

Hall Ticket No

--	--	--	--	--	--	--	--	--	--

Question Paper Code: CMB001



# INSTITUTE OF AERONAUTICAL ENGINEERING

(Autonomous)

MBA I Semester End Examinations (Regular) - February, 2017

Regulation: IARE-R16

MANAGEMENT AND ORGANIZATION BEHAVIOR

(Master of Business Administration)

Time: 3 Hours

Max Marks: 70

---

Answer ONE Question from each Unit

All Questions Carry Equal Marks

All parts of the question must be answered in one place only

---

## UNIT – I

- Briefly write about perspectives of an 'Organization', 'Administration' and 'Management'. [7M]
  - What is scientific management and what are the basic principles of scientific management? Highlight what F.W. Taylor and Henry Fayol propounded. [7M]
- Discuss about the essentiality of management in any organization. [7M]
  - Who suggested social systems theory? Mentioning the fundamentals of social systems theory of management write about the criticism it received? [7M]

## UNIT – II

- What is planning? Explain. [7M]
  - What are the steps involved in decision-making process? Explain briefly about each step. [7M]
- Bring out the importance of basic reasons supporting systematic planning by managers. [7M]
  - Certainty, risk and uncertainty are the three typical conditions under which the decisions are made. Discuss about each of the conditions [7M]

## UNIT – III

- Mention the principles of organization. Discuss about work specialization as one of the principle of organization. [7M]
  - Explain matrix organizational structure. [7M]
- What is an organizational chart? List out common organizational charts. Write briefly about functional organization structure. [7M]
  - Write about the following: [7M]
    - Delegation
    - Span of control

#### UNIT – IV

7. (a) What is meant by organizational behavior? Bring out the importance of organizational behavior. [7M]  
(b) What do you mean by perception with examples and write about the features of personality theory. [7M]
8. (a) Write about the perceptual process with respect to organizational behaviour. [7M]  
(b) Disadvantages of group decision making. [7M]

#### UNIT – V

9. (a) Define Motivation. Describe Maslow's hierarchy of Needs. Summarize Maslow's need hierarchy in terms of the general factors, need Level and organizational specific factors. [7M]  
(b) Discuss Herzberg two-factor theory of motivation [7M]
10. (a) One of the three needs in work-life as propounded in McClelland's theory need of power and elaborate the need of power and its implications. [7M]  
(b) List out the four theories of leadership and briefly write about [7M]  
i. The trait theory of leadership  
ii. The contingency theory of leadership

Hall Ticket No

--	--	--	--	--	--	--	--	--	--

Question Paper Code: CMB002



# INSTITUTE OF AERONAUTICAL ENGINEERING

(Autonomous)

MBA I Semester End Examinations (Regular) - February, 2017

Regulation: IARE-R16

## FINANCIAL ACCOUNTING AND ANALYSIS

(Master of Business Administration)

Time: 3 Hours

Max Marks: 70

---

Answer ONE Question from each Unit

All Questions Carry Equal Marks

All parts of the question must be answered in one place only

---

### UNIT – I

1. (a) “Accounting is the language of business”-Explain the statement with its practical implications. [7 M]
- (b) “Accounting is a service activity. Its function is to provide qualitative information, Primarily financial in nature, about economic entities that is intended to be useful in making economic decisions.” [7 M]
2. (a) “Accounting Conventions are adopted to make the financial statements clear and meaningful”. Elucidate the statement with important conventions of accounting. [8 M]
- (b) “Every business transaction has two elements OR aspects” Justify and explain the statement with suitable examples. [6 M]

### UNIT – II

3. (a) Give accounting equation for the following transactions of Hitesh for the year 2015. [8 M]
  - i. Started business with cash Rs. 18,000.
  - ii. Paid rent in advance Rs. 400.
  - iii. Purchased goods for cash Rs. 5000 and on credit Rs. 2,000.
  - iv. Sold goods for cash Rs. 4,000 (costing Rs. 2,400).
  - v. Rent paid Rs. 1,000 and rent outstanding Rs. 200.
  - vi. Bought motor-cycle for personal use Rs. 500.
  - vii. Purchased equipments for cash Rs. 500.
  - viii. Paid to creditors Rs. 600.
- (b) The Table 1 Trial Balance has been prepared wrongly. You are asked to prepare the trial balance correctly. [6 M]

Table 1

Name of accounts	Debit balance	Credit balance
Cash in hand		2,000
Purchases returns	4,000	
Wages	8,000	
Establishment expenses	12,000	
Capital	22,000	
Carriage outward		2,000
Discount received	1,200	
Commission earned	800	
Machinery		20,000
Stock		10,000
Creditors		12,000
Sales		28,000
Purchases	28,000	
Bank overdraft	14,000	
Grand total	58,000	58,000

