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Course Code: C30101



CMR COLLEGE OF ENGINEERING & TECHNOLOGY

(UGC AUTONOMOUS)

MBA I Semester Supplementary Examinations March-2023

Course Name: **MANAGEMENT & ORGANIZATION BEHAVIOR**

(Master of Business Administration)

Date: 20.03.2023 FN

Time: 3 hours

Max.Marks: 70

(Note: Assume suitable data if necessary)

PART-A

Answer all FIVE questions (Compulsory)

Each question carries FOUR marks.

5x4=20M

1. Write about the Management by Objective. 4M
2. Explain about the Span of Control. 4M
3. Discuss the factors influencing Perception. 4M
4. List out the Characteristics of an Effective Team. 4M
5. What are the types of Power. 4M

PART-B

Answer the following. Each question carries TEN Marks.

5x10=50M

6. A). Write about the Modern Management? Explain the functions of Management? 10M
- OR**
6. B). What are the steps in Decision Making & Explain the factors influencing the Decision Making. 10M
7. A). Analyze about the importance of Organizing & Discuss the different 2 types of organization Structures? 10M
- OR**
7. B). Elaborate about the Departmentation and Write about the different types of Departmentation. 10M
8. A). Identify the importance of Organization Behavior & Explain the various approaches of Organization Behavior. 10M
- OR**
8. B). Explain the Theory X and Theory Y? What is their importance to managers? 10M
9. A). What is work group Behavior & Explain the Factors that affect the Group Behavior? 10M
- OR**
9. B). Discuss about the leading and Various theories of Leadership. 10M
10. A). Evaluate the strategies for Managing the Stress. 10M
- OR**
10. B). Write down the basic control process & list out the major control techniques. 10M

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Course Code: C30102



CMR COLLEGE OF ENGINEERING & TECHNOLOGY
(UGC AUTONOMOUS)

MBA I Semester Supplementary Examinations March-2023

Course Name: BUSINESS LAW & ENVIRONMENT

(Master of Business Administration)

Date: 23.03.2023 FN

Time: 3 hours

Max.Marks: 70

(Note: Assume suitable data if necessary)

PART-A

Answer all FIVE questions (Compulsory)

Each question carries FOUR marks.

5x4=20M

1. Classify offer and discuss how an offer can be lapsed. 4M
2. Explain the Incorporation of a company. 4M
3. What is discharge of contract? Explain various modes of discharge of contract. 4M
4. What are the characteristics of Industrial policy of 1991? 4M
5. Explain the derivatives market importance in global and Indian scenario. 4M

PART-B

Answer the following. Each question carries TEN Marks.

5x10=50M

6. A). Define breach of contract. Discuss various types and remedies. 10M
- OR**
6. B). Describe the concept of condition and warranty. Explain when a condition may be treated as warranty. 10M
7. A). Discuss powers and duties of a director in an organization. 10M
- OR**
7. B). Explain the steps for winding up of a company. 10M
8. A). Define Negotiable Instrument. Distinguish between promissory note and bill of exchange. 10M
- OR**
8. B). i) Write a short note on Holder in Due course. 5M
ii) What is the cybercrime? How this crime is a distinct from other types of crime? 5M
9. A). Discuss different features of Indian Fiscal Policy. 10M
- OR**
9. B). What are the various initiatives of FEMA 1999 in India? 10M
10. A). What is WTO? Explain its agreements & implications. 10M
- OR**
10. B). Discuss the role of RBI in India. 10M

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Course Code: C30103



CMR COLLEGE OF ENGINEERING & TECHNOLOGY
(UGC AUTONOMOUS)

MBA I Semester Supplementary Examinations March-2023

Course Name: **FINANCIAL ACCOUNTING & ANALYSIS**

(Master of Business Administration)

Date: 25.03.2023 FN

Time: 3 hours

Max.Marks: 70

(Note: Assume suitable data if necessary)

PART-A

Answer all FIVE questions (Compulsory)

Each question carries FOUR marks.

5x4=20M

1. What is Double Entry System? Explain any four advantages of double entry system. 4M
2. What is a trial balance? How it is prepared? 4M
3. What is depreciation? List out the various methods of depreciation 4M
4. What is fund flow statement? Discuss the uses of funds flow statement. 4M
5. Draw Du Pont Control Chart by providing required data. 4M

PART-B

Answer the following. Each question carries TEN Marks.

