

Seat No.	
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D.B.M. (Semester – I) (New) (CBCS) Examination, 2017
PRINCIPLES OF MANGEMENT

Day & Date: Thursday, 04-05-2017

Max. Marks: 70

Time: 10.30 AM to 01.00 PM

N.B. : 1) *All questions are compulsory.*
 2) *Figures to the right indicate full marks*

Q.1 A) Choose the correct alternative given in the bracket. 07

- 1) _____ means manager compares actual work against plans.
 a) Planning b) Controlling c) Staffing d) Training
- 2) In ____ leadership, complete freedom is given to employees.
 a) Democratic b) Autocratic c) Free-rein d) None
- 3) _____ is a process of stimulating employees to get desired results.
 a) Motivation b) Communication
 c) Controlling d) Planning
- 4) _____ function of management deals with managing the organization.
 a) Organizing b) Leadership c) Planning d) Staffing
- 5) _____ is a group of people working together to achieve set goals.
 a) Controlling b) Management c) Organisation d) Plans
- 6) _____ needs satisfies the need self-respect and prestige.
 a) Basic b) Social c) Safety d) Esteem
- 7) _____ is the assessment, evaluation or checking the performance of employees.
 a) Performance Appraisal b) Organizing
 c) Planning d) Staffing

B) Fill in the blanks: 07

- 1) _____ is the process of determining future course of action in advance.
- 2) _____ refers to the art of getting things done through others.
- 3) _____ theory is quoted by ouchi.
- 4) _____ organization structure also known as Scalar Chain.
- 5) _____ is the right to give orders and power to exact obedience.
- 6) _____ is the process of stimulating people to apply for job.
- 7) Promotion is _____ types of motivation.

- Q.2 Write short answers for the following questions (any two): 14**
- 1) Types of plans
 - 2) Performance Appraisal
 - 3) Trait Approach to Leadership
- Q.3 Write short answers for the following questions (any two): 14**
- 1) Theory 'Z' by William Onchi.
 - 2) Authority & Responsibility
 - 3) Types of Training
- Q4 Define Management. Explain the levels of management in detail. 14**
- OR**
- What is motivation? Explain the Maslow's Hierarchy Theory of Motivation.
- Q5 Define Leadership. Explain the various Leadership styles in detail. 14**
- OR**
- Define Controlling. Explain the steps for control and explain tools for monitoring & measuring organizational performance.

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D.B.M. (Semester – I) (New) (CBCS) Examination, 2017
BUSINESS ENVIRONMENT

Day & Date: Friday, 05-05-2017

Max. Marks: 70

Time: 10.30 AM to 01.00 PM

N.B. : 1) **All questions are compulsory.**
 2) **Figures to the right indicate full marks**

Q.1 A) Choose the correct alternative given in the bracket. 07

- 1) All the factors which together have a bearing on business are called _____.
 a) Technological Environment b) Regulatory Environment
 c) Business Environment d) Micro Environment
- 2) Modern economies are _____ economies.
 a) Closed b) Open c) Diverted d) Migrated
- 3) External Environment of the business is also called _____ environment.
 a) Micro b) Technological c) General d) Global
- 4) Freedom of enterprise does not exist in _____.
 a) Capitalist System b) Socialist System
 c) Mixed System d) All the above
- 5) Decline in the peoples watching films in cinema houses due to introduction TV & CD Players is an example of _____.
 a) Economic Environment b) Social Environment
 c) Regulatory Environment d) Technological Environment
- 6) Different business laws of the government is a part of _____.
 a) Economic Environment b) Political Environment
 c) Legal/Regulatory Environment d) Social Environment
- 7) The Indian constitution has _____ parts.
 a) Four b) Three c) Two d) One

B) State whether true or false: 07

- 1) After Independence Govt. of India has adopted American model of economic development.
- 2) Because of technology Jobs gets more intellectual.
- 3) Globalization works within the frontiers of the nation.
- 4) Indian economy is Mixed economy.
- 5) To pay fair wages to employee is the prime responsibility of business.
- 6) Religion is the factor of Cultural Environment.
- 7) Right of equality is Individual right.

- Q.2 Write short notes on: (any two) 14**
- 1) Importance of business environment
 - 2) Fundamental Rights
 - 3) Globalization
- Q.3 Write short notes on: (any two) 14**
- 1) Features of Technology
 - 2) Economic Factors
 - 3) Social Responsibility of business towards Employees.
- Q4 Define business Environment. Explain Micro factors of external Environment. 14**
- OR**
- What is social & cultural environment & Explain its impact on business. 14
- Q5 Explain New Economic Policy & its various components. 14**
- OR**
- Explain Constitution of Indian with its parts. 14

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D.B.M. (Semester – I) (New) (CBCS) Examination, 2017
FINANCIAL AND COST ACCOUNTING

Day & Date: Saturday, 06-05-2017

Max. Marks: 70

Time: 10.30 AM to 01.00 PM

- N.B. :** 1) Q. No. 1 is **compulsory**.
 2) Figures to the **right** indicate full marks.
 3) Use of **calculators** is allowed.

Q.1 A) Choose the correct alternative given in the bracket. 07

- 1) A commodity in which a trader deals is known as _____.
 a) Property b) Goods c) Assets d) Liabilities
- 2) Amount which is not recovered from customer is known as _____.
 a) Debts b) Bad-debt
 c) Debtors d) Doubtful debts
- 3) Sub-division of journal is known as _____ book.
 a) Subsidiary b) Purchase Return
 c) Purchase d) Journal Proper
- 4) Right hand side of an account is called _____ side.
 a) Credit b) Debit c) Middle d) Centre
- 5) _____ is prepared from the balances in ledger accounts.
 a) List b) Journal c) Book d) Trail balance
- 6) The amount realized at the end of working life of an asset _____.
 a) Market Value b) Cost Value
 c) Scarp Value d) All of these
- 7) _____ is the statement prepared to show the financial position of business as on particular date.
 a) Balance Sheet b) Trading A/C
 c) Trail Balance d) Profit & Loss A/c

B) Fill in the Blanks 07

- 1) Amount invested in business by proprietor _____.
- 2) Surplus of income over expenses is _____.
- 3) An entry on both side of cash book is called _____.
- 4) Goodwill is _____ type of account
- 5) _____ discount is recoded separately books of account.
- 6) _____ is the person whose assets are not sufficient enough to meet business obligations.
- 7) Outstanding expenses is _____ account.

Q2 Attempt (Any 2)

14

A) The sales & profit during two periods are given as follows:

Year	Sales (Rs.)	Profit (Rs.)
2004	20,00,000	2,00,000
2005	30,00,000	4,00,000

Calculate:

- 1) P/V Ratio
 - 2) Fixed Cost
 - 3) BEP
 - 4) Sales to earn a profit of Rs. 5,00,000/-
- B) Importance of cost accounting.
C) Need & Importance of accounting.

Q.3 Attempt (Any-2)

14

- A) Explain the term depreciation with SLM and WDV method.
B) Budgetary Manual
C) Break Even Point

Q.4 M/s Pawar & sons purchased a Machinery for Rs. 90,000 on 1stApril, 2001. On 1st Oct 2001 additional machinery for Rs.50,000/-. The firm provides depreciation @ 10% p.a. under straight line method on 31st March every year.
Prepare Machinery and depreciation account for three years i.e.2001-02, 2002-03, 2003-04.