4. (a) Ram and Shyam Bros. acquired a machine on July 1, 2014 at a cost of ₹ 70,000 and spent ₹ 5,000 on its installation. The firm writes off depreciation @ 10% on straight line method. The books are closed on December 31 every year. Show the machinery and depreciation account for three years. [6 M]
- (b) From the Table 2 Trial balance of Ravi enterprises, prepare the final accounts for the year ended 31st March, 2015: [8 M]

Table 2

Particulars	Debit (Rs)	Credit (Rs)
Land and building	50,000	
Purchases	1,10,000	
Stock	40,000	
Returns	1,500	2,500
Wages	10,000	
Salaries	9,000	
Office expenses	2,400	
Carriage inwards	1,200	
Carriage outwards	2,000	
Discounts	750	1,200
Bad debts	1,200	
Sales		2,05,000
Capital account		1,30,000
Insurance	1,500	
Commission		1,500
Plant and machinery	50,000	
Furniture and fixtures	10,000	
Bills receivable	20,000	
Sundry debtors	40,000	
Sundry creditors		25,000
Cash in hand	1,500	
Cash at bank	4,500	
Office equipment	12,000	
Bills payable		2,350
Total	3,67,550	3,67,550

Adjustments:

1. Closing stock amounted to Rs. 60, 000.
2. Outstanding liabilities; Wages Rs. 2,000 and Rent Rs. 3,000.
3. Depreciation; Land and buildings at 5%, Plant and machinery at 10%, Office equipments at 10% and Furniture and Fixtures at 10%.
4. Provide further bad debts reserve at 5% on Sundry debtors.
5. Insurance premium prepaid Rs. 200.
6. Provide interest on capital at 5%.

### UNIT – III

5. (a) A firm maintains its stores ledger on the basis of FIFO method. Following is the summary of the receipts and issues of raw materials during the month of April 2006: [8 M]  
April 01 Opening balance 300 units @ Rs.22 per unit “ 03 Issue vide Material requisition No. 14, 150 units.  
“ 08 Purchase order No.07, 200 units @ 25 per unit.  
“ 12 Purchase order No.09, 400 units @ 23 per unit  
“ 17 Issue vide Material requisition No. 16, 500 units.  
“ 20 Issue vide Material requisition No. 18, 100 units.  
“ 23 Purchase order No. 11, 600 units @ 20 per unit.  
“ 25 Issue vide Material requisition No.26, 600 units.  
“ 28 Purchase order No.12, 200 units @ 26 per unit.  
“ 29 Issue vide Material requisition No.32, 300 units.  
“ 30 Shortage 10 units
- (b) Critically examine the different types of preference Shares. [6 M]
6. (a) What is an ordinary share? How does it differ from a preference share and debenture? Explain its most important features. [8 M]
- (b) Fashion Fabrics Ltd. issued 100000 shares of Rs. 10 each on 1st April, 2006. [6 M]  
The amount payable on these shares was as under:  
Rs 2 per share on application.  
Rs 3 per share on allotment.  
Rs 5 per share on call.  
Make necessary journal entries in the books of company.

### UNIT – IV

7. (a) “A Fund flow statement is a better substitute for an income statement” Comment. [6 M]
- (b) Table 3 is the Balance sheet of Anand and Sons. [8 M]  
During the year a machine costing Rs. 10000 (accumulated depreciation Rs. 3000) sold for Rs.5000. The provision for depreciation against Machinery as on 1.1.2015 was Rs. 25000 and on 31.12.2015 Rs. 40000. Net profit for the year amount to Rs. 45000. You are required to prepare Cash flow statement.

Table 3

Liabilities	1.1.2015 (Rs.)	31.12.2015 (Rs.)	Assets	1.1.2015 (Rs.)	31.12.2015 (Rs.)
Creditors	40000	44000	Cash	10000	7000
Mrs. A's Loan	25000	— — —	Debtors	30000	50000
Loan from Bank	40000	50000	Stock	35000	25000
Capital	125000	153000	Machinery	80000	55000
			Land	40000	50000
			Building	35000	60000
	230000	247000		230000	247000

8. (a) Discuss briefly the major classification of cash flow as per AS-3 (revised) [6 M]  
 (b) Table 4 summaries of the Balance sheet of ABC Ltd., for two years. [8 M]

Table 4

	31.12.2014	31.12.2015
Share Capital	200000	260000
P & L Account	39690	41220
Reserves	50000	50000
Sundry creditors	39500	41135
Bills payable	33780	11525
Bank overdraft	59510	— — —
Provision for taxation	40000	50000
	462480	453880
Good will	— — —	20000
Land and Building	112450	116200
Plant and Machinery	148000	144250
Stocks	111040	97370
Sundry Debtors	85175	72625
Bills receivable	2315	735
Cash	2500	2700
	461480	453880

Additional information:

- During the year ending 31.12.2015, an interim dividend of Rs. 2600 was paid.
- Income tax paid during the year amounted to Rs. 25000
- The net profit for the year before tax was Rs. 62530 You are required to prepare statement of changes on working capital, treating provision for taxation as a current liability.

