

## ORGANIZATIONAL BEHAVIOUR

(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

PART A — ( $3 \times 20 = 60$  marks)

Answer any THREE questions.

All questions carry equal marks.

1. "Behaviour is generally predictable, so there is no need to formally study OB". Do you agree? Discuss.
2. Examine the implications of Maslow's theory of motivation on production.
3. Discuss fielder's contingency leadership theory.
4. What are the homogeneity and heterogeneity of Indian cultures? How do they affect organizational functioning?
5. Critically evaluate the various intervention of OD.

Compulsory

6. Communication skills - criticism.

A supervisor was annoyed with one of his workers. He went to the shop floor and gave a bit of his mind to the worker and returned. The worker felt hurt and made a complaint to the manager. The manager called the supervisor and advised him 'criticism should always be offered in private while praise in public'. The supervisor did not agree with his view and argued that if criticism is offered in private, only the worker will know about it and since others will not know about it and since others will not know, they may think that the mis-deed has gone unpunished. Therefore unless admonition is given in public, it will not have a moral effect on others, which is the maximum of discipline and punishment in an industry. The manager said that a criticism, if offered in public would demoralize the employee and demotivate him. Also, a controversy may arise about the quantum of admonition given to the worker and a comparison may be made between other persons.

With whom do you agree and why?

The actual production during the period was only 60,000 units. Calculate the revised budgeted cost per unit.

15. An analysis of Tip top manufacturing co. Ltd. Led to the following information :

Cost element	Variables cost (% of sales)	Fixed cost
Direct material	32.8	
Direct Labour	28.4	1,89,900
Factory oHs	12.6	58,400
Distribution oHs	4.1	66,700
Administrative oHs	1.1	

Budgeted sales are Rs. 18,50,000. You are required to determine

- (a) The break-even sales volume
- (b) The profit at the budgeted sales volume
- (c) The profit if actual sales
  - (i) Drop by 10 %
  - (ii) Increase by 5% from budgeted sales.

**1631/M13/A13/D12**

**MAY 2008**

## MANAGEMENT ACCOUNTING

(For those who joined in July 2000 and after)

Time : Three hours Maximum : 100 marks

SECTION A — (5 × 4 = 20 marks)

Answer any FIVE questions.

1. Define management Accounting.
2. What is meant by Journal and Ledger?
3. How would you calculate BEP?
4. Briefly explain the marginal costing with an illustration.
5. State chief advantages of ZBB (Zero based Budget).
6. What is meant by standard costing?

SECTION B — (4 × 8 = 32 marks)

Answer any FOUR questions.

7. Explain the advantages and limitations of management accounting.

8. Describe the accounting principles and concepts.
9. List out the different types of costs with suitable examples.
10. Explain the applications of marginal costing in
  - (a) Make/Buy/Subcontract
  - (b) Determination of economic price of raw materials.
  - (c) Capital investments decisions.
11. Bring out the principles, mechanics and usages of zero Based Budget (ZBB).
12. Describe the qualities of a good management report.

### SECTION C — (2 × 24 = 48 marks)

Answer any TWO questions.

13. From the following, prepare the Trading and profit and loss a/c for the year-ended 31.03.03 and a Balance sheet as on that data.

Particulars	Rs.	Particulars	Rs.
Capital	1,00,000	Sales	2,50,000
Bank	4,000	Carriage	1,600
Cash in hand	1,000	Gas	4,400
Buildings	60,000	Creditors	24,400
Wages	30,000	Debtors	30,000
Salaries	20,000	Purchase returns	4,000
Rent and rats	3,600	Sales returns	3,000

Particulars	Rs.	Particulars	Rs.
Printing and stationary	2,400	Bills receivable	8,000
Stock (1.4.02)	16,000	Discounts (cr)	800
Purchases	1,40,000	Discounts allowed	1,000
Insurance	1,600	Furniture	6,000
Machinery	24,000	Travelling expenses	3,600
Drawings	16,000	Loans	3,000
Land	27,000		

Provide for the following :

- (a) Prepaid insurance Rs. 400
- (b) Depreciation on machinery 20%, furniture 10%.
- (c) Interest on capital at 3%.
- (d) Outstanding wages Rs. 1,600, out standing salaries Rs. 1,200.
- (e) Write off Bad debts Rs. 1,000 and create a reserve for bad debts at 3% on debtors.
- (f) Closing stock Rs. 20,000.