5x10=50M

6. A). Define Accounting. Discuss the objectives and importance of accounting. 10M
- OR**
6. B). How are accounts classified? Write down the rules of accounts with examples. 10M
7. A). Journalise the following transactions in the books of Pavan for the year 2021. 10M
 1. Jan 1-Started business with 1,00,000, paid into Bank 1,00,000
 2. Jan 2 -Bought Machinery for 90,000
 3. Jan 4 -Purchased goods from Sohan & Co. for 20,000 for cash
 4. Jan 15 -Sold goods for 27,000
 5. Jan 17 -Paid rent 8,000
 6. Jan 18 -Purchased goods for 20,000 from Anil.
 7. Jan 20 -Paid 1,000 for advertisement by cheque
 8. Jan 29- Bought Machine equipment for 7,500 from Dharam & Co. On credit

(P.T.O..)

OR

7. B). Given below are the balances extracted from the books of Nagarajan as on 31st December 2016. 10M

Particulars	₹	Particulars	₹
Purchases	10,000	Sales	15,100
Wages	600	Commission received	1,900
Freight inwards	750	Rent received	600
Advertisement	500	Creditors	2,400
Carriage outwards	400	Capital	5,000
Cash	1,200		
Machinery	8,000		
Debtors	2,250		
Bills receivable	300		
Stock on 1st January, 2016	1,000		
	25,000		25,000

Prepare the trading and profit and loss account for the year ended 31st December, 2016 and the balance sheet as on that date after adjusting the following:

- Commission received in advance Rs. 400
- Advertisement paid in advance Rs. 150
- Wages outstanding Rs. 200
- Closing stock on 31st December 2016, Rs. 2,100

8. A). i) What are the differences between Cash flow statements and Fund flow statements? 5M
ii) What are the advantages and limitations of Cash flow statements? 5M

OR

8. B). Aswin purchased a machine for Rs. 2,50,000 with an expected life of 10 years, on 1st April, 2017 and spent Rs. 20,000 towards transportation and installation. He followed straight line method for providing depreciation for 2 years and found unsuitable. On 1st April, 2019, he switched over to Diminishing balance method and continued up to 31st March, 2022. Prepare Machinery Account for the entire period and ascertain the book value on 1st April, 2022. 10M
9. A). From the following information relating to A Limited, Prepare Funds Flow statement 10M

Liabilities (Rs.000)	2013	2014	Assets (Rs.000)	2013	2014
Share capital	300	400	Cash	30	90
Reserves	100	50	Receivables	105	150
Retained Earnings	30	60	Inventories	150	195
Payables	45	135	Fixed Assets	190	210
	475	645		475	645

Additional Information:

The company purchased the worth of Rs. 40000 furniture, Rs. 50000 vehicles and Rs. 10000 Loose Tools by issue of share capital. A piece of fixed asset, book value of which is Rs. 10000/- depreciation on it is Rs. 3000/-, sold for Rs. 5000/-, Tax paid during the year Rs. 43000, Dividend paid during the year Rs. 26000

(P.T.O.)

OR

9. B). From the following Income Statement of Madhu Co. Ltd. Prepare Comparative Income Statement for the year March 31st2021 and 2022 and interpret the same. 10M

Particulars	2021(Rs.)	2022 (Rs.)
Sales	4,00,000	6,50,000
Purchases	2,00,000	2,50,000
Opening Stock	20,600	32,675
Closing Stock	32,675	20,000
Salaries	16,010	18,000
Rent	5,100	6,000
Postage and Stationery	3,200	4,100
Advertising	2,600	4,600
Commission on sales	3,160	3,500
Depreciation	200	500
Loss on sale of asset	4,000	2,000
Profit on sale of investment	3,000	4,500

10. A). The following financial statement is summarized from the books of Akhilesh Ltd. As on 31st March, 2016: 10M

Liabilities	Amount (Rs.)	Assets	Amount (Rs.)
Paid up capital	15,00,000	Fixed Assets	16,50,000
Reserves & surplus	6,00,000	Stock in trade	9,10,000
Debentures	5,00,000	Book Debts	12,40,000
Bank overdraft	2,00,000	Short term investments	1,60,000
Sundry creditors	12,00,000	Cash	40,000
	40,00,000		40,00,000

Additional information:

Annual sales: Rs. 74,40,000 and Gross profit: Rs. 7,44,000 Bank overdraft is payable on demand.

You are required to calculate the following ratios for the year and comment on the financial position as revealed by these ratios: a) Debt-Equity Ratio, b) Current Ratio, c) Proprietary Ratio, d) Gross Profit Ratio, e) Debtor-Turnover ratio and f) Stock-Turnover ratio.

OR

10. B). Discuss briefly the various types of Liquidity and Solvency ratios. 10M

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Course Code: C30104



CMR COLLEGE OF ENGINEERING & TECHNOLOGY

(UGC AUTONOMOUS)

MBA I Semester Supplementary Examinations March-2023

Course Name: **MANAGERIAL ECONOMICS**

(Master of Business Administration)

Date: 27.03.2023 FN

Time: 3 hours

Max.Marks: 70

(Note: Assume suitable data if necessary)

PART-A

Answer all FIVE questions (Compulsory)

Each question carries FOUR marks.

