/- belonging to pune'.

Q.2) a) Explain the 3-tier architecture of DBMS [10]

b) Explain DDL and DML statements with example. [10]

P.T.O.

- Q.3)** a) Explain date and aggregate functions with example [10]
b) Write and explain Codd's rules [10]

- Q.4)** a) Explain different types of join operations in Oracle [10]
b) What is Relational Algebra? Explain any three relational operators with example [10]

- Q.5)** Write a short note (Any two) [10]
1. Data Types in Oracle
 2. To_Char() and To_Date() functions
 3. Set Operations

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P.G.D.M.B. (IV Semester) EXAMINATION, 2019

402-D : INVENTORY MANAGEMENT AND MATERIAL REQUIREMENTS

(Production and Material Management Spl-I)

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

- N.B. :—**
- (i) Answer any *five* questions.
 - (ii) All questions carry equal marks.
 - (iii) Neat diagrams must be drawn wherever necessary.
 - (iv) Assume suitable data, if necessary.

1. What are inventories ? State and define various types of inventories found in a manufacturing firm. [14]
2. Explain objectives and importance of the inventory management function in reference to profitability. [14]
3. Discuss various techniques used by manufacturing firm to increase inventory turns, reduce throughout time and WIP. [14]
4. Explain with the help of diagram “fixed order quantity system” or fixed order interval system”. How are the replenishment levels or order quantities determined in such a system ? [14]

P.T.O.

5. What are the technique for material planning ? Discuss them briefly. [14]
6. “JIT through cuts down inventory at different stages yet it is not just a way to reduce inventory; it is means of solving problems that block building of an excellent manufacturing organisation. Discuss [14]
7. Write short notes on (any *two*) : [14]
- (A) Bills of materials
 - (B) Lead time
 - (C) Master production schedule [MPS]
8. A company uses 75 numbers of an item per month. Each unit costs the company Rs. 25 the cost of putting through each order and inventory carrying charges per month are computed at Rs. 36 and 1.5% of the average inventory invesetment respectively. In what economic lots should the item be purchased to minimise annual total cost ? [14]

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P.G.D.B.M. (Sem. IV) EXAMINATION, 2019

402-E : LABOUR LAWS

(HRM Spl-I)

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Answer any *five* questions.

(ii) *All questions carry equal marks*

Q1) Enumerate the provisions regarding Health under Factories Act 1948 ? [14]

Q2) What are the provisions regarding Welfare and Health of contract labour under contract labour Act 1970? [14]

Q3) Explain provisions regarding leave with pay under Shop Act 1948? [14]

Q4) Define ‘ Workmen’ under Industrial Dispute Act 1947. Give suitable example [14]

Q5) Explain various principles of Natural Justice? [14]

Q6) Enumerate the unfair labour practices on the part of trade union under MRTU Act 1971.[14]

Q7) Write short note (Any Two) [14]

1. Layoff and Lockout.
2. Labour Court Under MRTU Act.
3. Retrenchment & Closure.

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P.G.D.B.M. (Sem. IV) EXAMINATION, 2019
403-A : INTERNATIONAL MARKETING
(Marketing Management Spl.-II)
(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Answer any *five* questions.

(ii) *All* questions carry equal marks.

- Q.1. Explain the concept and objectives of International marketing. Elaborate on challenges in International marketing.
- Q.2. What are the preliminaries for starting export business?
- Q.3. Explain Uniform pricing and market by market pricing in detail.
- Q.4. What are the factors that influence international pricing decisions?
- Q.5. What are the financial and fiscal incentives provided by the government and EXIM bank?
- Q.6. Write a note on compulsory quality control and pre-shipment inspection.
- Q.7. Write short notes on (Any two)
1. Functions of W.T.O.
 2. Packaging
 3. Marine Insurance

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P.G.D.B.M. (Sem. IV) EXAMINATION, 2019
403-B : ADVANCED FINANCIAL MANAGEMENT
(Specialisation-II—Financial Management)
(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

- N.B. :—** (i) Question No. 1 is compulsory and carries **10** marks.
(ii) Attempt any *two* questions each from Section I and Section II and each question carries **15** marks.
(iii) Use of simple calculator is allowed.

Q.1.) what do you mean by Capital Budgeting? Explain the process of Capital Budgeting.

Section – I

Q.2.) what is Fund Flow Statement? State It's Advantages and Disadvantages.

Q.3.) Explain the discounted cash flow methods of Capital Budgeting.

Q.4.) What is Working Capital? Explain the factors affecting the working capital.