14. ITC Ltd, have prepared to budget for the production of 1 lakh units of the only commodity manufactured by them for a costing period as under.

	Rs (lakh)
(a) Raw material	2.52
(b) Direct Labour	0.75
(c) Direct expenses	0.10
(d) Works over head (60 % fixed)	2.25
(e) Administrative over heads (80% fixed)	0.40
(f) Selling over head (50% fixed)	0.20

**MANAGERIAL ECONOMICS**

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. Describe the methods for measuring profit.
2. What are the different methods of measuring national income? Which methods have been followed in India?
3. Explain the classification of cost.
4. What are the methods of demand forecasting? Discuss their application in decision-making.
5. List and explain different types of elasticity with suitable examples.
6. Assess the relationship of managerial economics with other functional areas of management.

7. Explain the nature of demand for various goods and services.

8. Explain input-output analysis.

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## RESEARCH METHODOLOGY

(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

PART A — (3 × 20 = 60 marks)

Answer any THREE questions.

1. Briefly explain different types of research along with their practical applications and limitations if any.
2. Discuss interview as a technique of data collection.
3. Discuss non-probability sampling techniques.
4. What are the techniques of developing measurement tools?
5. How do you go ahead with the work of drafting a report on the research work you have carried out? What are the various steps involved in report writing? What are the usual contents of a report on research work?

6. (a) What is discriminant analysis? - Explain.

(b) The following figures, released by Federal Trade Commission, show the milligrams of tar and nicotine found in 10 brands of cigarettes.

Cigarette Brand Tar Content Nicotine Content

Viceroy	14	0.9
Marlboro	17	1.1
Chester field	28	1.6
Kool	17	1.3
Kent	16	1.0
Raleigh	13	0.8
Old Gold	24	1.5
Philip Morris	25	1.4
Oasis	18	1.2
Players	31	2.0

Calculate the rank correlation coefficient to measure the degree of relationship between tar and nicotine content in cigarettes.

**FUNDAMENTALS OF COMPUTERS**  
(Revised syllabus)

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. Explain the architecture of Micro, Mini and Mainframe computers.
  2. What do you mean by Time sharing? Explain in detail.
  3. Explain the application of UNIX operating system.
  4. What is Disk Operating System? Explain.
  5. Distinguish between translators and compilers.
  6. Explain any two programming Languages.
  7. Explain Graphical User Interface with an example.
  8. Explain the contents of any four icons in windows operating system.
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**MANAGEMENT INFORMATION AND DATA  
PROCESSING SYSTEM**

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. "If there is no comprehensive MIS, all departments will function in isolation". Discuss.
2. What is a distributed database and how does it differ from distributed data processing? Explain in detail.
3. Discuss the role of computer in MIS.
4. Write about supply chain decisions related to four decision areas
  - (a) Location
  - (b) Production
  - (c) Inventory
  - (d) Transportation

5. Describe the applications of decision support system.
  6. Explain the problems that may be encountered during system implementation.
  7. Explain various stages of system design. How proper design helps during implementation stage?
  8. Highlight the recent softwares have been developed and utilized by the recent management information system.
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MARKETING MANAGEMENT

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

1. Define marketing management. Explain its objectives and significance.
2. Elaborate the factors that influence Buyer Behaviour.

Discuss the role of product planning and product development in marketing the product successfully.

4. Define marketing strategies. Explain its scope and merits.
5. What is personal selling? Explain its objectives and importance.
6. Discuss the emerging trends in Retailing.

