MCOMD1.01 – MANAGEMENT AND ORGANISATIONAL BEHAVIOUR

Answer any THREE questions All questions carry equal marks

 $3 \ge 10 = 30$

- 1. Business organisations are open systems Elucidate.
- 2. Bring out the interdisciplinary nature of organisation behaviour.
- 3. Discuss the process of perception.
- 4. Highlight the importance of women leadership in business organisations with suitable illustrations.
- 5. Explain the relevance of Herzberg two factor theory of motivation in today's business environment.
- 6. Discuss the sources of conflicts and their effects on the effective functioning of business organisations.
- 7. What is Eustress? Explain its impact on the business organisation.
- 8. Describe the benefits and limitations or organisation development.

MCOMD1.02 – BUSINESS ENVIRONMENT AND STRATEGY

Answer any THREE questions All questions carry equal marks

 $3 \ge 10 = 30$

- 1. Discuss the various techniques of environmental analysis.
- 2. Describe the structure of WTO and highlight the functions of WTO.
- 3. Explain the provisions of FEMA.
- 4. What is Industrial Sickness? Explain the various causes of Industrial Sickness.
- 5. Explain the process of Strategic Management.
- 6. Discuss the business level strategies of ITC group.
- 7. Explain the impact of organisational structure on the implementation of a strategy.
- 8. Discuss various techniques of strategic control.

MCOMD1.03 – MANAGERIAL ECONOMICS

Answer any THREE questions All questions carry equal marks

 $3 \ge 10 = 30$

- 1. Explain the nature, significance and scope of managerial economics.
- 2. Elaborate the concept and use of law of demand. Examine the role played by demand function in managerial decision making.
- 3. Discuss about the cost-output relationship in the long run and short run scenarios.
- 4. What is production function? Explain in detail.
- 5. What do you understand by profit? What are the theories of profit?
- 6. Describe the various types of market structures.
- 7. What are the various types of pricing methods?
- 8. Define the term advertising. Explain the role of advertising in sales promotion.

MCOMD1.04 - CORPORATE ACCOUNTING AND REPORTING

Answer any THREE questions All questions carry equal marks

 $3 \ge 10 = 30$

- 1. What do you mean by GAAP? Briefly explain the important conventions of accounting.
- 2. What are the techniques of inflation accounting? Explain them in brief.
- 3. Journalise the following transactions in the books of a trader.

-	Started business with cash – Rs.50,000
-	Goods purchased for cash – Rs.30,000
-	Furniture purchased for cash – Rs.5,000
-	Sold goods for cash – Rs.10,000
-	Sold goods for Naresh – Rs.8,000
-	Goods sold to Amruth and allowed him 10% trade discount – Rs.6,000
-	Cash received from Naresh in full settlement of his account – Rs.7,600
-	Cash withdrawn for office use – Rs.5,000
-	Cash withdrawn for personal use - Rs.4,000
-	Paid for salaries, rent and electricity charges – Rs.6,000, 4,000 and 3,000 respectively.

- 4. Discuss the advantages and disadvantages of lease accounting.
- 5. Explain the concept of value added statement and its applications.
- 6. Discuss the benefits and limitations of social responsibility accounting.
- 7. Write an essay on the harmonization of financial reporting.
- 8. Give a brief note on Bench Accounting and Brand Accounting.

MCOMD1.05 – QUANTITATIVE TECHNIQUES FOR MANAGERIAL DECISIONS

Answer any THREE questions All questions carry equal marks

 $3 \ge 10 = 30$

- Quantitative Techniques play an important role in managerial decision making. Explain.
- 2. Explain the applications of normal distribution.
- 3. Write a detailed note on probability sampling methods and non-probability sampling methods.
- 4. Elucidate different methods of collecting data.
- 5. What is the difference between correlation and regression?
- 6. 8 salesmen were given training after observing their low performances in the field. The sales figures (in Rs. Crores) of salesman before and after the training is as under:

Salesmen	S 1	S2	S 3	S4	S5	S 6	S 7	S 8
Before training	11	15	12	14	17	10	8	12
After training	13	16	11	12	19	13	6	15

Find out whether the training to the salesman can be considered as successful? Test at 5% level of significance.

- 7. Briefly discuss about statistical quality control.
- 8. Explain the various steps in the process of decision making.