Section II

Q.5.) from the following Balance Sheet of Ramarao & Co. Ltd. You are required to prepare

- a) Schedule of Changes in Working Capital
- b) Fund Flow Statement
- c) Funds from Operations

Balance Sheet

Liabilites	2016	2017	Assets	2016	2017
Equity Capital	1,00,000	1,00,000	Goodwill	6,000	6,000
Reserve	14,000	18,000	Patents	6,000	6,000
P&I A/c	16,000	13,000	Building	50,000	46,000
Bank Overdraft	3,000	2,000	Machinery	27,000	26,000
Creditors	5,000	3,400	Investments	10,000	11,000
Bills Payable	1,200	800	Stock	20,000	13,400
Provision for Taxation	10,000	11,000	Bills Receivables	12,000	13,200
Proposed Dividend	6,000	7,000	Debtors	18,000	19,000
Provision for Doubtful Debts	400	600	Cash at Bank	6,600	15,200

P.T.O.

	1,55,600	1,55,800		1,55,600	1,55,800
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Additional Information:

- Depreciation charged on Machinery Rs.4,000 and on Building Rs.4,000.
- Provision of Taxation of Rs.19,000 was made during the year 16-17.
- Interim Dividend of Rs.8,000 was paid during the year 2016-17.

Q.6) XYZ Ltd. Company is considering the purchase of machine. Two machines P and Q each costing Rs.50,000 are available. Earnings after taxes are expected to be as under.

Year	Machine P (Rs.)	Machine Q (Rs.)	Discount Factor
1	15,000	5,000	0.909
2	20,000	15,000	0.826
3	25,000	20,000	0.751
4	15,000	30,000	0.683
5	10,000	20,000	0.621

Evaluate the two alternatives according to

- Pay Back Period
- Accounting Rate of Return
- Net Present Value

Which Machine should be selected? Why?

Q.7) A proforma cost sheet of a company provides the following particulars.

Element of Cost	Amount per unit
Raw material	8
Direct Labor	3
Overhead	6
Total Cost	17
Profit	3
Selling Price	20

The following further particulars are available.

- Raw material are in stock for 1 month.
- Credit allowed by supplier is 1 month.
- Credit allowed to customers is 2 months.
- Lag in payment of wages 1.5 week.

- 5) Lag in payment of overheads 1 month.
- 6) Materials are in process for an average of 1/2 month.
- 7) Finished goods are in stock for an average of 1 month.
- 8) 1/4 of the output is sold against cash.

Cash in hand & at bank is expected to be Rs. 2,500. You are requested to prepare a statement showing the working capital required to finance level of activity of 1,04,000 units of product p.a.

You may assume that production is carried on evenly throughout the year. Wages and Overheads accrue similarly and a period of 4 weeks is equivalent to 1 month and a period of 52 weeks is equivalent to 1 year.

Q.8) A newly started company wishes to prepare cash budget from January. Prepare a cash budget for the first six months from the following estimated revenue and expenditure.

Month	Total Sales	Material	Wages	Production overheads	Selling and Distribution overheads
Jan	20,000	20,000	4,000	3,200	800
Feb	22,000	14,000	4,400	3,300	900
Mar	24,000	14,000	4,600	3,300	800
Apr	26,000	12,000	4,600	3,400	900
May	28,000	12,000	4,800	3,500	900
June	30,000	16,000	4,800	3,600	1,000

Cash balance on 1st January was Rs.10,000

A new machine is to be installed at Rs.30,000 on credit to be repaid by two equal installments in March and April.

Sales commission @5% on total sales is to be paid within the month following actual sales.

Rs.10,000 being the amount of second call may be received in March. Share premium amounting to Rs.2,000 is also obtainable with 2nd call.

Period of credit allowed by suppliers 2 months

Period of credit allowed to customers 1 month

Delay in payment of overheads 1 month

Delay in payment of wages 1/2 month

Assume cash sales to be 50% of total sales.

Total No. of Questions—7]

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P.G.D.B.M. (Sem. IV) EXAMINATION, 2019
403-C : COMPUTER MANAGEMENT SPECIALIZATION-II
(‘C’ Programming)
(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Q. No. 1 is compulsory.

(ii) Solve any *five* questions from question Nos. 2 to 7.

(iii) Assume suitable data wherever necessary.

(iv) Figures to the right hand side indicate full marks.

Q.1 Answer the following questions (any four) : [4×5]

- a) Explain Structure of C Program.
- b) Explain ternary operator with an example.
- c) What is #define statements ?
- d) Explain any 5 String functions.
- e) What is Enumerated Data type ? Explain.

Q.2 a) Find average of entered N entered numbers in C program. [5]

b) Write a C program to find the sum of the following series : [5]

$$\frac{1}{1!} + \frac{2}{2!} + \frac{3}{3!} \dots \frac{n}{n!}$$

Q.3 a) Write a C program that find the sum of diagonal elements of matrix. [5]

b) Write a function to compare the two strings without using library function. [5]

Q.4 a) Write a function to find Product of X and Y without using * operator. [5]

b) Write a C program to find whether number is perfect or not. [5]

P.T.O.