#### UNIT – V

9. (a) “Financial analysis is a continuous process being applicable to every business to evaluate its past performance and current financial position” Comment. [7 M]  
 (b) From the balance sheet given in Table 5, calculate: [7 M]  
 i. Working capital  
 ii. Current Ratio

- iii. Acid test Ratio
- iv. Debt Equity Ratio
- v. Assets Proprietorship Ratio

Table 5: BALANCE SHEET OF 'X' COMPANY LTD., as on 31st December 2006

<b>Liabilities</b>	<b>Amount</b>	<b>Assets</b>	<b>Amount</b>
Shareholders' fund:		Fixed assets	1,80,000
Equity share capital: 1,50,000		Current assets:	
12% Pref. share capital: 30,000		Cash in Hand: 2,000	
Reserves and surplus: <b>24,000</b>	2,04,000	Cash at bank : 4,000	
15% Debentures	48,000	Sundry Debtors: 10,000	
Bank overdraft: 12,000		Stores: 12,000	
Sundry creditors: 16,000		Stock-in-Trade: 32,000	60,000
Proposed dividend: 2,000		Preliminary expenses	48,000
Provision for taxation: <b>10,000</b>	40,000	Discount on issue of Debenture	4,000
	<b>2,92,000</b>		<b>2,92,000</b>

10. (a) Explain Du point analysis with chart [7 M]
- (b) Mention any 5 Accounting Standards. Explain the significance of Accounting Standard. [7 M]

Hall Ticket No

--	--	--	--	--	--	--	--	--	--

Question Paper Code: CMB003



# INSTITUTE OF AERONAUTICAL ENGINEERING

(Autonomous)

MBA I Semester End Examinations (Regular) - February, 2017

Regulation: IARE-R16

## MANAGERIAL ECONOMICS (Master of Business Administration)

Time: 3 Hours

Max Marks: 70

---

Answer ONE Question from each Unit

All Questions Carry Equal Marks

All parts of the question must be answered in one place only

---

### UNIT – I

- (a) Explain the nature and scope of managerial economics. Discuss the significant roles of managerial economist in the current growing business scenario. [7M]

(b) The opportunity cost to a firm of using a resource is zero when the market value of the resources is zero. Discuss the statement using relevant examples. [7M]
- (a) How would you apply the knowledge of Economics to the managerial decision making? [7M]

(b) Discuss the fundamental economic principles of managerial economics with its applications. [7M]

### UNIT – II

- (a) Why does the normal demand curve slope downwards? Can there be an upward rising demand curve? [7M]

(b) Explain the factors influencing elasticity of supply. [7M]
- (a) Explain the significance of elasticity of demand. [6M]

(b) Discuss different methods of demand forecasting with examples. [8M]

### UNIT – III

- (a) How does the output change as its inputs are proportionately increased? Explain [7M]

(b) Discuss the Cobb-Douglas production function. [7M]
- (a) Explain the different periods in production with examples. [6M]

(b) Explain the law of variable proportion with the help of total product, marginal product and average product. [8M]

### UNIT – IV

- (a) Explain the relation between cost curves in the short run. [7M]

(b) Discuss the differences with the concept of cost between economists and accountants. [7M]



8. (a) Explain nature and various determinants of cost. [7M]  
(b) Distinguish between short run and long run costs with a neat diagram. [7M]

**UNIT – V**

9. (a) Explain how price is determined under monopoly during short run? [10M]  
(b) Explain the features of monopoly with examples. [4M]
10. (a) Explain the determinants of market structure. [7M]  
(b) Discuss the Sweezy's kinked demand curve model of oligopoly with its assumptions. [7M]

Hall Ticket No

--	--	--	--	--	--	--	--	--	--

Question Paper Code: CMB004



**INSTITUTE OF AERONAUTICAL ENGINEERING**  
(Autonomous)

MBA I Semester End Examinations (Regular) - February, 2017

Regulation: IARE-R16

**BUSINESS LAW AND ENVIRONMENT**  
(Master of Business Administration)

Time: 3 Hours

Max Marks: 70

---

Answer ONE Question from each Unit

All Questions Carry Equal Marks

All parts of the question must be answered in one place only

---

**UNIT – I**

- (a) Explain the object and nature of the law contract. “Law of contract is not the whole law of agreements nor the whole law of obligations” Comment. [7M]