14

OR

Explain the different financial statements and also explain the importance of these statements.

Q.5 Journalize the following transaction in the books of Mr. Virat.

14

2015 June 1. Started business with Cash Rs. 2,00,000/-, goods worth Rs.10,000/- and computer Rs. 20,000/-
14. Paid into Dena Bank Rs. 1,00,000/-
18. Bought goods on credit from Mona Rs. 8,000/-
21. Sold goods to Nayana of Rs.18,000/- for cash
24. Goods worth Rs. 1,050/- burnt by firm.
28. Paid Salary by cheque Rs. 4,000/-
30. Drawn from Bank Rs. 5,000/- for his personal purpose.

Explain the Various Accounting Concepts.

Q.2 Write short answers for the following questions (any two): 14
1) Types of Interviews.
2) Group discussion.
3) Facial expressions.

Q.3 Write short answers for the following questions (any two): 14
1) Extempore speeches.
2) Communication process.
3) Listening

Q4 Define oral communication. Explain the various medias of oral communication. 14

OR

What are reports? Discuss the different types of Reports?

Q5 What are various barriers to communication? How can these barriers be overcome? 14

OR

Explain the various way of Modern office communication, used in business organization?

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**D.B.M. (Semester – I) (New) (CBCS) Examination, 2017
BUSINESS RESEARCH**

Day & Date: Tuesday, 09-05-2017

Max. Marks: 70

Time: 10.30 AM to 01.00 PM

N.B. : 1) *All questions are compulsory.*
2) *Figures to the right indicate full marks.*

Q.1 A) Choose the correct alternative given in the bracket. 07

- 1) In _____ types questionnaire the researcher cannot draw a conclusion for a research topic.
 - a) Close ended
 - b) Open ended
 - c) Multiple-choice
 - d) All of above
- 2) The report writing is done according to _____.
 - a) Theory
 - b) Practical
 - c) Format
 - d) Table
- 3) _____ is the first step in sampling process.
 - a) Selection of sampling unit
 - b) Determining sample size
 - c) Collection of date
 - d) Defining the population
- 4) Market research has a validity constraint due to _____.
 - a) Time
 - b) Date & time
 - c) People
 - d) Money
- 5) _____ is used to collect the information from large population located in different area.
 - a) Survey
 - b) Schedule
 - c) Questionnaire
 - d) Date
- 6) _____ type of questions has only two alternatives to choose from.
 - a) Multiple choice
 - b) Dichotomous
 - c) Open ended
 - d) Close ended
- 7) _____ means drawing the inferences from analysis of data.
 - a) Editing
 - b) Interpretation
 - c) Coding
 - d) Decoding

B) State whether true or false. 07

- 1) Reliability of research depends on source of data.
- 2) Report writing is first phase in business research.
- 3) Goal orientation & measurability are the characteristics of good sampling design.
- 4) Internet is a source of secondary data.
- 5) Size of sample should not be too small or large.
- 6) In research process the coding & decoding is done to keep secrecy.
- 7) Report writing is done by researcher itself.

- Q.2 Write short notes on. (Any Two) 14**
1) Interpretation of data
2) Secondary data
3) Validity & reliability of research
- Q.3 Write short notes on. (Any Two) 14**
1) Primary data
2) Research process
3) Steps in sampling
- Q.4 Layout of research report. 14**
OR
Collection of primary data.
- Q.5 Write long answers. 14**
Prepare a questionnaire for the market research of detergent company.
OR
What is secondary data? Explain various sources of secondary data.

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D.B.M. (Semester – I) (New) (CBCS) Examination, 2017
INTERNATIONAL BUSINESS

Day & Date: Friday, 12-05-2017

Max. Marks: 70

Time: 10.30 AM to 01.00 PM

N.B. : 1) *All questions are compulsory.*
2) *Figures to the right indicate full marks.*

Q.1 A) Choose the correct alternative given in the bracket. 07

- 1) The Theory of comparative cost advantage was propounded by _____.
a) Adam smith b) David Ricardo c) Ohlin d) S. S. Mill
- 2) IBRD was established on _____.
a) 5th Dec 1944 b) 5th Dec 1985
c) 1st Aug 1944 d) 5th Aug 1985
- 3) The major difference between IMF and IBRD is _____.
a) Locational b) Short term and long term lending
c) Promotional d) None of the above
- 4) Ultimately _____ was replaced by _____ on 1st Jan 1995.
a) G ATT, WTO b) GATT, IMF
c) WTO, GATT d) IMF, IBRD
- 5) _____ is the first steps in the internationalization process.
a) FDI b) License
c) Export through distributor d) MAS,s
- 6) IMF was established on _____.
a) 1947 b) 1990 c) 1995 d) 1999
- 7) When the company limits its operations, mission and vision to the national political boundaries the company is _____.
a) Global company b) International company
c) Multinational company d) Domestic company

B) State weather true or false. 07

- 1) International Monetary Fund lends long term capital for economic development.
- 2) International business is the world business.
- 3) Tariffs refer to the tax imposed on import.
- 4) Relative factor endowments theory was propounded by David Ricardo.
- 5) SAARC is established on 8 December 1989.
- 6) Turnkey project is big budget project. .
- 7) SDR means Special Drawing Right.

- Q.2 Write short notes on. (Any two) 14**
1) SAARC.
2) SDR
3) GATT
- Q.3 Write short notes on. (Any two: 14**
1) EEC
2) Social and cultural environment.
3) Problem of International Business
- Q4 Define International Business? Explain the Ricardo and Heckscher & Ohlin Theory? 14**
OR
Explain WTO and its functions in detail.
- Q5 Explain the Mode of Entry? 14**
OR
Define IMF? Explain objective and function?

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D.B.M. (Semester – I) (Old) Examination, 2017
PRINCIPLES OF MANAGEMENT

Day & Date: Thursday, 04-05-2017

Max. Marks: 80

Time: 10.30 AM to 01.30 PM

N.B. : 1) *All questions are compulsory*
 2) *Figures to the right indicate full marks*

Q.1 A) Choose the correct alternative given in the bracket. 08

- 1) Which of the following is a Non-financial incentive
 a) Appreciation b) Bonus c) Incentives d) Stock-option
- 2) The last need in need-hierarchy theory of Motivation is
 a) Self-esteem needs b) Physiological needs
 c) Security needs d) Self-actualisation need
- 3) _____ is the act of increasing the skill and knowledge of an employee for doing a particular job.
 a) Selection b) Recruitment c) Planning d) Training
- 4) _____ is the art of knowing what you want to do and then seeing that it is done in the best and cheapest way.
 a) Staffing b) Planning c) Management d) Controlling
- 5) The need of planning exists at _____ level of management.
 a) Top b) Middle c) Lower d) All levels
- 6) Establishing standard is the first step in _____ process.
 a) Staffing b) Planning c) Directing d) Control
- 7) In _____ style of leadership the leader dominates his decisions.
 a) Beurocratic b) Autocratic c) Democratic d) Free-rein
- 8) _____ type of control is based on past oriented actions.
 a) Feed forward b) Feedback c) Concurrent d) Managerial

B) Fill in the blanks 08

- 1) Theory 'X' people are having _____ attitude towards work.
- 2) _____ leadership style is also celled as authoritative or directive leadership style.
- 3) Middle level management act as a link between _____.
- 4) Project is a _____ type of plan.
- 5) Management is an art well as _____.
- 6) _____ is the obligation of an individual to perform certain activities which are assigned to him.
- 7) _____ is the simple and oldest type of organization structure.
- 8) _____ is art of getting things done by others.

