



<b>Seat No.</b>	
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**D.B.M. (Semester – I) Examination, 2016  
BUSINESS ENVIRONMENT (Paper – II)**

Day and Date : Monday, 18-4-2016

Time : 10.30 a.m. to 1.30 p.m.

Max. Marks : 80

**Instructions:** 1) *All questions are compulsory.*  
2) *Figures to the right indicate full marks.*

1. Select appropriate alternative. 16
- 1) In \_\_\_\_\_ economy consumer enjoy maximum freedom.  
A) Capitalist            B) Socialist            C) Communist      D) Mixed
  - 2) \_\_\_\_\_ is the factor of economic environment.  
A) Executive    B) Machinery  
C) Technology                                         D) National Income
  - 3) \_\_\_\_\_ environment is different at different places.  
A) Social                                  B) Demographic      C) Cultural              D) All of the above
  - 4) Which of the following factor is component of cultural environment ?  
A) Religion                                  B) Vision                          C) Innovation      D) Business
  - 5) There are \_\_\_\_\_ and \_\_\_\_\_ environment for a business.  
A) External and global  
B) Internal and External  
C) Internal and Nation  
D) Political and legal
  - 6) Legal disputes are settled through \_\_\_\_\_ system.  
A) Lawyer                                  B) Legislative                  C) Court                      D) Judge
  - 7) \_\_\_\_\_ is social responsibility of business.  
A) Environment protection                          B) Employees  
C) Share holders                                        D) All of the above



- 8) \_\_\_\_\_ are fundamental right.  
A) Education B) Freedom of speech  
C) Travel D) All of the above
- 9) Technology generates \_\_\_\_\_ employment.  
A) Unskilled B) Untrained C) Skilled D) Uneducated
- 10) GDP and GNP are \_\_\_\_\_ factor.  
A) Political B) Economic C) Legal D) Social
- 11) Internal environment of business consist of  
A) Vision B) Supplier  
C) Mission D) All of the above
- 12) \_\_\_\_\_ means the removal of unnecessary and needless restrictions by the government.  
A) Privatisation B) Liberalisation  
C) Nationalisation D) Globalisation
- 13) In mixed economy \_\_\_\_\_ and \_\_\_\_\_ co exist.  
A) Private and public sector B) MNC and Private  
C) Co-operative and private D) All of the above
- 14) \_\_\_\_\_ factors are uncontrollable factors.  
A) Internal B) Virtual C) External D) None of these
- 15) PSO stand for  
A) Public Sector Undertaking B) Private Sector Undertaking  
C) Private Social Undertaking D) None of above
- 16) \_\_\_\_\_ is the mode of entering into international business.  
A) Export B) Joint venture  
C) Franchising D) All of the above

2. Write short note (**any 4**) :

16

- 1) Advantages of MNC.
- 2) Comment on economic factor.
- 3) Comment on liberalisation.
- 4) Comment on merit of business environment.
- 5) How political factors affect business ?



3. Write short note (**any 4**) : **16**
- 1) Explain problems of MNC.
  - 2) Explain fundamental right.
  - 3) Explain how companies go global.
  - 4) Privatisation.
  - 5) Explain demerits of business environment.
4. Write long answer (**any 2**) : **16**
- 1) Explain in detail impact of globalisation on Indian business.
  - 2) Explain in detail social responsibility of business.
  - 3) Explain in detail technological environment.
5. Write long answer (**any 2**) : **16**
- 1) Explain in detail impact of New Economic Policy and industrial policies on business.
  - 2) Explain in detail cultural environment.
  - 3) Explain in detail internal environment.
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**D.B.M. (Semester – I) Examination, 2016  
FINANCIAL AND COST ACCOUNTING (Paper – III)**

Day and Date : Wednesday, 20-4-2016  
Time : 10.30 a.m. to 1.30 p.m.

Max. Marks : 80

1. A) Fill in the blanks. **8**

- i) \_\_\_\_\_ sales are recorded in Sales Book.
- ii) Salary A/C is \_\_\_\_\_ A/C.
- iii) Contribution = sales less \_\_\_\_\_
- iv) Profit and Loss A/C denotes \_\_\_\_\_ result of business organisation.
- v) Balance-sheet is \_\_\_\_\_ not a Account.
- vi) The word Budget denotes \_\_\_\_\_
- vii) Fixed cost remains \_\_\_\_\_
- viii) WDV means \_\_\_\_\_

B) Choose correct alternative from the following. **8**

- i) Goods sold on credit are recorded in \_\_\_\_\_
  - A) Cash Book
  - B) Sales Book
  - C) Purchase Book
  - D) Sales Return Book
- ii) Pre-paid expenses in trial balance are recorded in \_\_\_\_\_
  - A) Trading A/C
  - B) Profit and Loss A/C
  - C) Balance-sheet
  - D) All of the above
- iii) SLM means \_\_\_\_\_
  - A) Straight Lower Method
  - B) Sun Light Method
  - C) Straight Line method
  - D) None of the above