(b) What do you mean by contingent contract? Explain the rules regarding contingent contract using examples. [7M]
- (a) State the meaning of breach of contract. Explain the remedies available to an aggrieved party on the breach of contract with examples. [7M]

(b) What do you understand by contract of indemnity? Illustrate. Explain the differences between a contract of indemnity and a contract of guarantee. [7M]

**UNIT – II**

- (a) How is a company formed under the Companies Act 1956? What are the consequences of incorporation of a company? [7M]

(b) Explain the compulsory clauses in the memorandum of Association. What are the limitations on power of alteration of the clauses? [7M]
- (a) Must a limited company under the Companies Act have directors? Explain the various modes of appointment of the directors of a company according to Companies Act 2013? [7M]

(b) What is meant by the winding up of a company? Under what circumstances will the court order a compulsory winding up of a company? [7M]

**UNIT – III**

- (a) What is a cheque? How does it differ from a bill of exchange? [7M]

(b) When is a negotiable instrument said to be discharged? Explain the different modes of discharge of an instrument. [7M]
- (a) What is promissory note? What are its essential elements? Give a specimen of a promissory note. [7M]

(b) What do you understand by ‘presentment for acceptance’? When is presentment for acceptance and payment excused? What happens if a negotiable instrument is excused from presentment? [7M]

#### UNIT – IV

7. (a) Describe the characteristics of an environment and the process of analyzing the environment. [7M]
- (b) What are the objectives of Industrial Policy 1991? Describe the changes brought by industrial licensing in the Indian Industry. [7M]
8. (a) Discuss the factors which influence the supply of supply of money in the country. Describe how monetary policy influences inflation. [7M]
- (b) Discuss the role of fiscal policy in economic growth. Describe how taxation control inflation [7M]

#### UNIT – V

9. (a) Explain the structure and various components of balance of payments. [7M]
- (b) What are the causes of disequilibrium in Balance of Payments. Give explanation. [7M]
10. (a) Describe the effects of balance of payments on Indian economy and also trends in India's balance of payments during recent years. [7M]
- (b) What are the different measures to correct disequilibrium in BOP? Explain in detail. [7M]

Hall Ticket No

--	--	--	--	--	--	--	--	--	--

Question Paper Code: CMB005



# INSTITUTE OF AERONAUTICAL ENGINEERING

(Autonomous)

MBA I Semester End Examinations (Regular) - February, 2017

Regulation: IARE-R16

## STATISTICS FOR MANAGEMENT (Master of Business Administration)

Time: 3 Hours

Max Marks: 70

Answer ONE Question from each Unit

All Questions Carry Equal Marks

All parts of the question must be answered in one place only

### UNIT – I

- (a) “Statistics helps to predict future course of action in business” Substantiate. [6M]
  - (b) Describe the characteristics of statistics in Plural sense. [8M]
- (a) Describe the need for collecting data in business statistics. [6M]
  - (b) State any four Management applications of statistics with one example each. [8M]

### UNIT – II

- (a) The table 1 shows the number of skilled and unskilled operators in two small cities. [6M]

Table 1

Category	City A		City B	
	No	Wage/Hours (Rs)	No	Wage/Hours (Rs)
Skilled	150	180	350	175
Unskilled	850	130	650	125

Compute average hourly wage for each community and Comment on the difference in the daily wage & the average wage between the cities

- (b) Compute Karlpearson’s co-efficient of skewness and comment for following data given in Table 2; [8M]

Table 2

Size	1	2	3	4	5	6	7
Frequency	10	18	30	25	12	3	2

- (a) Compute the Geometric Mean for the following data given in Table 3; [6M]

Table 3

Marks	0-10	10-20	20-30	30-40	40-50
No of students	5	7	15	25	8

- (b) Given the following distribution shown in Table 4, [8M]

Table 4

Class interval	0-15	15-30	30-45	45-60	6-75	75-90	90-105
Frequency	8	26	30	45	20	17	4

Compute Inter quartile range, Quartile deviation and Coefficient of Quartile deviation.