- Q.2 Write short notes on (any two):** **16**
- 1) State and explain the various steps in control process.
 - 2) Functions of Management.
 - 3) Scientific Management.
- Q.3 Write short notes on (any two):** **16**
- 1) Maslow's need hierarchy theory of motivation.
 - 2) Financial and Non-financial incentives of motivation.
 - 3) Importance of planning.
- Q4** What is organizing? Explain various principles of grouping of activities. **16**
- OR**
- Explain the term planning and Discuss the steps in planning process.
- Q5** What is leadership? Explain in detail the different leadership styles. **16**
- OR**
- What is planning? Explain various types of plans.

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D.B.M. (Semester – I) (Old) Examination, 2017
BUSINESS ENVIRONMENT

Day & Date: Friday, 05-05-2017

Max. Marks: 80

Time: 10.30 AM to 01.30 PM

N.B. : 1) *All questions are compulsory.*
2) *Figures to the right indicate full marks.*

Q.1 A) Choose the correct alternative given in the bracket. 08

- 1) Micro Environment is also called _____.
a) Internal b) External c) Both d) None of these
- 2) After Independence Government of India adopted _____ Model of economic development.
a) American b) Japanese c) Soviet d) French
- 3) The fundamental rights conferred by Indian Constitution are _____.
a) Six b) Four c) Twenty d) One
- 4) Business environment is _____.
a) Unlimited b) Dynamic c) Complex d) All the Above
- 5) New technology _____ Out old technology.
a) Kicks b) Welcomes c) Bad d) All the Above
- 6) _____ environment of business includes variety of cultures, values, beliefs, religion etc
a) Socio-Cultural Environment b) Technology Environment
c) Political Environment d) Economic Environment
- 7) _____ is the factor of political Environment.
a) Economic system b) Innovation
c) Legislature d) Share holder
- 8) Executive is the _____.
a) State b) Local c) Regional d) None of these

B) State weather true or false. 08

- 1) Indian economy is the Mixed of economy.
- 2) The fundamental Duties are only six.
- 3) Macro environment is also known as external environment.
- 4) New Economic reforms were commenced in India during 1991.
- 5) Modern economic are open Economies.
- 6) Business environment is Dynamic and complex.
- 7) Business freedom is one of the essential of Globalization.
- 8) Technology is self reinforcing.

- Q.2 Write short notes on: (Any two) 16**
- 1) The Fundamental Right and Duties.
 - 2) Macro factor of Environment.
 - 3) Impact of Socio-Cultural Environment on Business.
- Q.3 Write short notes on: (Any two) 16**
- 1) Impact of Technology and Government.
 - 2) Demerits of MNCs
 - 3) Describe the Merits of Business Environment.
- Q4 Define Economic Environment? Explain the Economic Factor? 16**
- OR**
- Why State Intervention? Explain the types of State Intervention? 16
- Q5 What is Technology? Explain the Features of Technology? 16**
- OR**
- Explain the Social responsibilities towards the Employees and Government? 16

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D.B.M. (Semester – I) (Old) Examination, 2017
FINANCIAL AND COST ACCOUNTING

Day & Date: Saturday, 06-05-2017

Max. Marks: 80

Time: 10.30 AM to 01.30 PM

- Instructions:** 1) Q. No.1 is **compulsory**.
2) Figures to the **right** indicate **full** marks.
3) Use of **calculators** is **allowed**.

Q.1 A) Select correct alternative:

08

- 1) _____ is the amount of capital invested by businessmen in the business.
a) Property b) Drawings c) Capital d) Goods
- 2) _____ is not a part of final accounting.
a) Profit & Loss A/c b) Journal
c) Balance Sheet d) Trading A/c
- 3) Sales - _____ = Contribution.
a) Fixed Cost b) Variable Cost c) Loss d) Profit
- 4) As per double entry accounting system every debit has equal _____.
a) Credit b) Debit c) Balance d) None of these
- 5) Trail Balance is prepared from the balances in _____ accounts.
a) Balance sheet b) Journal
c) Ledger d) Profit & Loss A/c
- 6) Summary of all functional budgets is called as _____ budget.
a) Zero based b) King size c) Master d) Summarized
- 7) _____ shows the financial position of company on particular date.
a) Balance sheet b) Trading A/c
c) Trail Balance d) Profit & Loss A/c
- 8) _____ is the branch of accounting prepared to ascertain the cost of product.
a) Financial Accounting b) Cost Accounting
c) Management Accounting d) None of these

B) Fill in the blanks: 08

- 1) _____ is primary book of Accounting.
- 2) Outstanding Expenses are shown on _____ side of balance sheet.
- 3) An entry recorded on both side of cash book is called _____.
- 4) Prepaid expenses is _____ type of account.
- 5) Debit all expenses & losses Credit all income gains and profit the rule of _____ account.
- 6) EOQ Stands for _____.
- 7) WDV stands for _____.
- 8) PV Ratio = $\frac{\text{Contribution}}{\text{Sales}} \times 100$.

Q.2 Attempt (Any 2) 16

- 1) Sales Units 10,000
Selling Price Per Unit Rs. 10/-
Variable Cost Per Unit Rs. 6/-
Fixed Cost Rs. 34,000 for year
Calculate: P/V Ratio, BEP (Sales), BEP (Units) and Margin of Safety.
- 2) M/s Ghatge Patil purchased Machinery costing Rs. 85,000/- on 1st April 2014 and paid installation of Rs. 15,000/- on same date. On 1st Oct, 2014 Co. purchased another machinery for Rs. 40,000/-. On 1st Oct, 2016, Co. sold machinery purchased on 1st April 2014 for Rs. For Rs. 80,000/-. Company charge depreciation under Straight line method at 10% and closes its book of account on 31st March every year.
Prepare Machinery and depreciation account for the year ending 31st March 2015, 2016 and 2017.

Q.3 Attempt: 16

- A) Break Even Point
- B) Budgetary Manual

Q.4 Journalize the following transactions in the books of Mr. Sagar Trader 16

for the month of June 2016.

2016

- June 1- Mr. Sagar Started business with Cash Rs. 2,00,000/-, Goods Rs. 50,000/- and Furniture Rs. 50,000/-
June 5 Opened a bank account in Bank of Maharashtra by Depositing Rs. 50,000/-
June 10- Purchased Goods for Cash Rs. 40,000/-.
June 14- Sold Goods on credit to Deepak for Rs. 20,000/-
June 15 Purchased Furniture costing Rs. 20,000/- for cash.
June 16 Received cash from Deepak Rs. 19500/- in full settlement of his account.
June 19 Mr. Ashwin supplied goods to us worth Rs. 20,000/-
June 24 Sold goods for cash Rs. 25,000/-
June 27 Withdrawn from bank Rs. 4000/- for office use.

June 30 Paid Electricity bill Rs. 1500/-

OR

What is cost Accounting? Explain the importance and objectives of cost accounting?

- Q.5** Following is the Trail Balance of Shri Vinayak as on 31st March 2015. **16**
 You are required to prepare Trading and Profit & Loss Accounts for the year ended 31st March 2015 and Balance sheet as on the date.