7. Describe the factors which prevent the development of rural markets in India.

8. Discuss the emerging trends in telemarketing and E-marketing.

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**BUSINESS ENVIRONMENT AND LAW**

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

(5 × 20 = 100)

1. How a business can be improved by the study of business environment?
2. Trace the growth and discuss the reasons for state intervention in the economy.
3. Describe the objectives of Indian Contract Act.
4. 'Privatisation can transform the industrial scenario of India' — Discuss.
5. Describe the functions of WTO.
6. Discuss the social responsibility of Today's business.

7. Describe the demographic environment related to business.

8. Discuss the interaction between socio-cultural elements and the business.

9. Write notes on any TWO:

- (a) Indian corporate culture
  - (b) Mutual funds
  - (c) Regional trade blocs.
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FINANCIAL MANAGEMENT

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(For those who joined in July 2000 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. What are some financial functions that helps to achieve liquidity and profitability?
2. List out the various uses of cash flow statement, also explain the steps in preparing cash flow statement.
3. What are the characteristics of unsecured short term bank financing?
4. List out the steps required to be taken is capital expenditure decision – making.
5. Bring out the factors influencing the pattern of capital structure.

6. What do you understand by indifference level of EBIT? How can it be helpful in determination of appropriate capital structure for a firm?

SECTION B — (3 × 20 = 60 marks)

Answer any THREE questions.

All questions carry equal marks.

7. Discuss the various capital budgeting techniques and their merits and demerits.

8. Explain different approaches to the computation of cost of equity capital. Give your answer with an illustrations.

9. From the following data calculate the degree of operating leverage, degree of financial leverage and the degree of combined leverage for the three firms and interpret the results.

Particulars	A	B	C
Output (in units)	6,00,000	1,50,000	10,00,000
Fixed cost (in Rs)	7,00,000	14,00,000	1,50,000
Variable cost/unit Rs.	2	1.5	0.20
Interest expenses	50,000	80,000	Nil
Unit selling price Rs.	6	5	1.00

10. RIYAZ Ltd has an EBIT of Rs. 10 lakh. The cost of debt is 12% and the outstanding debt amount to Rs. 30 lakh, presuming the over all capitalisation rate as 13.5%. Calculate the total value of the firm and the equity capitalisation rate.

OPERATIONS MANAGEMENT

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. Discuss historical development of operation management. Bring out the differences between production management and operations management.

2. What is forecasting? Why is it necessary in operation and productions function?

3. What are the appropriate methods for predicting future requirements for the following :

(a) Electric Power

(b) Oil Tankers.

(c) Water Tankers.

4. Among the states and union territories, which state or union territory, you feel, is ideal for locating a plant? Give reasons.

5. Describe the various steps involved in process design. Mention the inputs and outputs of process design.

6. Derive EOQ formula for instantaneous supply model. State the assumption on which it is based. What are its limitations.

7. Define 'aggregate plan'. What are the various relevant cost components in aggregate planning decisions.

8. Explain the various factors that affect the selection of material handling equipments.

9. Discuss the various methodology used to measure the quality of the product.

10. How does an MRP system help management monitor the performance of the inventory system? Give a specific example of what the system does to direct management's attention to problem areas?

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PERSONNEL MANAGEMENT AND INDUSTRIAL  
RELATIONS

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. What do you understand by human resource? Why are they significant in organizational settings?
2. How would you assess quality of manpower requirements? Is it possible to improve performance through effective qualitative manpower planning? Explain.
3. What is selection? How does it differ from placement? Describe briefly several steps involved in an effective selection programme.
4. Why is performance appraisal significant? What are its objectives and rationale? How far are these objectives in the existing systems of performance appraisals in organizational settings?

5. What is meant by training and development? Why are they important in organizations?

6. What is meant by compensation system? Briefly point out different systems used in organizational settings.

7. What are the essentials of a good disciplinary system? Describe the Indian law on discipline in industry.

8. Distinguish between a 'Recognized Trade Union' and a "Registered Trade Union". What are privileges of a registered trade union?