5x4=20M

1. Definition of managerial Economics. 4M
2. Explain the concept of Elasticity of Demand. 4M
3. What is production function with example? 4M
4. Explain the concept of opportunity cost. 4M
5. How to compare with market price and Normal price? 4M

PART-B

Answer the following. Each question carries TEN Marks.

5x10=50M

6. A). Explain the nature of and scope of economics. 10M

OR
6. B). Discuss role and responsibilities of Managerial economist. 10M
7. A). Examine the significance of elasticity Demand. 10M

OR
7. B). Determine the factors affecting elasticity of supply. 10M
8. A). Describe Cobs- Douglas Production function and how to criticize. 10M

OR
8. B). Is there relation between return to scale and return to factor –Explain? 10M
9. A). Examine the short run cost output relationship with graph. 10M

OR
9. B). Define cost and classify the important types of cost in economics. 10M
10. A). Explain short run equilibrium of a firm under perfect competition with neat graph. 10M

OR
10. B). Discuss how Price output determine under monopoly equilibrium. 10M

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Course Code: C30105



CMR COLLEGE OF ENGINEERING & TECHNOLOGY
(UGC AUTONOMOUS)

MBA I Semester Supplementary Examinations March-2023

Course Name: RESEARCH METHODOLOGY & STATISTICAL ANALYSIS
(Master of Business Administration)

Date: 29.03.2023 FN

Time: 3 hours

Max.Marks: 70

(Note: Assume suitable data if necessary)

PART-A

Answer all FIVE questions (Compulsory)

Each question carries FOUR marks.

5x4=20M

1. Define the term Research. Recall the significance of Research. 4M
2. Why Tabulation is considered essential research study? 4M
3. Write short notes on Mean and Median. 4M
4. Represent briefly about Type I Error and Type II Error in the context of Hypothesis Testing. 4M
5. Write a short note on Free hand Curve Method of Trend Analysis. 4M

PART-B

Answer the following. Each question carries TEN Marks.

5x10=50M

6. A). Explain in detail the different steps involved in a research Process. 10M
- OR**
6. B). Differentiate between Primary and Secondary Data and Interpret the different methods of collecting data. 10M
 7. A). What do you mean by 'Sample design'? Explain in detail about Probability Sampling and Non-Probability Sampling techniques. 10M
- OR**
7. B). What is Research Report? Describe, in brief, the layout of Research report, covering all relevant points of research. 10M
 8. A). The following are the number of passengers on the minibus tour of Phalke Memorial in Nasik. 8, 12, 10, 11, 11, 7, 12, 6, 11, 4, 10, 10, 11, 9, 10, 7, 10, 8, 8, 9, 8, 9, 11, 9, 8, 6, 10, 6, 8, 11
i) Find the sample mean, median and variance.
ii) Comment on the distribution. 10M

OR

8. B). Calculate Karl Pearson's co-efficient of co-relation from the following data? 10M

Student Roll No	1	2	3	4	5
Marks in Accounts	48	35	17	23	47
Marks in Statistics	45	20	40	25	45

(P.T.O..)

9. A). What is Hypothesis? The procedure for testing hypothesis requires a researcher to adopt several steps, Describe in brief all such steps. 10M

OR

9. B). The Table given below shows the data obtained during outbreak of Covid: 10M

	Attacked	Not Attacked	Total
Vaccinated	31	469	500
Not Vaccinated	185	1315	1500
Total	216	1784	2000

Test the effectiveness of vaccination in preventing the attack from covid, Test your results with the help Chi-square at 5% level of Significance.

10. A). Find three yearly moving average and five yearly moving average for the following data and find the Trend values. 10M

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Trend Value	5	8	10	15	18	20	21	20	22	24

And also estimate the Trend value for 2020 and 2021.

OR

10. B). i) Briefly explain characteristics and uses of index Number. 5M
ii) Briefly Describe different types of Index Numbers. 5M

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Course Code: C30108



CMR COLLEGE OF ENGINEERING & TECHNOLOGY
(UGC AUTONOMOUS)

MBA I Semester Supplementary Examinations March-2023

Course Name: ERP & MANAGEMENT INFORMATION SYSTEM
(Master of Business Administration)

Date: 31.03.2023 FN

Time: 3 hours

Max.Marks: 70

(Note: Assume suitable data if necessary)

PART-A

Answer all FIVE questions (Compulsory)

Each question carries FOUR marks.