Particulars	Rs.	Particulars	Rs.
Stock on 1-4-2014	25,000	Capital	40,000
Purchases	75,000	Discount Received	1200
Sales Return	1000	Sales	1,25,000
Wages	3,000	Purchases Return	2,000
Salaries	6,000	Creditors	14,000
Carriage	2,000	Bills Payable	5,700
Insurance	900	Commission	1,000
Office rent	1,000	Interest	400
Discount Allowed	1,100		
Building	10,000		
Machinery	17,000		
Cash in Hand	3,300		
Drawings	10,000		
Debtors	24,000		
Investments	10,000		
Total	1,89,300		1,89,300

Adjustments:

- 1) On 31st March Closing stock was valued at Rs. 34,000/-.
- 2) Depreciate Building by 2% and Machinery by 10% P.a.
- 3) Outstanding Salary Rs. 500/- and Rent – Rs. 200/-.
- 4) Interest on Investment due Rs. 500/- but not received.
- 5) Make provision for Reserve for Doubtful Debt at 5% on sundry Debtors.

OR

Explain the term depreciation. Also explain types of depreciation method wit example.

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D.B.M. (Semester – I) (Old) Examination, 2017
BUSINESS COMMUNICATION

Day & Date: Monday, 08-05-2017

Max. Marks: 80

Time: 10.30 AM to 01.30 PM

N.B. : 1) *All questions are compulsory.*
2) *Figures to the right indicate full marks*

Q.1 A) Choose the correct alternative given in the bracket. 08

- 1) Communication is a _____ process.
 - a) Dynamic
 - b) Constant
 - c) Both
 - d) None of these

- 2) _____ means arising from the different meaning of words.
 - a) Communication
 - b) Semantic
 - c) Feedback
 - d) Order Letters

- 3) _____ communication gives immediate feedback.
 - a) Oral
 - b) Written
 - c) Both
 - d) Coding

- 4) _____ is clearer than words.
 - a) Feedback
 - b) Silence
 - c) Office Order
 - d) Office Note

- 5) Reports prepared and presented according to the form and procedure laid down by the law are called _____.
 - a) Formal
 - b) Non Statutory
 - c) Statutory
 - d) Decipher

- 6) An Interview is an example of _____ communication.
 - a) Oral
 - b) Written
 - c) Face-to Face
 - d) Silence

- 7) An _____ is a list of items to be discussed at the meeting.
 - a) Notice
 - b) Agenda
 - c) Minutes
 - d) Resolution

- 8) _____ refers to an oral communication in which small number of people meet and to discuss an issue.
 - a) Interview
 - b) Group Discussion
 - c) Workshop
 - d) Training

- B) State weather true or false. 08**
- 1) Periodical report is not prepared at regular intervals.
 - 2) Attracting attention is one of the important function of sales letter.
 - 3) Decoding means translating the symbols into message.
 - 4) Inside address contains information relating to the name of the firm & other details.
 - 5) Communication plays vital role in our day to day life.
 - 6) An official record of the proceedings of a meeting is called minutes.
 - 7) Special reports are related to a single situation.
 - 8) Fax is acronym for email.

- Q.2 Write short notes on. (Any two) 16**
- 1) Merits of Oral Communication
 - 2) Explain Social Psychological barriers
 - 3) Notice and Agenda
 - 4) Techniques of Interviews
 - 5) E-mail

- Q.3 Write short notes on. (Any Four) 16**
- 1) International Communication
 - 2) Types of repots
 - 3) Face to Face communication
 - 4) Body Language
 - 5) Video Conferencing

- Q4 Write Long Answers. (Any two) 16**
- 1) Components of Reports
 - 2) Prepare a Notice & Agenda for the Meeting of the Board of Directors.
 - 3) Process of Communication

- Q5 Write Long Answers. (Any two) 16**
- 1) Elements of Letter
 - 2) Write a Minute of Extra Ordinary General Meeting of a Public Limited Company.
 - 3) Importance of Communication

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D.B.M. (Semester – I) (Old) Examination, 2017
BUSINESS RESECRCH

Day & Date: Tuesday, 09-05-2017

Max. Marks: 80

Time: 10.30 AM to 01.30 PM

N.B. : 1) *All questions are compulsory.*
2) *Figures to the right indicate full marks.*

Q.1 A) Choose the correct alternative given in the bracket. 08

- 1) In _____ type of questionnaire the research cannot draw a conclusion for a research topic.
 - a) Close ended
 - b) Open ended
 - c) Multiple-choice
 - d) All of above
- 2) The report writing is done according to _____.
 - a) Theory
 - b) Practical
 - c) Format
 - d) Table
- 3) _____ is the first step in sampling process.
 - a) Selection of sampling unit
 - b) Determining sample size
 - c) Collection of data
 - d) Defining the population
- 4) Market research has a validity constraint due to _____.
 - a) Time
 - b) Date & time
 - c) People
 - d) Money
- 5) _____ is used to collect the information from large population in different area.
 - a) Survey
 - b) Schedule
 - c) Questionnaire
 - d) Data
- 6) _____ type of questions has only two alternatives to choose from
 - a) Multiple choice
 - b) Dichotomous
 - c) Open ended
 - d) Close ended
- 7) _____ means drawing the inferences from analysis of data.
 - a) Editing
 - b) Interpretation
 - c) Coding
 - d) Decoding
- 8) _____ done after interpretation.
 - a) Sampling
 - b) Repot writing
 - c) Bibliography
 - d) None of these

- B) State whether true or false. 08**
- 1) Reliability of research depends on source of data.
 - 2) Report writing is first phase in business research.
 - 3) Goal orientation & measurability are the characteristics of good sampling design.
 - 4) Internet is a source of secondary data.
 - 5) Size of sample should not be too small or too large.
 - 6) In research process the coding & decoding is done to keep secrecy.
 - 7) Report writing is done by researcher itself.
 - 8) Index means table of contents

- Q.2 Write short notes on. (Any Two) 16**
- 1) Primary data
 - 2) Research process
 - 3) Steps in sampling

- Q.3 Write short notes on. (Any Two) 16**
- 1) Interpretation of data
 - 2) Scope of business research
 - 3) Validity & reliability of research

- Q.4 Write Long Answers. 16**
- Layout of research report.
- OR**
- Collection of primary data.

- Q.5 Write Long Answers. 16**
- Prepare a questionnaire for the market research of detergent company.
- OR**
- What is secondary data? Explain various sources of secondary data.

Seat No.	
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D.B.M. (Semester – I) (Old) Examination, 2017
INTERNATIONAL BUSINESS

Day & Date: Friday, 12-05-2017

Max. Marks: 80

Time: 10.30 AM to 01.30 PM

N.B. : 1) *All questions are compulsory.*
2) *Figures to the right indicate full marks.*

Q.1 A) Choose the correct alternative given in the bracket. 08

- 1) _____ means selling the product below cost of production.
a) SDR b) Export c) Import d) Dumping
- 2) GATT is converted into _____.
a) IMF b) EU c) World Bank d) WTO
- 3) Contract Manufacturing is also called as _____.
a) Export b) Outsourcing
c) Licensing d) Franchising
- 4) World Bank is also called as _____.
a) International Finance Bank
b) International Bank for Reconstruction and Development
c) World's Central Bank
d) Inter-Governmental Bank
- 5) Religious aspects, customs, languages, etc. are the factors of _____.
a) Political b) Natural
c) Technological d) Cultural
- 6) If total values of Imports of goods of a country exceeds her total value of exports of goods is said to be _____.
a) Favourable BOT b) Unfavorable BOT
c) Equilibrium BOT d) None of these
- 7) When the company limits its operations, mission, and vision to the national political boundaries the company is _____.
a) Global Company b) International Company
c) MNC d) Domestic company
- 8) When tariff levied as a proportion of the value of the imported goods, it is called _____ tariff.
a) Specific b) Ad-Valorem
c) Compound d) Multiple

- B) Fill in the Blanks:** **08**
- 1) GATT Stands for _____.
 - 2) EEC Stands for _____.
 - 3) ASEAN Stands for _____.
 - 4) SAARC Stands for _____.
 - 5) SAFTA Stands for _____.
 - 6) GDR Stands for _____.
 - 7) SDR Stands for _____.
 - 8) TRIP's Stands for _____.

