

PRINCIPLES OF MANAGEMENT

(For those who joined in July 2006 and after)

Time : Three hours

Maximum : 100 marks

SECTION A — ($4 \times 10 = 40$ marks)

Answer any FOUR questions.

1. Distinguish between management and administration.
2. What are standing plans and single use plans?
3. What are the characteristics of sound objectives?
4. Why is a good organization structure is necessary? Explain.
5. What is Personnel Policy? What are its characteristics?
6. Explain the X theory and Y theory of McGregor.
7. What are the essentials of an effective control system?
8. Describe the steps involved in the communication process.

SECTION B — ($3 \times 20 = 60$ marks)

Answer any THREE questions.

9. Discuss the contribution of F.W. Taylor to management thought.
10. What are the advantages and disadvantages of Planning?
11. What are the various problems with delegation of authority? What steps would you take to solve these problems?
12. Explain the various leadership styles.
13. Describe the different steps involved in the staffing process.
14. Explain the importance of co-ordination and the different techniques for achieving co-ordination.

MANAGERIAL ECONOMICS

(Also Common to B.B.A. Computer Application)

(For those who joined in July 2006 and after)

Time : Three hours

Maximum : 100 marks

SECTION A — ($4 \times 10 = 40$ marks)

Answer any **FOUR** questions.

All questions carry equal marks.

1. Explain the scarcity definition of economics.
2. Describe the importance of elasticity of supply.
3. What is opportunity costs? Explain with illustration.
4. What are the causes for 'Decreasing Return to Scale'?
5. What is a market according to Economic Theory?
6. Explain how the valuation of stock will affect the profit.

7. What should be the anti-inflationary measures?
8. What are the uses of National Income Statistics?

SECTION B — ($3 \times 20 = 60$ marks)

Answer any THREE questions.

All questions carry equal marks.

9. Critically examine the theory of wealth and welfare of economics.
10. Explain in full the Trend Projection method of forecasting demand.
11. How is price and output determined under monopoly?
12. Describe the characteristics and effects of Business Cycle.
13. Explain the essential functions of a modern central bank and its economic significance.
14. What are the difficulties in the computation of National Income? Explain.

(6 pages)

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ACCOUNTING AND FINANCIAL MANAGEMENT

(For those who joined in July 2006 and after)

Time : Three hours

Maximum : 100 marks

SECTION A — (4 × 10 = 40 marks)

Answer any **FOUR** questions.

Each question carries 10 marks.

1. What do you mean by journal? Explain the rules of debit and credit.
2. Prepare trading and profit and loss a/c for the year ended 31.3.2005 of Mr. Krishna.

	Rs.
Opening stock	2,00,000
Purchases	2,60,000
Sales	5,75,000
Discount allowed	21,505
Gas and water	1,500
Coal and fuel	34,000
Sales return	10,000

	Rs.
Salary	42,000
Wages	1,00,000
Depreciation	9,020
Advertisement	6,500
Factory lighting	2,500
Purchase return	13,250
Printing	2,250

Closing stock on 31.3.05 Rs. 3,00,000.

3. From the following balance sheets, prepare a statement of changes in working capital.

	2002	2003		2002	2003
	Rs.	Rs.		Rs.	Rs.
Share Capital	4,00,000	5,75,000	Plant	75,000	1,00,000
Creditors	1,06,000	70,000	Stock	1,21,000	1,36,000
P & L a/c	14,000	31,000	Debtors	1,81,000	1,70,000
			Cash	1,43,000	2,70,000
	<u>5,20,000</u>	<u>6,76,000</u>		<u>5,20,000</u>	<u>6,76,000</u>

4.

	Rs.
Sales	25,000
– Variable cost	<u>12,500</u>
Contribution	12,500
– Fixed cost	<u>7,500</u>
Profit	<u>5,000</u>

Calculate :

- (a) P/V ratio
- (b) BEP sales
- (c) Margin of safety.

5. Differentiate between budgetary control and standard costing.

6. What is zero base budgeting (ZBB)? Explain the steps in ZBB and its advantages.

7. Define financial management. Explain its importance.

8. Explain the factors affecting capital investment decisions.

SECTION B — ($3 \times 20 = 60$ marks)

Answer any THREE questions.

Each question carries 20 marks.

9. From the following particulars, prepare a balance sheet as on 31.3.07.

	Rs.
Capital	50,000
Building	55,000
Drawings	3,000
Furniture	2,500
Debtors	20,000
Creditors	15,800
Closing stock	7,000
Loan to X	5,000
Investment	3,000
Cash	3,700
B/R	3,500
B/P	2,500
Plant	4,500
Net profit	38,900

10. The budgeted P & L a/c of Company A and Company B as follows :

	Company A	Company B
	Rs.	Rs.
Sales	3,00,000	3,00,000
– Variable cost	2,40,000	2,00,000
Fixed cost	<u>30,000</u>	<u>70,000</u>
Profit	<u>30,000</u>	<u>30,000</u>

Calculate for each company :

- P/V ratio
- BE point
- Margin of safety.

11. Prepare a production budget for three months ending 31.3.07.

Product	Opening stock	Estimated sales	Closing stock
	units	units	units
A	4000	25000	7000
B	6000	60000	11000
C	8000	30000	15000
D	10000	40000	8000

12. From the following particulars, calculate net present value when the initial investment amounted to Rs. 6,00,000.

Year	Cash inflow Rs.	Discount factor at 10%
1	40,000	0.91
2	1,20,000	0.83
3	1,60,000	0.75
4	2,40,000	0.68
5	1,60,000	0.62

13. What is 'dividend policy'? Explain its various theories.

14. Define working capital. What are its types? Discuss the factors affecting working capital of a firm.

INTRODUCTION TO RETAILING

(For those who joined in July 2006 and after)

Time : Three hours

Maximum : 100 marks

SECTION A — ($4 \times 10 = 40$ marks)

Answer any FOUR questions.

Each question carries 10 marks.

1. What is retailing? What are the objectives of KVIC and fair price shop?
2. Explain the functions of retailer.
3. Describe the role of retailer in a distribution channel.
4. What are the steps involved in environmental scanning?
5. What are the different types of competitions?
6. Explain the advantages of FDI in retailing.
7. What are the different ownership patterns in case of retailing?
8. Describe the shopping behaviour of retail customer.

SECTION B — ($3 \times 20 = 60$ marks)

Answer any THREE questions.

Each question carries 20 marks.

9. Discuss retail in the context of global environment.
10. Explain the non-store based formats in retailing.
11. What are the reasons for slow growth of organised retail in India?
12. What is services retailing? How is it different from conventional retailing?
13. Discuss the influence of life style changes on retailing.
14. What is the important of studying the legal and ethical issues in retail management?

ANTHROPOLOGY AND DEMOGRAPHY

(For those who joined in July 2006 and after)

Time : Three hours

Maximum : 100 marks

SECTION A — ($4 \times 10 = 40$ marks)

Answer any FOUR questions.

1. What is Anthropology? What is its significance today?
2. How does cultural evolution take place?
3. Find out the reasons for bonded labour.
4. Analyse the scope of population studies.
5. How educational factors push population growth?
6. Highlight the main aspects of new population policy.
7. Give your evaluation on any one population policy.
8. Establish relationship between population growth and economic development.

SECTION B — ($3 \times 20 = 60$ marks)

Answer any THREE questions.

9. Examine the scope of applied anthropology.
10. Trace the origin and evolution of family.
11. Critically analyse present demographic scenario.
12. Discuss the impact of overpopulation in India.
13. Bring out the merits and demerits of population policies of our country.
14. Review the efforts of other countries in promoting human development.