

**Babasaheb Bhimrao Ambedkar Bihar University, Muzaffarpur**  
**Directorate of Distance Education**  
**Professional / Technical 1<sup>st</sup> Semester**  
**Subject:- MBA**  
**Paper – I**  
**Model Paper (Full Marks – 70)**

**MANAGEMENT CONCEPT & PRINCIPLES**

- Q. 1. Define Management. Discuss the nature & scope of management.
- Q. 2. Briefly discuss the major functional area of Management.
- Q. 3. What is scientific Management approach to the study of Management?
- Q. 4. What is the basic theme of contingency approach to management? Explain.
- Q. 5. Discuss the meaning of planning. Also explain the different types of planning processes.
- Q. 6. Define strategic planning. What is the need of strategic planning in modern business?
- Q. 7. Define organization and highlight its importance.
- Q. 8. Discuss various sources of authority. Distinguish between authority and power.
- Q. 9. What is meant by departmentation? What are the advantages of departmentation?
- Q. 10. What is staffing & why is it considered an integral part of management?
- Q. 11. Discuss the importance of Training. What are the methods of Training?
- Q. 12. What is organizational structure/ discuss the different type of organizational structure?
- Q. 13. Define direction and explain how direction is the essence of management.
- Q. 14. Examine important features of controlling also write basic steps in the process of controlling.
- Q. 15. Write short notes on any two
  - (a) Budgetary control
  - (b) Span of control
  - (c) line and staff conflict.

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**Paper – II**  
**Model Paper (Full Marks – 70)**  
**Organisational Behaviour & Communication**

- Q1. What is meant by Organisational Behaviour ? Also write feature of Organisational Behaviour.
- Q2. Define Group. Describe various type of Group.
- Q3. Discuss and explain various level of management.
- Q4. What is perception? Define perception.
- Q5. Define motivation. Discuss any one motivation theory.
- Q6. Distinguish between Maslow need priority model and Herzberg's two factor theory of motivation.
- Q7. What is leadership? Explain function and characteristics of a leader.
- Q8. Explain the concept of group and 'group dynamics'. What are the characteristics of a group?
- Q9. Explain the concept of Learning. Also discuss the feature of Learning.
- Q10. Explain the concept of power and authority.
- Q11. State the salient features of organization development.
- Q12. What do you mean by effectiveness? Discuss the approach of effectiveness.
- Q13. What is Organisational culture? Explain the concept of organisational climate.
- Q14. What do you mean by communication? Discuss about effective communication.
- Q15. Write short note any two of the following  
(a) Emotional Intelligence (b) Charismatic Leadership (b) Importance of motivation.

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**Paper – III**  
**Model Paper (Full Marks – 70)**  
**Management Accounting**

- Q1.** Define accounting. What function are performed by the accounting system?  
**Q2.** What is management accounting? How does it help management?  
**Q3.** What is a statement of changes in financial position? How does it differ from funds flow or cash flow statement?  
**Q4.** Explain Financial Analysis. How does the ratio technique help in the financial analysis?  
**Q5.** (a) A firm's sales are Rs. 4, 50,000, cost of goods sold is Rs. 2, 40,000 and inventory is Rs. 90,000. What is its turnover?  
 (b) The only current assets possessed by a firm are: cash Rs. 105,000, inventories Rs. 5, 60, 000 and debtors Rs. 4, 20,000. If the current ratio for the firm is 2 to 1, determine its current liabilities.  
 (c) At the close of the year, a company has an inventory of Rs. 1,50,000 and cost of goods sold for Rs. 9,75,000. If the company's turnover ratio is 5, determine the opening balance of inventory.  
**Q6.** What are the elements of cost in a manufacturing business? Explain.  
**Q7.** The following information relates to the activities of a production department of a factory for a certain period:

Materials Used	Rs. 36,000
Direct Wages	Rs. 30,000
Labour hours work	12,000hrs
Hours of machine operation	20,000hrs
Overhead chargeable to the department	Rs. 25,000

**On one order carried out in the department during the period the relevant data were:**

Direct wages	Rs. 4,950
Labour hrs	1,650
Machine hrs	1,200

- Q8.** The profit/ volume ratio of Indo.- Thai Co. Ltd is 40% and its margin of safety is 50%. Work out the net profit and break-even point if sales volume is Rs. 8, 00,000.  
**Q9.** What is capital budgeting? Why is it significant for a firm?  
**Q10.** A company is face with the problem of choosing between two mutually exclusive project. Project A requires a cash outlay of Rs. 100,000 and cash running expenses of Rs. 35,000 per year. On the other hand, Project B will cost Rs. 150,000 and require cash running expenses of Rs. 20,000 per year. Both the machines have a eight-year life. Project A has a Rs. 4000 salvage value and Project B has Rs. 14,000 salvage value. The company's tax rate is 50% and has a 10% required rate of return. Assume depreciation on straight line basis and no tax on salvage values of assets. Which project should be accepted?