### UNIT – III

5. (a) Describe the following data given in Table 5 using histogram. [6M]

Table 5

Variable	10-20	20-30	30-40	40-50	50-60	60-70	70-80	80-90
Frequency	5	15	20	25	35	30	15	10

- (b) In a sample study about coffee in two towns, the following information was obtained; Town A: Female were 40%, Total coffee drinkers are 45% and male coffee drinkers are 20% Town B: Males were 55%, Male non coffee drinkers were 30% and female coffee drinkers were 15%. Select a suitable data representation table and represent the same. [8M]
6. (a) Describe with an example derived tables used in practice [6M]  
 (b) Draw a suitable diagram to represent the following information given in Table 6. [8M]

Table 6

	Selling Price/ Unit	Quantity sold	Unit			
			Wagess	Materials	Misc.	Total
Factory X	400	20	3200	2400	1600	7200
Factory Y	600	30	6000	6000	9000	21000

### UNIT – IV

7. (a) Ten cartoons are taken at random from an automatic filling machine. The mean net weight of the 10 cartoons is 11.8 KG and standard deviation is 0.15 kg. Does the sample mean differ significantly from the intended weight of 12 kg? given  $V=9$ ,  $t@ 5\%$  significance is 2.26. [6M]  
 (b) The number of absenteeism per month in one of the company for past Ten month are 12, 8, 20, 2, 14, 10, 15, 6, 9 and 4 members per month. Is there a consistency in conditions prevailing to absenteeism using chisquare test. [8M]

8. (a) Write standard one way ANOVA Table format and explain the contents. [6M]  
 (b) Find the correlation between Sales and advertisement expenses incurred during the last 10 months, data is given in Table 7. [8M]

Table 7

Advertisement	39	65	62	90	82	75	25	98	36	78
Sales	47	53	58	86	62	68	60	91	51	84

**UNIT – V**

9. (a) Find the fisher’s index for following data given in Table 8. [6M]

Table 8

Commodities	Base year		Current year	
	Price per unit(Rs)	Expenditure(Rs)	Price per unit(Rs)	Expenditure(Rs)
A	2	40	5	75
B	4	16	8	40
C	1	10	2	24
D	5	25	10	60

- (b) The following results were obtained during the computation of fisher’s index.  
 $E_{p0q0}=1040$ ,  $E_{p0q1}=1056$ ,  $E_{p1q0}=1420$ ,  $E_{p1q1}=1448$  Compute the Fisher’s index, Factor reversal test and Time reversal test [8M]

10. (a) From the following data given in Table 9, find the regression equation X on Y [6M]

Table 9

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

- (b) Write short note on [8M]  
 i. Graphic method of Trend Measurement  
 ii. Method of Moving Averages

Hall Ticket No

--	--	--	--	--	--	--	--	--	--

Question Paper Code: CMB302



# INSTITUTE OF AERONAUTICAL ENGINEERING

(Autonomous)

MBA I Semester End Examinations (Regular) - February, 2017

Regulation: IARE-R16

**WTO AND INTELLECTUAL PROPERTY RIGHTS.**

(Master of Business Administration)

**Time: 3 Hours**

**Max Marks: 70**

---

**Answer ONE Question from each Unit**

**All Questions Carry Equal Marks**

**All parts of the question must be answered in one place only**

---

## UNIT – I

- (a) Explain the reasons for replacement of GATT with WTO. [7M]

(b) Explain the dispute resolution mechanism in WTO. [7M]
- (a) Explain the Doha declaration on negotiation and implementation of agreements related to agriculture. [7M]

(b) Indian economy is likely to derive a number of benefits from its membership in WTO, Substantiate. [7M]

## UNIT – II

- (a) Define Intellectual property rights. Explain the need and objectives of World intellectual property organization. [7M]

(b) Explain the basic principles of Berne convention. [7M]
- (a) Why was the Budapest convention signed? Explain the objectives of Budapest convention. [7M]

(b) Write a summary of Paris convention for protection of industrial property. [7M]

## UNIT – III

- (a) Write the list of inventions not patentable as per the patents act. [7M]

(b) Explain the requirements for obtaining a patent? [7M]
- (a) Explain contents of a typical patent specification. [7M]

(b) Explain the provisions governing opposition proceedings to grant of patents. [7M]

## UNIT – IV

- (a) What is an geographical indication. How do goods gain status of GI's. Explain the type of products may be considered GI's. [7M]

(b) Define Design. State Certain Designs which shall not be Registered. [7M]

8. (a) Explain the procedure of registering a Design. [7M]  
(b) Differentiate between a GI and Trade mark. [7M]

**UNIT – V**

9. (a) Differentiate between infringement and passing off of a trade mark. [7M]  
(b) Define Copy right. Explain the exceptions to copyright infringement in India. [7M]
10. (a) Define infringement of Copy right. Explain various remedies available against copy right infringement [7M]  
(b) Explain classifications of assignment of copy rights. [7M]