- Q.2 Attempt (Any-4)** **16**
- 1) GATT
 - 2) SAFTA
 - 3) World Bank
 - 4) ADR
 - 5) Tariffs

- Q.3 Attempt (Any-4)** **16**
- 1) Quotas
 - 2) TRIPs & TRIMs
 - 3) Joint Venture
 - 4) SDR
 - 5) SAARC

- Q4 Attempt (Any-2)** **16**
- 1) Explain the different Modes of entering International Trade?
 - 2) Explain the impact of different environmental factors on International business.
 - 3) Explain the functions and basic principles of WTO?

- Q5 Attempt (Any-2)** **16**
- 1) Define International business. Explain the different problems faced by international business.
 - 2) Explain the different Generic strategies of International business.
 - 3) Explain Foreign Direct Investment. Also explain the reasons for FDI.

Seat No.	
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D.B.M. (Semester –II) (New) (CBCS) Examination, 2017
MARKETING MANAGEMENT

Day & Date: Thursday, 04-05-2017

Max. Marks: 70

Time: 02.30 PM to 05.00 PM

N.B. : 1) **All questions are compulsory.**
 2) **Figures to the right indicate full marks**

Q.1 A) Choose the correct alternative. 07

- 1) _____ refers to the group of actual and potential group of customers.
 - a) Marketing
 - b) Market
 - c) Management
 - d) None of these
- 2) _____ is a paid form of non-personal communication to inform and persuade the customers.
 - a) Personal selling
 - b) Sales promotion
 - c) Publicity
 - d) Advertisement
- 3) _____ factor of consumer behavior undertakes the study of perception, motivation with respect to the consumer.
 - a) Psychological
 - b) Personal
 - c) Social
 - d) Cultural
- 4) _____ is not a feature of service.
 - a) Durability
 - b) Intangibility
 - c) Inseparability
 - d) Perish ability
- 5) _____ is any name, sing, symbol, term, image used to identify product in the market.
 - a) Packaging
 - b) Labeling
 - c) Brand
 - d) None of these
- 6) _____ is a process of dividing heterogeneous market into homogenous parts and then offering the product.
 - a) Targeting
 - b) Branding
 - c) Positioning
 - d) Segmentation
- 7) _____ is the exchange value of product expressed in terms of money.
 - a) Price
 - b) People
 - c) Promotion
 - d) Product

B) Fill in the blanks 07

- 1) Modern marketing concept is _____ oriented.
- 2) _____ is a bundle of satisfaction.
- 3) _____ is the short term incentive tool for quick sales.
- 4) _____ is the main problem of service marketing.
- 5) _____ means value converted into quantity.
- 6) _____ tool play an important tool in international marketing
- 7) _____ segmentation related with customer income level.

- Q.2 Write short notes (any two): 14**
- 1) Advertising
 - 2) Branding
 - 3) Pricing decisions
- Q.3 Write short notes (any two): 14**
- 1) Target marketing
 - 2) Channels of distribution
 - 3) Personal selling
- Q4 Write Long Answers (any one) 14**
- 1) What is marketing mix? Explain the various elements of marketing mix.
 - 2) What is marketing segmentation? Explain the various bases of market segmentation.
- Q5 Write Long Answers (any one) 14**
- 1) Factors affecting buying behavior.
 - 2) Explain target market & product positioning strategy.

Seat No.	
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D.B.M. (Semester –II) (New) (CBCS) Examination, 2017
HUMAN RESOURCE MANAGEMENT

Day & Date: Friday, 05-05-2017

Max. Marks: 70

Time: 02.30 PM to 05.00 PM

N.B. : 1) *All questions are compulsory.*
 2) *Figures to the right indicate full marks.*

Q.1 A) Choose the correct alternative. 07

- 1) _____ also called as Golden Handshake.
 a) Lay off b) Resignation c) VRS d) Separation
- 2) _____ is the systematic process for assessing the relative worth of jobs within an organization.
 a) Job Analysis b) Job Evaluation
 c) Job Enrichment d) None
- 3) A _____, also referred to as a performance review.
 a) Performance Appraisal b) HRM
 c) Job Description d) Training
- 4) _____ is the process of choosing a qualified person who can successfully do a job.
 a) Recruitment b) Development
 c) HR planning d) Selection
- 5) Employee Recommendation is an _____ source of recruitment.
 a) Inferior b) External c) Internal d) Costly
- 6) _____ is a broad, general, and written statement of a specific job.
 a) Job description b) Job rotation
 c) Job Enrichment d) Job-work
- 7) _____ training is more Effective & Practical in nature.
 a) External b) Off the job c) Traditional d) On the job

Q.1 B) State whether following statements are TRUE/FALSE. 07

- 1) HRM is having wider scope than Personnel management.
- 2) Unemployment rate & recruiting effects are irrelevant to each other.
- 3) Trained employees are assets of organization.
- 4) Job evaluation is a component of performance appraisal.
- 5) Campus selection is an internal source of recruitment.
- 6) Training is waste of investment.
- 7) Dismissal refers to the act of terminating the employment of an employee by the employer in an organization.

- Q.2 Write short notes: (any two) 14**
- a) Job Evaluation
 - b) Layoff
 - c) Objectives of Man power planning
- Q.3 Write short notes: (Any two) 14**
- a) Objectives of Training
 - b) VRS
 - c) Structure of HR Development
- Q4 Write Long Answers: (Any one) 14**
- a) Explain the role of changing technologies in HR.
- OR**
- b) Explain recruitment process.
- Q5 Write Long Answers: (Any one) 14**
- a) Explain the training process & methodology.
- OR**
- b) Explain the current labour policies.