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OPERATIONS RESEARCH

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. Write notes on :
  - (a) Machine interference problem
  - (b) Branch and bound algorithm.
  - (c) Heuristic programming.
2. Explain the scope and objectives of OR.
3. Old hens can be bought for Rs. 2.00 each but young ones cost Rs. 5.00 each. The old hens lay 3 eggs per week and the young ones, 5 eggs per week, each being worth 30 paise. A hen costs Re. 1.00 per week to feed. If have only Rs. 80.00 to spend for hens, how many of each kind should I buy to give a profit more than Rs. 6.00 per week, assuming that I cannot house more than 20 hens? Write a mathematical model of the problem.

4. Solve graphically the following LPP.

$$\text{Maximize } z = 3x_1 + 2x_2$$

Subject to the constraints :

$$-2x_1 + x_2 = 1$$

$$x_1 \leq 2$$

$$x_1 + x_2 \leq 3$$

$$x_1, x_2 \geq 0.$$

5. Solve the following transportation problem by least cost method.

		Distribution				
		D <sub>1</sub>	D <sub>2</sub>	D <sub>3</sub>	D <sub>4</sub>	Supply
Source	R <sub>1</sub>	5	7	13	10	700
	R <sub>2</sub>	8	6	14	13	400
	R <sub>3</sub>	12	10	9	11	800
Demand		200	600	700	400	

6. Solve the following game approximately :

		Player B		
		B <sub>1</sub>	B <sub>2</sub>	B <sub>3</sub>
Player A	A <sub>1</sub>	1	3	6
	A <sub>2</sub>	2	1	3
	A <sub>3</sub>	6	2	1

7. At a doctor's clinic patients arrive at an average of 5 patients per hour. It has been observed the doctor takes an average of 8 minutes per hour. Arrival time is based on Poisson and service is at exponential distribution.

(a) The average number of patients in the doctor's clinic.

(b) The average number of patients waiting for their turn.

(c) The average time that a patients spends in the clinic.

8. Solve the following quadratic programming problem by using Beale's method.

$$\text{Maximize } f(x) = 2x_1 + 3x_2 - 2x_2^2$$

Subject to the constraints :

$$x_1 + 4x_2 \leq 4$$

$$x_1 + x_2 \leq 2$$

$$x_1, x_2 \geq 0.$$

STRATEGIC MANAGEMENT

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

Explain the functions of strategic management.

Discuss the principles of good strategy.

Explain the classification of objectives.

Describe the various steps in strategy implementation.

Explain SWOT analysis and its relevance to strategy formulation.

How would you implement retrenchment strategy?

7. What are the elements in strategic management process?

8. Explain the various factors influencing portfolio strategy.

9. Explain the three generic strategies adopted by firms.

10. Explain the relevance and the use of BCG matrix.

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RELATIONAL DATABASE MANAGEMENT SYSTEM

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. Explain the important of three schema architecture of DBMS.
2. Explain mapping constraints with suitable examples.
3. Explain SELECT, PROJECT, UNION, COMPOSITE of relational algebra for banking enterprises.
4. Explain three types of normalization with example.
5. Describe SQL, DDL, DML, embedded DML, view authorization and integrity.
6. Explain in detail about Oracle forms.

7. Consider the following relations for a database that keeps track of business trips of salespersons in sales office :

SALES PERSONS (SSN, Name, Start-Year, Dept.-No.)

TRIP (SSN From City, To-City, Departure-Date, Return-Data, Trip-ID)

EXPENSES (TRIP-ID, Account \_ No., Amount)

Specify the foreign keys for the above schema, starting any assumptions you make.

(a) Draw relevant Relational Data Model

(b) Comment on (a).

8. Write short notes on :

(a) Data updation

(b) Null values

(c) Draw E-R diagram for CUSTOMER (c-name, c-street, c-city social security)

(d) Function dependencies

(e) Create and Alter SQL command.

