

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-I : SUMMER : 2025
SUBJECT: BUSINESS COMMUNICATION

Day : Thursday
Date : 22/05/2025

S-25912-2025

Time : 02:00 PM-05:00 PM
Max. Marks : 50

N.B.:

- 1) Section-I Attempt **ANY FOUR** questions. Each question carries **07** marks.
- 2) Section-II Question 7 is compulsory, it carries **12** marks. Attempt **ANY ONE** question from rest of the **TWO** questions in Section-II, it carries **10** marks.
- 3) Answer to both the sections should be written in the **SAME** answer book.
- 4) To the right of each question are mentioned (i) figures, indicating **FULL** marks, (ii) Course Outcome number (CO) and (iii) Blooms Taxonomy level (BL).

SECTION-I

28 Marks

- | | | | CO | BL |
|-----|---|------|-----|-----|
| Q.1 | What are the various types of communication channels? Write about its importance and limitations. | (07) | CO1 | BL5 |
| Q.2 | Write about any five differences between inter and intra organizational communication. | (07) | CO2 | BL6 |
| Q.3 | Discuss the various uses of non-verbal communication. Explain with a flow chart. | (07) | CO1 | BL4 |
| Q.4 | What is the relevance of this subject to the students of business studies? | (07) | CO3 | BL4 |
| Q.5 | Write and explain any 10 communication skills, that is significant in GD. | (07) | CO3 | BL5 |
| Q.6 | Write short notes on (ANY TWO): | (07) | | |
| | a) Telephone Etiquette | | CO1 | BL2 |
| | b) Types of messages | | CO2 | BL5 |
| | c) Listening in a Business context | | CO2 | BL3 |
| | d) Types of Reading | | CO1 | BL2 |

SECTION-II

22 Marks

- | | | | | |
|-----|--|------|-----|-----|
| Q.7 | State and explain the various communication challenges in a globalized business environment. | (12) | CO3 | BL2 |
| Q.8 | Elaborate with examples the various communication aspects of a well groomed manager. | (10) | CO1 | BL3 |
| Q.9 | Write two letters :
• Letter of Resignation
• Letter of acceptance of a job offer. | (10) | CO3 | BL5 |

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

M.B.A. Sem-I : SUMMER : 2025

SUBJECT: BUSINESS ENVIRONMENT

Day : Tuesday
Date : 20/05/2025

S-25911-2025

Time : 02:00 PM-05:00 PM
Max. Marks : 50

N.B.

- 1) Section – I attempt any **FOUR** questions. Each question carries 07 marks.
- 2) Section – II question 07 is **COMPULSORY**, it carries 12 marks. Attempt any **ONE** question from rest of the **TWO** questions in Section – II, it carries 10 marks.
- 3) Answer to both the sections should be written in the **SAME** answer book.
- 4) To the right of each question are mentioned (i) Figures, indicating **FULL** marks.
(ii) Course outcome number (CO) and (iii) Blooms Taxonomy level (BL).

SECTION – I

		28 Marks
Q.1	Explain the various stages of environmental analysis?	(07) CO1 BI 5
Q.2	Write in detail structure and functions of WTO.	(07) CO3 BI 3
Q.3	What is the relationship between business ethics and corporate governance?	(07) CO3 BI 3
Q.4	How regulatory environment regulates the businesses?	(07) CO2 BI 5
Q.5	Discuss the impact of economic policies on the business environment.	(07) CO3 BI 5, BI 6
Q.6	Write short notes on any TWO :	(07) CO3 BI 6
a)	Consumer rights	CO1 BI 6
b)	Environmental forecasting	CO3 BI 5
c)	Natural environment	

SECTION – II

		22 Marks
Q.7	Technology policy is concerned with the adoption and use of techniques, innovation and diffusion of techniques. Justify this statement with importance of technological environment in the business world.	(12) CO3 BI 4,
Q.8	How does socio-cultural factors affect the business environment?	(10) CO3 BI 5, BI 6
Q.9	What do you mean by Globalisation and its impact on the Indian economy?	(10) CO3 BI 3

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-I : SUMMER : 2025
SUBJECT: STATISTICAL TECHNIQUES

Day : Saturday
Date : 17/05/2025

S-25910-2025

Time : 02:00 PM-05:00 PM
Max. Marks : **50**

N.B.

- 1) Section-I -Attempt Any **FOUR** questions. Each questions carries 07 marks.
- 2) Section- II- Question 7 is **COMPULSORY**, it carries 12 marks. Attempt any one question from rest of the **TWO** questions in section II, it carries 10 marks.
- 3) Answers to both the sections should be written in **SAME** answer book.
- 4) To the right of each question are mentioned (i) figures, indicating **FULL** marks. (ii) Course Outcome number (CO), and (iii) Blooms Taxonomy level (BL).