Seat No.	
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D.B.M. (Semester – II) (New) (CBCS) Examination, 2017
PRODUCTION MANAGEMENT

Day & Date: Saturday, 06-05-2017

Max. Marks: 70

Time: 02.30 PM to 05.00 PM

N.B. : 1) *All questions are compulsory.*
 2) *Figures to the right indicate full marks*

Q.1 A) Choose the correct alternative. 07

- 1) _____ is a process conversion of raw material into finished products with integration of men, machine & material.

a) Inventory management	b) Production
c) Material management	d) Maintenance

- 2) In shut down type of maintenance the maintenance activity is carried out when plant is _____.

a) Shut down	b) Running
c) Under installation	d) Modified

- 3) _____ management function is to receiving, stocking and issuing materials.

a) Inventory	b) Maintenance
c) Stores	d) Supplies

- 4) ABC analysis is one of the techniques of _____.

a) Inventory management	b) Inventory control
c) Production control	d) None of these

- 5) In _____ type of production system there is discontinued production of goods takes place to produce product.

a) Continuous	b) Intermittent
c) Mixed	d) All of above

- 6) Aero plane building unit uses _____ type of layout.

a) Cellular	b) Product
c) Fixed position	d) Process

- 7) Loading & scheduling are the function is associated with _____.

a) Production planning & control	b) Maintenance
c) Inventory management	d) Expansion

- Q.1 B) State whether following statements are TRUE/FALSE. 07**
- 1) Two wheeler production is one of example of product layout.
 - 2) Product layout offers production of variety of products in single assembly line.
 - 3) Inventory management is associated with maintenance of plant.
 - 4) Batch production involves the manufacturing of multiple units.
 - 5) Combination layout is the integration of product layout & process layout.
 - 6) In Intermittent production system the flow of production is continuous.
 - 7) The principle objective of proper plant layout is to maximize the productivity.
- Q.2 Write short notes. (Any two) 14**
- 1) Objectives of Maintenance
 - 2) Process layout
 - 3) Job & batch production system
- Q.3 Write short notes. (Any two) 14**
- 1) Fixed order quantity
 - 2) Product layout
 - 3) Productivity
- Q4 Write Long Answers (any one) 14**
- a) What is inventory management? Explain ABC analysis.
 - b) Define production planning & control. Explain various functions of production planning & Control.
- Q5 Write Long Answers (any one) 14**
- a) Define maintenance? Explain various types of maintenance.
 - b) Define production function. Explain its interface with other functional areas of organization.

Seat No.	
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D.B.M. (Semester –II) (New) (CBCS) Examination, 2017
FINANCIAL MANAGEMENT

Day & Date: Monday, 08-05-2017

Max. Marks: 70

Time: 02.30 PM to 05.00 PM

- N.B.:** 1) Question .No. 1 is **compulsory**.
2) Figures to the **right** indicate **full** marks.
3) Use of **calculators** is **allowed**.

Q.1 A) Select correct alternatives: 07

- 1) Excess of current assets over current liabilities is called as ____.
a) Net Current Assets b) Gross Working Capital
c) Gross Current Assets d) Net assets
- 2) ____ working capital is permanently locked up in the business.
a) Fluctuating b) Seasonal c) Fixed d) Variable
- 3) If current Ratio is 2 & working capital is 100000 then the value of current liability is Rs.____.
a) 100000 b) 50000 c) 200000 d) 300000
- 4) ____ refers to that portion of company's net earnings that are paid out to the equity shareholders.
a) Authorized Capital b) Dividend
c) Stock Split d) Paid up Value
- 5) _____ is discounted technique of capital budgeting.
a) Pay Back Period b) Net Present Value
c) ARR d) None of these
- 6) ____ debentures are those debentures that are not transferable by mere delivery.
a) Bearer b) Registered
c) Mortgaged d) Convertible
- 7) Acid test ratio is also called is _____.
a) Liquid b) Current c) Working Capital d) Debt Equity

Q.1 B) Fill in the blanks with appropriate word: 07

- 1) Working Capital = ____ - _____.
- 2) Gross Working Capital refers to _____.
- 3) _____ is the capital required to spent on day to day business activities.
- 4) Equity shareholders are the _____ of the company.

- 5) _____ preference shares are not converted into equity shares after specific time period.
- 6) _____ shareholders have voting rights.
- 7) Equity shareholders get dividend at _____ rate.

Q.2 Attempt (Any 2) 14

- A) Discuss Equity Shares in detail.
- B) Objectives of Financial Management.
- C) Discounted techniques of capital Budgeting.

Q.3 Attempt (Any 2) 14

A) Prepare an estimate of working capital requirement from the following information of a trading concern:

- Project annual sales- 1,20,000 units
- Selling Price Rs. 10 per unit
- Percentage net profit as sales – 30%
- Average credit period allowed to customers-10 weeks
- Average credit period allowed by suppliers- 5 weeks
- Average stock holding in terms of sales requirement -5 weeks
- Allow for 10% for contingencies

B) Current Ratio : 2.5
 Liquid Ratio: 1.5
 Net Working Capital : 67,500
 Prepaid Expenses: 2500

Calculate: Current Assets, Current Liability, Liquid Assets

C) Factors affecting dividend policy.

Q.4 A Co. is considering an investment proposal to install new machine at a cost of Rs. 1,00,000/-. The machine has a life expectancy of 5 years and has no salvage value. The tax rate is 50%. Assume that the firm use straight line depreciation. The estimated Cash flows before depreciation and tax (CFBT) from the investment is as follows: 14

Year	1	2	3	4	5
CFBT (Rs.)	20,000	22,000	24,500	21,300	29,000

Calculate:

- 1) Pay Back Period
- 2) ARR
- 3) NPV @ 10% Discount Rate
- 4) Profitability Index

OR

Define working capital. Explain the various determinants of working capital requirement.

Q.5 Define debentures. Explain in detail features of debentures. 14

OR

Explain the Meaning of Financial Management. Also explain functions of finance manager.

Seat No.	
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D.B.M. (Semester –II) (New) (CBCS) Examination, 2017
ORGANISATIONAL BEHAVIOUR

Day & Date: Tuesday, 09-05-2017

Max. Marks: 70

Time: 02:30 PM to 05.00 PM

N.B. : 1) *All questions are compulsory.*
 2) *Figures to the right indicate full marks.*

Q.1 A) Choose the correct alternative. 07

- 1) _____ factors are those factors which influence the behavior.
 a) Internal b) External c) Both a & b d) None of above
- 2) The basis by which jobs are grouped together is called as _____.
 a) Departmentation b) Co-ordination
 c) Division of work d) None of these
- 3) Personality is called as _____ in Latin word.
 a) Personal b) Person
 c) None of above d) Personified
- 4) Job satisfaction is an _____ towards job belongs to loyalty towards the organization.
 a) Attitude b) Personality c) Perception d) Management
- 5) _____ groups are formed to complete a specific project.
 a) Task b) Command c) Project d) Formal
- 6) _____ element which affects the employee behavior.
 a) Organization b) Organizational climate
 c) Values d) All of above
- 7) In _____ stage of group development there is differences in opinion & conflicts arises.
 a) Forming b) Storming c) Norming d) Adjournd

B) State weather true or false. 07

- 1) Perception is fixed.
- 2) Informal groups are created by organization.
- 3) Forming is the first stage of group development.
- 4) Teams are effective than groups.
- 5) Evolution of OB give rise to departmentation.
- 6) Problem solving teams are temporary & the members will join other team after dissolution.
- 7) Line & staff organization are the result of division of division of work.

- Q.2 Write short notes. (Any two) 14**
- 1) Organizational structure.
 - 2) Four building blocks.
 - 3) Nature of attitude & its dimensions.
- Q.3 Write short notes. (Any two) 14**
- 1) Importance of ob.
 - 2) Formal & informal group.
 - 3) Organizational culture.
- Q.4 Write Long Answers. (Any one) 14**
- a) Define perception & explain perceptual process
 - b) Explain various organizational structures
- Q.5 Write Long Answers. (Any one) 14**
- a) Define group & team? Explain the differences between group & teams.
 - b) Define personality? Explain development of personality & its effect on organization.