**ENTREPRENEURSHIP AND MANAGEMENT OF  
SMALL BUSINESS**

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. Entrepreneurs are born and not made. Critically examine the statement.
2. Discuss the problems of women entrepreneurs.
3. Explain the business plan and also state its scope and applications.
4. How is an EDP developed? Explain.
5. Enumerate the role of Government sponsored R and D for the development of entrepreneurship.
6. What are the stages of product development? And explain each stage with suitable example.
7. Explain the various linear techniques for idea generation.

8. Discuss the critical aspects of business plan in relation with marketing and finance.
9. State and explain the opportunities available for an international entrepreneur.
10. Discuss the problems and opportunities of rural entrepreneur.

MARKETING RESEARCH

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

PART A — ( $3 \times 20 = 60$  marks)

Answer any THREE questions.

1. How do exploratory, descriptive, and causal studies differ from each other?
2. What are the advantages and disadvantages of collecting the data by observation and by using the questionnaire?
3. How do you evaluate advertising effectiveness?
4. Briefly explain the procedure for determining the sample size in marketing research.
5. What do you mean by attitude scale? Describe the characteristics of Thurstone and Likert scale.
6. How do statistical techniques used in management research? Explain.

## 7. Case Study:

As a soft drink manufacturer, how would have knowledge about various types of customers be of use to you? What specific actions you may suggest on the basis of such knowledge?

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*1/3 lecture notes*  
*MBB*

**PRODUCT MANAGEMENT**

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. Describe the interface between business objectives and product planner.
2. Bring out the different stages involved in Marketing Mix with suitable example.
3. What are the factors influencing the product positioning? Explain.
4. State the essentialities for product modification in detail.
5. Do you think the product appraisal systems must be strictly implemented? Why?
6. Outline the prerequisite qualities required by a new product management in the modern era.

7. Write an essay on Explorations of new product.
  8. Write down the essentialities for follow up with suitable justifications.
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ADVERTISING AND SALES PROMOTION

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

PART A — (3 × 20 = 60 marks)

Answer any THREE questions.

1. Discuss the current challenges and opportunities for advertising.
2. If you were to select an advertising agency to develop and implement a campaign for a new Hero Honda Sports bike, what agency attributes would you consider most important?
3. How do you evaluate advertising effectiveness?— Explain.
4. Is there any role for creativity in copy writing of advertisement? — Explain.
5. Identify and describe the factors to be considered in media selection.

6. Define sales promotion. Examine the various sales promotional programmes organised by MNCs.

PART B — (40 marks)

7. Case Study

An advertising manager of a firm marketing electrical home appliance made the following recommendation to his marketing manager. “In 2001, our sales were Rs. 50 Crores and we had an advertising budget of Rs. 5 Crores. The following year our advertising budget was increased to 10 per cent to 5.5 Crores and sales rose to Rs.60 Crores – a 20 per cent gain. For this year, therefore, I recommend a 20 per cent further increase in the advertising budget in the view of Company’s continuing goal of higher sales’– Comment on his recommendations.

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**MANAGEMENT OF FINANCIAL INSTITUTIONS**

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. List out the major reforms in the primary and secondary capital market.
2. Discuss the features and scope for various money market instruments floated in India.
3. Why were reforms undertaken in the banking system? How were the banking reforms initiated in India?
4. Discuss the regulatory framework by RBI to non banking financial institutions in India.
5. "IFCI is facing a survival dilemma". Comment.
6. Discuss the role and functions of TIDCO.
7. Discuss the salient features of the Insurance Act, 1938.

8. "Life insurance corporation is still a monolith". Do you agree? Why?

9. "UTI, the largest mutual fund of India, is in troubled times". Discuss.

10. What are the limitations of credit rating in India? Explain.

**INTERNATIONAL TRADE, FINANCE AND  
DOCUMENTATIONS**

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. Differentiate between balance of trade and balance of payments and indicate how balance of payment analysis can be useful to the international marketer.