**Q11. What are the basic principles that are common to both standard cost and budgetary control?**

**Q12. Define meaning of variance. Why is analysis variances needed?**

**Q13. A manufacturing company operates a costing system and showed the following data in respect of the month of November.**

<b>Actual No. of working days</b>	<b>22</b>
<b>Actual man – hours worked during the month</b>	<b>4,300</b>
<b>No. of products produced</b>	<b>425</b>
<b>Actual overhead incurred (Rs.)</b>	<b>1,800</b>

**Relevant information from the company’s budget and standard cost data are as follows:**

<b>Budgeted No. Of working days per month</b>	<b>20</b>
<b>Budgeted man hrs. per month</b>	<b>4,000</b>
<b>Standard man- hrs per product</b>	<b>10</b>
<b>Standard overhead rate per man- hrs ( paise)</b>	<b>50</b>

**You are required to calculate for the month of November ( a) the overhead variance, (b) the calendar variance (c) the volume variance.**

**Q14. Define flexible budget. Explain the concept underlying a flexible budget.**

**Q15. Write short note on any two**

- (a) Profit and loss Account**
- (b) Budget on a tool of Management control**
- (c) Standard costing**

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**Paper – IV**  
**Model Paper (Full Marks – 70)**  
**Managerial Economics**

- Q1. Define Managerial Economics. Explain the concept of Managerial Economics.
- Q2. How is Managerial Economics related to Economics, Accounting, Mathematics and Statistics?
- Q3. Discuss the basic objectives of a business firm.
- Q4. State and explain the law of demand. Also explain the law of demand. Also explain factors on which demand depends.
- Q5. What is meant by price elasticity of demand? Explain the degrees of price elasticity of demand.
- Q6. Define forecasting. What is the scope of demand forecasting?
- Q7. How cost plays an important role in the decision making?
- Q8. What are different types of cost?
- Q9. Which factors determine the market structure?
- Q10. Define monopoly. Explain the features of monopoly?
- Q11. Define oligopoly market structure. Also explain various features of oligopoly market.
- Q12. Discuss the technique of multiple product pricing.
- Q13. What are the different methods of measuring national Income of a country?
- Q14. Define Business Cycle. Explain the various phases of a business cycle.
- Q15. Write short note on any two of the following
- (a) Economic Cost      (b) Demand Curve      (c) Economic Growth.
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Paper – V

Model Paper (Full Marks – 70)

Quantitative Techniques

- Q1. Define the role of mathematics and statistics in business decision making.  
Q. 2. Find the missing frequency for the distribution table, given the mean value as 129 and n=80.

Class Interval	80-100	100-120	120-140	140-160	160-180
Frequency	8	-	26	14	10

- Q. 3. Read the data given below and find the combined mean, S.D. and coefficient of variation.  $n_1 = 15$ ,  $n_2 = 20$ ,  $\bar{X}_1 = 40$ ,  $\bar{X}_2 = 50$ ,  $\sigma_1 = 3$ ,  $\sigma_2 = 5$ .  
Q. 4. The sum of a set of 100 numbers is 4000 and the sum of its square is 162500 and median is 41. Find the coefficient of skewness.  
Q. 5. Discuss and explain dispersion, skewness and kurtosis.  
Q. 6. Write Karl Pearson's Correlation Coefficient. Discuss its properties.  
Q. 7. For 50 students of a class, the regression equation of marks in statistics (X) on the marks in accountancy (Y) is  $3Y - 5X + 108 = 0$ . The mean mark of accountancy is 44 and the variance of marks in statistics is  $\frac{9}{16}$  th of the variance of marks in accountancy. Find the mean of statistics and the coefficient of correlation between the marks in the two subjects.  
Q. 8. What is index number? State its utility.  
Q. 9. Construct Fisher's ideal index for the data in the table  
Price of commodities for the Years 1997 and 2005

Commodity	Base year 1997		Current year 2005	
	Price	Qty	Price	Qty
A	16	110	25	132
B	5	220	5	264
C	10	132	15	165
D	25	66	30	55

- Q.10. For the following matrix A and B verify  $(A + B)' = A' + B'$

$$A = \begin{pmatrix} 1 & 0 & 2 \\ 2 & 1 & 0 \end{pmatrix}, \text{ then transpose of } A = \begin{pmatrix} 1 & 2 \\ 0 & 1 \\ 2 & 0 \end{pmatrix}$$

Transpose of A is denoted by A'. It can be easily verified that

a)  $(A')' = A$ , b)  $(A + B)' = A' + B'$  c)  $(AB)' = B' A'$ .

- Q.11. Solve the system of equations  $X - 3Y + Z = -1$ ,  $2X + Y - 4Z = -1$ ,  $6X - 7Y + 8Z = 7$ .  
Q.12. A bag has 3 white and 4 red balls. Two balls are randomly drawn from the bag. Find the expected number of white balls in the draw.  
Q.13. What are the basic properties of Population? Differentiate between Sampling & Non-Sampling error?  
Q.14. Define Relation. Discuss and explain different types of relation with example.  
Q.15. Write short note on any two of the following  
(a) Frequency Polygon (b) Correlation Coefficient (c) De Morgan's Law.