SECTION – I

Q.1 Calculate Arithmetic Mean, Median and Mode. (07) CO2 BL3

Classes	130-134	135-139	140-144	145-149	150-154	155-159	160-164
Frequency	5	15	28	24	17	10	1

Q.2 Explain: How statistics is useful in the decision making in Business Environment? (07) CO1 BL2

Q.3 A bag contains 8 Black, 3 Red and 9 White balls. If 3 balls are drawn at a random, find the probability that-

- i. All are Black
- ii. 2 are Black and 1 is White
- iii. 1 is of each colour

Q.4 For following distribution of wages, draw ogive curves and find Median wage. (07) CO3 BL6

Monthly wages	12.5-17.5	17.5-22.5	22.5-27.5	27.5-32.5	32.5-37.5	37.5-42.5	42.5-47.5	47.5-52.5	52.5-57.5	Total
Frequency	2	22	10	14	3	4	6	1	1	63

Q.5 Find 7th Decile and 60th Percentile for following data. (07) CO2 BL2

Wages	30-40	40-50	50-60	60-70	70-80	80-90	90-100
No. of persons	1	3	11	21	12	10	2

Q.6 Write short notes on any two:- (07) CO1 BL1

- a) Scatter Plots
- b) Positional Averages
- c) Random Experiments

SECTION - II

Q.7 From the following data construct two Regression equations and interpret your results. (12) CO4 BL6

Sales	91	97	108	121	67	124	51	73	111	57
Purchase	71	75	69	97	70	91	39	61	80	47

Q.8 Calculate Standard Deviation, Variance and Coefficient of Variance (10) CO2 BL3

Marks obtained	0-5	5-10	10-15	15-20	20-25	25-30	30-35	35-40
No. of Students	2	5	7	13	21	16	8	3

Q.9 The production manager of a company maintains that the flow time (y) depends on the number of operations (x) to be performed. The following data gives the necessary information. (10) CO4 BL6

X	2	2	3	4	4	5	6	6	7	7
Y	8	13	14	11	20	10	22	26	22	25

Calculate Karl Pearson's G

Calculate Karl Pearson's Correlation Coefficient and interpret whether flow time and number of operations are associated? If yes, positively or negatively? And how intense the association is?

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

M.B.A. Sem-I : SUMMER : 2025

SUBJECT: ORGANIZATIONAL BEHAVIOUR

Day : Thursday
Date : 15/05/2025

S-25909-2025

Time : 02:00 PM-05:00 PM
Max. Marks : 50

N.B.:

- 1) Section-I Attempt ANY FOUR questions. Each question carries 07 marks.
- 2) Section-II Question 7 is compulsory, it carries 12 marks. Attempt ANY ONE question from rest of the TWO questions in Section-II, it carries 10 marks.
- 3) Answer to both the sections should be written in the SAME answer book. —
- 4) To the right of each question are mentioned (i) figures, indicating FULL marks, (ii) Course Outcome number (CO) and (iii) Blooms Taxonomy level (BL).

SECTION-I

28 Marks

- | | | CO | BL |
|-----|--|-----|-----|
| Q.1 | Define Organizational Behavior and explain the challenges for Organizational Behavior managers. (07) | CO1 | BL1 |
| Q.2 | Discuss the process of perception in detail. (07) | CO1 | BL2 |
| Q.3 | Discuss the Herzberg's Two Factor Theory with an example. (07) | CO3 | BL2 |
| Q.4 | Point out the properties of Group which affects the success of a Group? (07) | CO2 | BL4 |
| Q.5 | Prepare a list of qualities for becoming a successful leader in a corporate world. (07) | CO2 | BL3 |
| Q.6 | Write short notes on (ANY TWO): (07) | | |
| a) | Need of Cross Cultural Training | CO4 | BL4 |
| b) | Types of Values | CO4 | BL5 |
| c) | Theory X and Theory Y | CO3 | BL2 |

SECTION-II

22 Marks

- | | | | |
|-----|---|-----|-----|
| Q.7 | You are working as a General Manager for sales. Your team has failed to achieve the target by 5%. To overcome this situation, design a motivational plan for your team members to uplift their morale? (12) | CO1 | BL6 |
| Q.8 | "Role of a Team leader is very crucial in resolving the conflicts between employees." Justify the statement. (10) | CO4 | BL5 |
| Q.9 | "Learning will bring relatively permanent change in your team member's behavior." Comment. (10) | CO1 | BL5 |