Seat No.	
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D.B.M. (Semester – II) (Old) Examination, 2017
MARKETING MANAGEMANT

Day & Date: Thursday, 04-05-2017

Max. Marks: 80

Time: 02.30 PM to 05.30 PM

N.B. : 1) *All questions are compulsory.*
2) *Figures to the right indicate full marks.*

Q.1 A) Choose the correct alternative given in the bracket. 08

- 1) For exchange atleast _____ parties are required.
a) One b) Two c) Three d) Four
- 2) _____ has descriptive thought that a person hold about something.
a) Attitude b) Belief c) Perception d) Personality
- 3) _____ groups are those a person hopes to join.
a) Aspirational b) Decorative
c) Reference d) Opinion
- 4) _____ deals with identifying & meeting social needs.
a) Selling b) Production
c) Advertising d) Marketing
- 5) _____ can be marketed.
a) Event b) Person c) Place d) above
- 6) _____ is fundamental determinant of persons behavior.
a) Caste b) Culture c) Subculture d) Business
- 7) _____ is the 5th P of marketing.
a) Product b) Price c) Packaging d) People
- 8) Advertising is done for _____.
a) Increase sales b) Increase profit
c) Influence the customer d) All of above

B) State weather True/False 08

- 1) Food, cloth & shelter are wants of human life.
- 2) Niche marketing is narrowly defined customer group.
- 3) Products are intangible in nature.
- 4) Media selection depends on its reach.
- 5) Geographical segmentation divides the market into different geographic area.
- 6) In growth stage profit is lower.
- 7) Giving price discount is an example of promotion.
- 8) Advertising is non essential for service.

- Q.2 Write a short notes: (any 2)** **16**
- 1) Characteristics and nature of service marketing.
 - 2) Promotion
 - 3) Functions of marketing.
- Q3 Write short notes on: (any 2)** **16**
- 1) Factors affecting buying behavior.
 - 2) Bases of market segmentation
 - 3) Pricing.
- Q4 Long answer questions:** **16**
- Write product, price, place promotion, packaging with example.
- OR**
- Challenges & opportunities of international marketing.
- Q.5 Write long answers:** **16**
- Explain importance & role of distribution in marketing & elaborate various distribution channels.
- OR**
- Explain advertising & promotion in brief.

Seat No.	
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D.B.M. (Semester –II) (Old) Examination, 2017
HUMAN RESOURCE MANAGEMENT

Day & Date: Friday, 05-05-2017

Max. Marks: 80

Time: 02.30 PM to 05.30 PM

N.B. : 1) *All questions are compulsory.*
 2) *Figures to the right indicate full marks.*

Q.1 A) Choose the correct alternative. 08

- 1) _____ is the term used to describe formal systems devised for the management of people within an organization.
 - a) HRM
 - b) job Analysis
 - c) job Design
 - d) job evaluation
- 2) _____ refers to the practice of moving employees between different tasks to promote experience and variety.
 - a) Job Enrichment
 - b) Job rotation
 - c) Job enlargement
 - d) Job design
- 3) _____ is a process of excusing person from work for a specific period of time, often without pay.
 - a) Dismissal
 - b) Resignation
 - c) VRS
 - d) Suspension
- 4) _____ is the process of estimating or projecting the number of personnel required for a project (with different skill sets) over a predefined period of time.
 - a) Development
 - b) Training
 - c) Human Resource Planning
 - d) Selection
- 5) _____ refers to the overall process of attracting, selecting and appointing suitable candidates for jobs within an organization.
 - a) HR Planning
 - b) Selection
 - c) Training
 - d) Recruitment
- 6) _____ is a concept that involves redesigning jobs within added responsibilities & increased payment.
 - a) Job Enlargement
 - b) Job Enrichment
 - c) Job Rotation
 - d) Job Design
- 7) _____ Permanent separation of a worker from work.
 - a) Retrenchment
 - b) Discharge
 - c) Quit
 - d) VRS
- 8) Newspaper & Employment agency are the _____ sources of recruitment.
 - a) Traditional
 - b) Modern
 - c) Internal
 - d) External

B) State whether true or false **08**

- 1) Training is very important for organizational development and success.
- 2) Planning, implementing, and evaluating employee relations are the duties of HR manager.
- 3) Personnel management is having modern approach.
- 4) Manpower planning is a crucial and prime factor of HRM.
- 5) Training is waste of financial resources of organization.
- 6) Selection process follows recruitment process.
- 7) Job description and evaluation are irrelevant to each other.
- 8) Trained employees are more motivated & effective in performance.

Q.2 Write short notes. (Any four) **16**

- a) Job Enrichment
- b) Recruitment Sources
- c) Role of HR Manager
- d) Separation Scheme
- e) Objectives of manpower planning

Q.3 Write short notes. (Any four) **16**

- a) Need for Training
- b) VRS
- c) Goals of HRD system
- d) Job Rotation
- e) Training tools and aids

Q4 Write Long Answers (any two) **16**

- a) Explain the various kinds of retirement.
- b) Explain the duties & responsibilities of HR manager.
- c) Explain the selection process.

Q5 Write Long Answers (any two) **16**

- a) Explain the role of changing technologies in HR.
- b) Explain the current labour policies.
- c) Explain the various training methods.

Seat No.	
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D.B.M. (Semester – II) (Old) Examination, 2017
PRODUCTION MANAGEMENT

Day & Date: Saturday, 06-05-2017

Max. Marks: 80

Time: 02.30 PM to 05.30 PM

N.B. : 1) *All questions are compulsory.*
2) *Figures to the right indicate full marks*

Q.1 A) Choose the correct alternative. 08

- 1) _____ means the ratio between the volume of output & volume of labour.

a) Production	b) Productivity
c) Quality	d) Process

- 2) Volume of output is generally _____ in job production.

a) Small	b) Large
c) Medium	d) Very large

- 3) _____ implies formulation, coordination & determination of activities in a manufacturing system.

a) Production Planning	b) Inventory Planning
c) Marketing Planning	d) Dispatching

- 4) Production planning involves the organizations overall _____ system to produce product.

a) Controlling	b) Planning
c) Manufacturing	d) None of these

- 5) ABC stands for _____.

a) Always Bad Control	b) Always Better Control
c) Always Buy Control	d) Always Better Cost

- 6) VED analysis is one of the effective techniques of _____ management.

a) Inventory	b) Financial
c) Human Resource	d) None of these

- 7) The term inventory includes _____ items.

a) Raw Material	b) Semi- finished
c) Finished	d) All of these

- 8) _____ is the overall arrangement of the production process, store room, stock room, tool room etc.

a) Plant Layout	b) Product Development
c) Product Life Cycle	d) TQM

- B) State weather true or false: 08**
- 1) Received & Inspection operation relates to the production planning & control
 - 2) Automobile production is one of example of Project layout.
 - 3) In Intermittent production system the flow of production is continuous.
 - 4) The principle objective of proper plant layout is to maximize the production at the highest costs.
 - 5) Production is the process by which raw materials and other inputs are converted into finished goods.
 - 6) VED stands for very essential diagram.
 - 7) Process Layout also called functional Layout.
 - 8) Directing is maintaining a balance in activities towards a goal or set of goals evolved during production planning.