Q.5 Write a C program to accepts integers into an array and sort them in descending order [10]

Q.6 Write a C program to read the source file and copy the contents to target File. [10]

Q.7 Write a C program to check the valid date. (Use structure variable to store date). [10]

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Total No. of Questions—8]

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P.G.D.B.M. (IV Semester) EXAMINATION, 2019

403D : SUPPLY CHAIN AND LOGISTICS MANAGEMENT

(Production and Materials Management Spl-II)

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Q. No. 1 is compulsory for **20** marks.

(ii) Attempt any *five* questions from remaining questions carry **10** marks each.

1. Case Study :

Parcelforce Worldwide is part of the Royal Mail Group Ltd. Royal Mail Group has three main operating brands :

- The Post Office Ltd. provides counter services to the high street customer.
- Royal Mail manages the delivery of letters and packets.
- Parcelforce Worldwide provides express parcel delivery services for business and consumers.

Parcelforce Worldwide was over 30,000 business customers in the UK. It handles 2,00,000 parcels a day. It has a turnover of Rs. 382 million. In 2006-07, revenues grew by 7.3% over the previous year with its 23 partners across 30 european countries and access to postal administrations through the Universal Postal Union. It operates :

- Business to Business (B2B) services, delivering parcels and supplies from companies to other companies.

P.T.O.

- Business to Consumer (B2C) services, delivering parcels to individuals in their homes around the UK.

Parcelforce Worldwide competes in a free or unregulated market. A free market is open to all. Any company can choose to operate in the market and customers can choose any supplies they wish. Suppliers therefore need to provide good value for money to keep customers and win new business.

In 2002, Parcelforce Worldwide was making a loss. In response, those managing the business decided to change the type of service is offered. Instead of unguaranteed parcel deliveries typically taking between two and four days, Parcelforce Worldwide decided to focus ontime and day guaranteed, express delivery. This resulted in a reduction of the number of parcels handled (volume) but increased the value of each delivery to Parcelforce Worldwide. As a result of these changes, Parcelforce Worldwide also increased operational efficiency. The business :

- (1) reduced the number of staff it employed.
 - (2) close some of its depots.
- Opened a new technologically advanced sorting centre in conventry.
- These changes enabled Parcelforce Worldwide to achieve its financial targets. It turned a loss-making business into a profitable one. However it recognized that more could be done to improve efficiency. The business sought to improve staff attendance rates. It wanted to cut absenteeism staff taking unauthorised or sick leave and reduce the time lost as a result of accidents at work. To do this, Parcelforce Worldwide introduced a more decentralise approach to management. This gives depots managers greater decision making accountability to improve the effectiveness of the operation in their local area.

Most companies operating in the express parcel delivery market offer similar services. Parcelforce Worldwide remains competitive by differentiating itself in other ways. Parcelforce Worldwide has developed a unique selling proposition (USP) based on high quality customer service.

This customer oriented approach is designed to attract and retain key customers. Parcelforce Worldwide works in partnership. With customers such as the UK's examination boards, to develop and deliver services to meet specific needs. During exam seasons Parcelforce Worldwide delivers millions of exam papers, scripts and course work.

Questions :

- (a) Consider the supply chain involved when a customer purchases a book at a book store. Identify the cycles in this supply chain and the location of push-pull boundary.
 - (b) Analyze the above case study and prepare a detailed note of your understanding about the case study and examine how a strategy focused on customer service can contribute to long-term business development.
2. What are the replenishment policies on safety inventory ?
 3. What are the design options available for making an effective transportation network ?
 4. Discuss the goal of supply chain and explain the impact of supply chain decision on success of the firm.

5. Identify the major drivers of supply chain management.
6. Identify factors influencing supply chain network decisions.
7. Discuss the major challenges that must be overcome to manage supply chain successfully.
8. Explain different advantages and disadvantages of E-commerce and explain E-commerce as an enabler.

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Total No. of Questions—7]

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P.G.D.B.M. (IV Semester) EXAMINATION, 2019

INDUSTRIAL RELATIONS (403-E)

(HRM Spl—II)

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

N.B. :— (i) Q. No. 1 is compulsory.

(ii) Solve any *three* out of the remaining.

(iii) Figures to the right indicate full marks.

1. (a) What is Industrial Relations ? Discuss its scope and objectives. [10]
(b) Explain the impact of Economic, Social and Political factor. [15]
2. What are the objectives and function of trade unions ? Discuss. [15]
3. Describe ILO and explain its role in trade union. [15]
4. What is an Industrial dispute ? Explain the common causes of industrial disputes. [15]
5. Explain the Collective Bargaining process, outlining the significance of each stage. [15]

P.T.O.

6. Elaborate the salient features of Industrial Employment standing Orders Act 1946 ? [15]
7. Write short notes on (any *three*) : [15]
- (1) Methods of Workers Participation in Management
 - (2) Judiciary and IR
 - (3) Problems of Trade Union
 - (4) Impact of Globalisation on Industrial Relation
 - (5) Machineries for Settlement of Disputes.