2. Explain the various types of invoices used in foreign trade.

3. What is the role and usages of a letter of credit in financing foreign trade? Also explain the process of L/C operation.

4. Explain various factors influencing the exchange rate with your own convincing arguments.

5. Discuss the role and function of foreign exchange dealers association of India.

6. Explain the role of Foreign Exchange Regulations Act.

7. What are the aims and functions of the International Monetary Fund (IMF)? To what extent has the IMF helped India?

8. Write short notes on :

(a) SDR

(b) LERMS

(c) Exchange rates.

**INVESTMENT AND PORTFOLIO MANAGEMENT**

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. Discuss the characteristics of investors, speculators and gamblers.
2. Explain the strength and weakness of the Markowitz approach.
3. Discuss the relationship embodied in the security market line.
4. Explain the characteristics of corporate securities.
5. Describe the process of calculating NAV. Illustrate with examples.
6. Does the fact that a market exhibits weak form efficiency necessarily imply that it is also strong-form efficient? How about the converse statement? Explain.

7. How is the APT model consistent with the CAPM model? Explain.
  8. Explain the need and importance of portfolio upgrading.
  9. Discuss the various applications of Ex-post and Ex-ante security market lines.
  10. Discuss the role of computer application in investment management.
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**INTRODUCTION TO C AND C++**

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. Explain the types of operators in C.
2. Explain any two control statements in C.
3. Explain the concepts of pointers in C.
4. What is Dynamic Memory Allocation? Explain.
5. Explain the object oriented programming paradigm.
6. What are the applications of object oriented programming?
7. Explain the various data types in C++.

8. Explain SWITCH and FOR statement in C++.
  9. Explain classes, objects and inheritance.
  10. What is a virtual function? – Discuss.
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COMPUTER NETWORKS

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(For those who joined in July 2000 and after)

Time : Three hours                      Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. (a) List various design goals of a network and explain.  
(b) What is ARPANET? Explain.
2. Differentiate between the following :  
(a) Simplex, Half Duplex and Full Duplex Transmission (give example (s))  
(b) Transparent and source routing bridges.
3. (a) What are gateways? How do gateways link host and LANs? Explain.  
(b) What is Remote Procedure Call? Where is it used? Explain.
4. (a) Differentiate between Hub and Switches.  
(b) Explain the Flooding Routing Algorithm.

5. (a) Explain in detail the simplex stop-and-wait protocol.  
(b) Explain in detail the sliding window protocols.
  6. (a) Explain in detail the services provided to the transport layer.  
(b) Comparison of virtual circuit and datagram subnets.
  7. Explain in detail the Routing Algorithms.
  8. Write short notes on :
    - (a) E-mail
    - (b) Remote file access
    - (c) Encoding methods
    - (d) DNS.
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**MODELLING AND SIMULATION**

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. (a) What are the principles used in modelling?  
Discuss briefly.  
(b) Discuss the concept of system postulation.
2. (a) Explain the types of system simulation.  
(b) Write short notes on Cobweb models.
3. (a) Write short notes on Cobb-Douglas models.  
(b) Discuss about the Monte Carlo method.
4. (a) Discuss about the distribution lag models.  
(b) Discuss about the analysis of output.

5. (a) Explain in detail modified exponential growth models.  
(b) Explain in detail the simple system dynamic diagrams.
  6. (a) Discuss about the measures of probability function.  
(b) Explain in detail the continuous uniformly distributed random numbers.
  7. (a) Discuss the types of system study.  
(b) Explain in detail the Cobweb models and CSMP III.
  8. (a) Explain in detail the exponential distribution.  
(b) Explain in detail the simulation programming tasks.
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**VALUE ENGINEERING AND WASTE CONTROL**

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. What is Value engineering? Explain in detail.
2. Explain the meaning of function in relation to Value Engineering.
3. Write about Value Engineering Techniques in detail.
4. What are the advantages of centralisation of Value Engineering actions?
5. Explain in detail the objectives of Training for Value Engineering.