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MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)
M.B.A. Sem-I : SUMMER : 2025
SUBJECT: MANAGERIAL ECONOMICS

Day : Tuesday
Date : 13/05/2025

S-25907-2025

Time : 02:00 PM-05:00 PM
Max. Marks : **50**

N.B.:

- 1) Section- I – Attempt any **FOUR** questions. Each question carries **07** marks.
- 2) Section – II- Question 7 is **COMPULSORY**, it carries **12** marks. Attempt any **ONE** question from rest of the **TWO** questions in Section II, it carries **10** marks.
- 3) Answer to both the sections should be written in the **SAME** answer book.
- 4) To the right of each question are mentioned (i) figures, indicating **FULL** marks, (ii) Course Outcome number (CO), and (iii) Blooms Taxonomy level (BL).

SECTION-I

28 Marks

- | | | | | |
|------------|--|------|-------------|-------------|
| | | | CO | BL |
| Q.1 | What is nature and scope of Managerial Economics? | (07) | CO1 | BL2 |
| Q.2 | Explain the Law of demand with its exceptions. | (07) | CO2 | BL5 |
| Q.3 | How can the firm maximize its profit by using isoquant and isocost lines (producer's equilibrium)? | (07) | CO3 | BL4, BL5 |
| Q.4 | List the different types of market structures and their characteristics. | (07) | CO4 | BL3, BL4 |
| Q.5 | What is the relationship between saving and investment function? | (07) | CO5,
CO6 | BL5,
BL6 |
| Q.6 | Write short notes on any TWO : | (07) | | |
| | a) Price elasticity of demand | | CO2 | BL5 |
| | b) Fixed cost and variable cost | | CO4 | BL5 |
| | c) Business cycle | | CO6 | BL3 |

SECTION-II

22 Marks

- | | | | | |
|------------|--|------|-----|----------|
| | | | CO2 | BL4 |
| Q.7 | The supply curve of labour starts bending backwards after a certain level of wage rate. Explain. | (12) | | |
| Q.8 | Explain price – output determination under monopolistic competition. | (10) | CO4 | BL3, BL5 |
| Q.9 | State the Law of diminishing marginal returns in detail. | (10) | CO3 | BL5 |

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

M.B.A. Sem-I : SUMMER : 2025

SUBJECT: FINANCIAL & MANAGEMENT ACCOUNTING

Day : Thursday
Date : 08/05/2025

S-25908-2025

Time : 02:00 PM-05:00 PM
Max. Marks : 50

N. B. :

- 1) Section – I – Attempt ANY FOUR questions. Each question carries 07 marks.
- 2) Section – II – Attempt Q. 7 is COMPULSORY, it carries 12 marks. Attempt ANY ONE question from rest of the TWO questions in Section –II, it carries 10 marks.
- 3) Answers to both the sections should be written in SAME answer book.
- 4) To the right of each question are mentioned (i) figures, indicating FULL marks, (ii) Course Outcome number (CO) and (iii) Blooms Taxonomy level (BL).

SECTION – I

28 Marks

- Q. 1 What are Accounting Conventions? Explain the following (07) CO1 BL6
Conventions with suitable examples:
a) Convention of Conservatism
b) Convention of Consistency
- Q. 2 Classify Costs based on the Elements/Nature of the Cost and discuss (07) CO4 BL3
each category in detail.
- Q. 3 Analyze the Advantages of adopting International Financial (07) CO3 BL3
Reporting Standards (IFRS) for Small and Medium Enterprises
(SMEs).
- Q. 4 What is Variance Analysis? Explain Labor Variances and identify (07) CO6 BL2
the reasons for their occurrence.
- Q. 5 Total Fixed Cost = Rs. 3,10,000 (07) CO6 BL2
Sales = Rs. 21,00,000
V. C. per unit = Rs. 7
Total Units Sold = 21,000
Calculate :
i) Contribution per unit
ii) Break Even Point

P. T. O.

Q. 6 Write short notes on ANY TWO

- a) Accounting Period Concept
- b) Cost Volume Profit Analysis (CVP)
- c) Accounting Cycle

(07)

CO1 BL5
CO4 BL5
CO1 BL5

SECTION – II

22 Marks

Q.7 From the following Trial balance of Mr. Prajwal Prepare Final Accounts as on 31st March, 2024. You are required to appraise and comment on the financial position of the business.