5x4=20M

1. Summarize different types of information with suitable examples. 4M
2. Discuss different types of System Maintenance. 4M
3. Explain the concept of Detailed System Design. 4M
4. List out the reasons for the growth of ERP. 4M
5. Examine the functions of Manufacturing and Production Systems. 4M

PART-B

Answer the following. Each question carries TEN Marks.

5x10=50M

6. A). Elaborate Structure and Classification of MIS. 10M
- OR**
6. B). Discuss the role of IS to gain Competitive advantage in current scenario. 10M
7. A). Analyze critically IS security and control in assuring organisations's and operational effectiveness. 10M
- OR**
7. B). Explain in detail the steps involved in system acquisition. 10M
8. A). Define Structured analysis. Explain various tools for performing structured analysis. 10M
- OR**
8. B). Examine the various types of System development in detail and write about V-model of system development. 10M
9. A). Explain MRP, MRP II and evolution of ERP with diagram. 10M
- OR**
9. B). Analyze the role of Information Systems in Business and describe the obstacles of applying IT in the business. 10M
10. A). Identify the importance of evaluation of ERP proposals and strategies for successful implementation of ERP systems. 10M
- OR**
10. B). Critically examine the application of various ERP modules for effective quality management system. 10M

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Course Code: C30109



CMR COLLEGE OF ENGINEERING & TECHNOLOGY
(UGC AUTONOMOUS)

MBA I Semester Supplementary Examinations March-2023

Course Name: RURAL MARKETING

(Master of Business Administration)

Date: 31.03.2023 FN

Time: 3 hours

Max.Marks: 70

(Note: Assume suitable data if necessary)

PART-A

Answer all FIVE questions (Compulsory)

Each question carries FOUR marks.

5x4=20M

1. Write about Rural Marketing vs Urban Market. 4M
2. What is Rural Consumer life style? 4M
3. Write a brief note on 4A's of Rural Marketing Mix. 4M
4. Elucidate the difference between Regional Brand and National Brand. 4M
5. Write about social marketing. 4M

PART-B

Answer the following. Each question carries TEN Marks.

5x10=50M

6. A). Rural economy holds significant potential for creating decent and productive jobs and contributing to sustainable development and economic growth in India. Comment. 10M

OR

6. B). Illustrate the difference between rural and urban consumer behaviour. 10M

7. A). Discuss the various factors influencing rural consumers during purchase of products. 10M

OR

7. B). Explain the different method of primary data collection in rural area. 10M

8. A). The product life cycle is the course of the life of a product in rural market. Discuss. 10M

OR

8. B). Discuss the process of new product development in rural market. 10M

9. A). Consumer in rural India do not generally display brand loyalty. Comment. 10M

OR

9. B). Explain different strategies of rural retail channel management. 10M

10. A). Define Agricultural marketing. Discuss the key aspects and characteristics of Agricultural marketing. 10M

OR

10. B). Write a note on:
i). E- Rural Marketing 5M
ii). Rural Market Mapping. 5M

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Course Code: C30111



CMR COLLEGE OF ENGINEERING & TECHNOLOGY
(UGC AUTONOMOUS)

MBA I Semester Supplementary Examinations March-2023

Course Name: **MANAGEMENT OF TECHNOLOGY**

(Master of Business Administration)

Date: 31.03.2023 FN

Time: 3 hours

Max.Marks: 70

(Note: Assume suitable data if necessary)

PART-A

Answer all FIVE questions (Compulsory)

Each question carries FOUR marks.

5x4=20M

1. Define how R&D has a competitive advantage. 4M
2. Outline the need for cost-effectiveness in R&D. 4M
3. Explain the concept project planning and control. 4M
4. Define technology forecasting and its features. 4M
5. Identify and write main functions of technology transfer. 4M

PART-B

Answer the following. Each question carries TEN Marks.

5x10=50M

6. A). Discuss the concept of technology innovation and list out the factors contributing to successful technology innovation. 10M
- OR**
6. B). Identify and explain in detail the R&D strategies suitable in the decision-making process. 10M
7. A). Explain in detail the various techniques for evaluating R&D ventures 10M
- OR**
7. B). Discuss the role of risk as a factor in financial analysis. Give example 10M
8. A). Justify with a suitable example, how new product development can be a competitive strategy for any business organization? 10M
- OR**
8. B). Explain in detail the developing indigenous substitutes for raw materials in the manufacturing organizations. 10M
9. A). Discuss various methods of technology transfer? Explain any one method along with its advantages and disadvantages. 10M
- OR**
9. B). Elaborate the role and importance of technology forecasting in the current scenario. 10M
10. A). Explain in detail various modes of technology transfer with the help of examples. 10M
- OR**
10. B). Outline the details of negotiation price techniques for the management of technology. 10M