6. What are the approaches available for 'make or buy decision'. Explain any one approach in detail.

7. "Techniques of cost reduction is called Value Analysis" – Discuss in detail.

8. Discuss the effect of Information Technology on Value Engineering.

**MATERIALS MANAGEMENT**

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. Define the term “Materials Management”. Discuss the modern trends in materials management.
2. Discuss the scope of Materials Management Organisation. List the various functions that come under the purview of Materials Management.
3. Discuss the criteria used for supplier evaluation. Explain briefly the factors that must be considered while choosing a supplier.
4. What is store keeping? Discuss briefly the various major functions involved in stores management.

5. What is MRP? What are its objectives? Discuss the operation of MRP system.
  6. Discuss the major factors influencing spare parts inventories.
  7. What are the steps in “value analysis”? How does it help a company?
  8. Discuss the objectives of inventory control. Does ABC or VED classification help in managing Inventories? Explain.
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**TOTAL QUALITY MANAGEMENT**

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. How do you define TQM? Explain the important element of TQM.
2. Explain how the concept of TQM is applied in human resource development.
3. List the various tools that can be utilised for problem-solving and situation analysis in the realm of TQM.
4. Discuss the various stages of selection of suppliers
5. What is a Pareto chart? Explain into construction and uses.

6. Explain the benefits and shortcomings of benchmarking.

7. What are the types of teams that TQM organizations adopt?

8. Explain the importance of strategic planning in quality awards.



*Elective – TRAINING AND DEVELOPMENT*

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. What are the objectives of training and what should be training principles?
2. Under what circumstances and to when vestibule training. Role-play and simulation training should be given.
3. What are the various tangible benefits of training in Indian organisations?
4. What are the major issues in the case of on-the job and off-the job training programmes?
5. Identify the issues involved on training, location and duration.
6. "Training programmes should be conducted by experienced and by senior officers". Do you agree?

7. What are the major steps in the development of a training programme? Describe the steps in detail.
  8. What is management development and explain the various objectives of Management Development.
  9. What do you mean by sensitivity training? Sometimes OD is identified with sensitivity training. Do you accept it?
  10. Write short notes on any Two of the following :
    - (a) Role play
    - (b) Principles of
    - (c) Learning objectives.
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**ORGANISATION DEVELOPMENT**

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. Define O.D. Discuss the nature and importance of O.D.
2. Describe the various process of organisatioanl development.
3. Suggest how change may be introduced in large organisation.
4. How does organisation climate affects the O.D.?
5. Discuss the advantages and disadvantages of any four approaches to O.D.
6. Explain the various steps in a team building technique of O.D.
7. Evaluate transaction analysis as a method of organisation development.

8. Analyse the merits and demerits of M.B.O as a O.D. technique.
9. Describe the various techniques for successful organisation development effects.
10. Write an essay on O.D future prospects.

**HUMAN RESOURCE ACCOUNTING**

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(For those who joined in July 2000 and after)

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

1. Explain the concepts of Human Capital and Human Resource Accounting (HRA). How the accounting principles and knowledge would help in HRA?

2. Discuss the relevant approaches to HRA and identify the best suitable technique for HRA in Indian industrial context.

3. How the information of HRA affect the human resource management practices, where the priority of human resource department is matching human capital with organizational targets. Discuss it with suitable example.

4. Discuss the man-machine interface consequences in techno-based organizations and their affects on the process of HRA.

5. Write a detailed note on physical, psychological and economical facets of human activities and their impact on work performance.

6. Describe the practical complexities of human performance in achieving efficiency and effectiveness of organizational system. How the practice of HRA will help in improving organizational performance.

7. Discuss in detail the methods of performing human factors analysis and their advantages and disadvantages.

8. Write an essay on considerable human elements while identifying and structuring organizational activities.

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