(12) CO2 BL2

Particulars	Debit	Credit
Capital		2,00,000
Land and Building	87,000	
Plant and Machinery	17,500	
Patents	20,000	
Drawings	22,600	
Cash in Hand	1,795	
Stock of 1 st April, 2023	27,000	
Wages	10,000	
Purchases	71,000	
Purchase Return		2000
Transport	6,00	
Advertisement	6,000	
Insurance Premium	2,000	
Furniture	3,000	
Carriage Outward	1,400	
Sales		86,000
Sales Return	2,000	
Salaries	5,000	
Bank Charges	1,05	
Commission		1,500
Debtors	20,000	
Interest Received		7,500
Total	2,97,000	2,97,000

Adjustments:

- a) Closing stock is Rs. 1,00,000
- b) Advertisement of Rs. 2,000 is prepaid
- c) Outstanding Salaries Rs. 2,000
- d) Create R.D.D. at the rate of 15% on Debtors
- e) Depreciation on Plant & Machinery 10%

- Q. 8 Construct a Flexible Budget for the production of 2,500 units from (10) CO5 BL1 given data of 2,000 units for X Ltd.

Particulars	Per unit Rs.
Direct Materials	500
Direct Labour	300
Variable Overheads	250
Fixed Overheads (Rs. 20,00,000)	100
Variable Expenses (Direct)	80
Selling Expenses (10 % fixed)	200
Administrative Expenses (Rs. 50,000 fixed)	25
Distribution expenses (20 % fixed)	150

- Q. 9 Journalize the following transactions in the book of Anuj for 2024, (10) CO2 BL4 by applying the principles of double entry book keeping.

	Particulars
1 st July	Started Business with Rs. 8,00,000
2 nd July	Deposited cash in PNB Rs. 50,000
3 rd July	Purchased Machinery worth Rs. 10,00,000 from Rajas Ltd.
4 th July	Purchased goods of Rs. 3,00,000 from Ram Ltd.
5 th July	Returned goods of Rs. 20,000 to Ram Ltd. on account of being defective.
6 th July	Sold goods to Soham Ltd. Rs. 1,00,000 at 5 % Trade Discount.
7 th July	Paid Rs 2,60,000 to Star Ltd. in full settlement of their account showing balance 2,80,000
8 th July	Paid office rent Rs. 25,000 by cheque.
9 th July	Withdrawn cash of Rs. 10,000 from PNB
10 th July	Received Dividend Rs. 10,000.

MASTER OF BUSINESS ADMINISTRATION (CBCS - 2022 COURSE)

M.B.A. Sem-I : SUMMER : 2025

SUBJECT: MANAGEMENT CONCEPTS & APPLICATIONS

Day : Tuesday
Date : 06/05/2025

S-25906-2025

Time : 02:00 PM-05:00 PM
Max. Marks : 50

N.B.

- 1) Section – I- Attempt ANY FOUR questions. Each question carries 07 marks.
- 2) Section-II- Question 7 is **COMPULSORY**, it carries 12 marks. Attempt any one questions from rest of the two questions in Section-II, it carries 10 marks.
- 3) Answers to both the sections should be written in **SAME** answer book.
- 4) To the right of each questions are mentioned- i) figures, indicating **FULL** marks, ii) Course Outcome number (CO) and iii) Blooms Taxonomy level (BL).

SECTION-I

28 Marks

- | | | | | |
|-----|--|------|-----------|-----------|
| Q.1 | Is management an art or science or both? Justify. | (07) | CO
CO1 | BL
BL5 |
| Q.2 | What is delegation and what are the reasons for delegation? | (07) | CO2 | BL5 |
| Q.3 | What is Managing by Objective (MBO)? Briefly explain the steps involved in MBO? Also write its various benefits. | (07) | CO6 | BL6 |
| Q.4 | Explain different styles of leadership based on authority. | (07) | CO5 | BL3 |
| Q.5 | Discuss decision making. List and explain the steps in decision making process? | (07) | CO2 | BL5 |
| Q.6 | Write short notes on (ANY TWO): | (07) | | |
| | a) Functions of Manager | | CO2 | BL5 |
| | b) IT in Management | | CO6 | BL4 |
| | c) Decentralization | | CO2 | BL6 |

SECTION-II

22 Marks

- | | | | | |
|-----|--|------|-----|-----|
| Q.7 | Decision making is not the only, but the basic function of management that contributes most to the success or the failure of the organization. Explain. | (12) | CO2 | BL5 |
| Q.8 | Identify five (5) basic management skills. What are the major sources of these skills? Do managers at all levels require these skills? Explain giving suitable examples. | (10) | CO1 | BL4 |
| Q.9 | Suggest a suitable control process for an organization providing logistic support. | (10) | CO1 | BL1 |