- Q.2 Write short notes. (Any four) 16**
- 1) ABC Analysis
 - 2) Fixed Position Layout
 - 3) Type of Inventory Management Systems
 - 4) Production Interface with Other Functional Areas
 - 5) Periodic Review System

- Q.3 Write short notes. (Any four) 16**
- 1) VED Analysis
 - 2) Combinational Layout
 - 3) Facility Loading & Its Objectives
 - 4) Objectives of PPC
 - 5) Fixed Order Quantity System

- Q4 Write Long Answers. (Any two) 16**
- 1) Continues Manufacturing System & Its types.
 - 2) Scope of Production Management.
 - 3) Elements of Scheduling.

- Q5 Write Long Answers (any two) 16**
- 1) Intermittent Manufacturing System & Its types.
 - 2) Explain the various Functions of production Planning and Control (PPC).
 - 3) Explain various Types of Plant Maintenance.

Seat No.	
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D.B.M. (Semester – II) (Old) Examination, 2017
FINANCIAL MANAGEMENT

Day & Date: Monday, 08-05-2017

Max. Marks: 80

Time: 02.30 PM to 05.30 PM

- N.B.:** 1) Question .No. 1 is **compulsory**.
2) Figures to the **right** indicate **full** marks.
3) Use of **calculators** is **allowed**.

Q.1 A) Select correct alternatives: 08

- 1) A _____ net working capital will arise when current assets exceeds current liabilities.
a) Negative b) Positive c) Fixed d) Fluctuating
- 2) _____ are capable of getting converted into cash usually within a year.
a) Current assets b) Fixed assets
c) Fictitious assets d) Capital assets
- 3) Current assets does not include _____.
a) Raw material b) Undrawn profit
c) Prepaid expenses d) Cash
- 4) _____ represents the hybrid form of financing.
a) Equity b) Debentures
c) Term Loan d) Preference share
- 5) _____ refers to that portion of company's net earnings that are paid out to the equity shareholders.
a) Authorized Capital b) Dividend
c) Stock Split d) Paid up Value
- 6) _____ is/are non discounted technique of capital budgeting.
a) Profitability Index b) Net Present Value
c) A & B d) None of these
- 7) _____ debentures are those debentures that are transferable by delivery only.
a) Bearer b) Registered
c) Mortgaged d) Convertible
- 8) The ratios which shows ability of firm to pay its current obligation are termed as _____.
a) Liquidity Ratio b) Turnover Ratio
c) Solvency Ratio d) Profitability Ration

Q.1 B) Fill in the blanks with appropriate word: 08

- 1) _____ & _____ maximization are the goals of financial management.
- 2) When current assets are less than current liabilities then the resulting figure is _____.
- 3) _____ is the capital required to spent on day to day business activities.
- 4) Debenture holders are the _____ of the company.
- 5) _____ preference shares are converted into equity shares after specific time period.
- 6) _____ shareholders do not have voting rights.
- 7) _____ is the internal source of capital.
- 8) Preference shareholders get dividend at _____ rate.

Q.2 A) A Co. is considering an investment proposal to install new machine at a cost of Rs. 1,00,000/-. The machine has a life expectancy of 5 years and has no salvage value. The tax rate is 50%. Assume that the firm use straight line depreciation. The estimated Cash flows before depreciation and tax (CFBT) from the investment is as follows: 08

Year	1	2	3	4	5
CFBT (Rs.)	20,000	22,000	24,500	21,300	29,000

Calculate:

- 1) Pay Back Period
- 2) NPV @ 10% Discount Rate

B) Discuss Preference Shares in detail. 08

Q.3 A) Capital Budgeting Techniques 08

B) Current Ratio : 2.5 08

Liquid Ratio: 1.5

Net Working Capital : 3,00,000

Calculate: Current Assets, Current Liability, Liquid Assets and Stock.

Q.4 A proforma cost sheet of a company provides the following particulars: 16

Elements of cost:	Amount per Unit (Rs)
Materials	4.8
Direct Labour	2.4
Overheads	2.4

The following further particulars are available:

- a) It is proposed to maintain a level of activity of 2,00,000 units.
- b) Selling Price is Rs. 12 per unit.
- c) Raw materials are expected to be in stores for an average of 1 months.
- d) Materials will be in process on an average for half a month.

e) Finished goods are required to be in stock for an average of 1 months.

f) Credit allowed to debtors in 2 months.

g) Credit allowed to suppliers is 1 months.

Estimate working capital required.

OR

Define working capital. Explain the various determinants of working capital requirement.

Q.5 Explain dividend policy. Also explain the determinants of dividend policy. **16**

OR

Explain the Meaning of Financial Management. Also explain Importance and Objectives of Financial Management.

Seat No.	
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D.B.M. (Semester – II) (Old) Examination, 2017
ORGANISATIONAL BEHAVIOUR

Day & Date: Tuesday, 09-05-2017

Max. Marks: 80

Time: 2:30 PM to 05.30 PM

N.B. : 1) *All questions are compulsory.*
 2) *All questions carry equal marks.*

Q.1 A) Complete the following sentence by choosing correct alternative which are given below **08**

- 1) _____ is a group of people working together to achieve common goals.
 a) Organisation b) Behavior c) Culture d) None
- 2) _____ is concerned with the understanding, prediction & control of human behavior in organization.
 a) Organisation behavior b) Culture
 c) Personality d) None
- 3) _____ is giving meaning to the environment around us.
 a) Values b) Learning c) Attitude d) Perception
- 4) _____ refers to an individual's pleasurable or positive emotional state towards his or her job.
 a) Job Involvement b) Job Satisfaction
 c) Organisational Commitment d) Job association
- 5) _____ is generally accepted beliefs, values, behavioral norms, morals & ways of doing business that are unique to each organization.
 a) Group Behavior b) Organisation Behaviour
 c) Organisational Culture d) Work Teams
- 6) _____ is a group whose members have complementary skills and committed to common purpose.
 a) Team b) Organisation c) Culture d) None
- 7) _____ is the characteristic patterns of behavior and modes of thinking that determine a person's adjustment to the environment.
 a) Perception b) Team work
 c) Personality d) Commitment
- 8) _____ is an employee attitude reflecting his loyalty towards organization.
 a) Organisational Commitment b) Job association
 c) Job Involvement d) Job Satisfaction

- B) State whether following statements are True/False. 08**
- 1) OB considers only individuals in the scope of study.
 - 2) Teams have positive synergy.
 - 3) Perception is same for all individuals.
 - 4) It is very easy to change organisational culture
 - 5) Attitude of a person can be changed.
 - 6) Organisational structure indicates organisational hierarchy and authority structure.
 - 7) Organisational commitment is a negative attitude of an employee.
 - 8) Human behavior is highly unpredictable.

- Q.2 Write short notes. (Any four) 16**
- 1) Job Satisfaction
 - 2) Team work
 - 3) Organizational culture
 - 4) Coordination
 - 5) Development of personality

- Q.3 Write short notes. (Any four) 16**
- 1) Organizational commitment
 - 2) Dimensions of attitude
 - 3) Fundamental concepts of OB
 - 4) Social perception
 - 5) Importance of Teams

- Q.4 Write long answers. (Any two) 16**
- 1) Explain the historical background of OB.
 - 2) Explain the various organizational structures.
 - 3) Explain the formation of teams.

- Q.5 Write long answers. (Any two) 16**
- 1) Explain the four building block of organization.
 - 2) Explain the perception process.
 - 3) Explain the formal organization and informal group and their interaction.