- iv) \_\_\_\_\_ cost per unit not constant.  
 A) variable      B) fixed      C) semi-fixed      D) both B and C
- v) Trading A/C prepare to find \_\_\_\_\_  
 A) Gross Profit      B) Gross Loss  
 C) Gross Result      D) None of the above
- vi) \_\_\_\_\_ Budget represents cash requirements.  
 A) capital      B) cash      C) master      D) fixed
- vii)  $BEP (units) = \frac{\text{-----}}{\text{contribution per unit}}$   
 A) variable cost      B) fixed cost  
 C) P.V. Ratio      D) All of the above
- viii) Higher P.V. Ratio will show the \_\_\_\_\_  
 A) More Profit      B) More Loss  
 C) More Expenses      D) None of the above

2. A) From the following information calculate : 8
- i) Profit volume Ratio (P/V Ratio)
- ii) BEP (Sales) (in Rs.)
- Fixed cost – Rs. 60,000
- Variable cost per unit – Rs. 3
- Selling price per unit – Rs. 15
- Sales – Rs. 3,00,000
- B) Explain the term BEP and P/V Ratio. 8
3. A) What is meant by Account ? Explain the need of accounting. 8
- B) Explain the term depreciation with SLM and WDV method. 8

OR



3. Write notes on .
- i) Balance-sheet
  - ii) Cost centre
  - iii) Objective of cost A/C
  - iv) Subsidiary Books.
4. Write short notes on (**Any 2**). **16**
- 1) Budget and Budgetary control.
  - 2) Accounting concepts.
  - 3) Importance of financial A/C
  - 4) Cash book.
5. Yoga Ltd. purchased machinery costing Rs. 5,00,000 and paid installation charges Rs.50,000 it's scrap value after five years is Rs. 50,000.
- Prepare machinery A/C and Depreciation A/C for five years. **16**
- OR
- Pass the Journal entries for the following. **16**
- Jan. 1<sup>st</sup> Purchased Machinery for Rs. 30,000
  - Jan. 4<sup>th</sup> Sold old furniture of Rs. 5,000 in exchange of goods.
  - Jan. 6<sup>th</sup> Paid Adv. salary Rs. 3,000 to Mr. yogesh.
  - Jan. 12<sup>th</sup> Purchased goods of Rs. 10,000 @ 10% C.D.
  - Jan. 15<sup>th</sup> Sold Goods of Rs. 5,000 @ 10% T.D. and 5% C.D.
  - Jan. 20<sup>th</sup> Received interest Rs. 1,000
  - Jan. 25<sup>th</sup> Paid Rs. 3,000 to Mrs. Swati in full settlement of Rs. 3,500.
  - Jan. 30<sup>th</sup> Received Rs. 10,000 from Ganesh as loan.
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**D.B.M. (Semester – I) Examination, 2016  
BUSINESS COMMUNICATION (Paper – IV)**

Day and Date : Thursday, 21-4-2016

Max. Marks : 80

Time : 10.30 a.m. to 1.30 p.m.

***N.B. : 1) All questions are compulsory.***

***2) Figures to the right indicate full marks.***

1. Select the correct alternative :

- 1) \_\_\_\_\_ is a dynamic process.
  - a) Communication
  - b) Business
  - c) Transaction
  - d) None of these
- 2) \_\_\_\_\_ means putting the ideas into symbols.
  - a) Decoding
  - b) Encoding
  - c) Sending
  - d) None of these
- 3) \_\_\_\_\_ principle is necessary for effective communication.
  - a) Specific
  - b) Oral
  - c) Written
  - d) None of these
- 4) \_\_\_\_\_ barriers means arising different meanings of words.
  - a) Physical
  - b) Semantic
  - c) Social
  - d) None of these
- 5) \_\_\_\_\_ messages have capacity of being stored as record.
  - a) Oral
  - b) Informal
  - c) Written
  - d) None of these
- 6) \_\_\_\_\_ is mostly used for internal communication to inform the employees.
  - a) Circular
  - b) Meeting
  - c) Discussion
  - d) None of these







2. Write short notes (**any 4**) : **16**
- a) Socio-Psychological barriers
  - b) Circulars
  - c) Listening
  - d) Techniques of presentation
  - e) Interview techniques.
3. Write short notes (**any 4**) : **16**
- a) Process of communication
  - b) Meetings
  - c) Facial expressions
  - d) Fax
  - e) International communication.
4. Write long answers (**any 2**) : **16**
- a) Explain communication and its barriers.
  - b) Write a detail note on body language.
  - c) Explain layout of letters.
5. Write long answers (**any 2**) : **16**
- a) Explain techniques and principles of communication.
  - b) Explain principles of effective oral presentation.
  - c) Explain telecommunication and e-mail.
-





- 8) Judgement sampling is a type of \_\_\_\_\_ sampling method.
- a) Probability
  - b) Multistage
  - c) Non probability
  - d) Area
- 9) \_\_\_\_\_ is the information collected by someone else for some other purpose.
- a) Interpretation
  - b) Secondary data
  - c) Sampling
  - d) Primary data
- 10) In \_\_\_\_\_ sampling maps are used to select the random samples.
- a) Area
  - b) Multiphase
  - c) Quota
  - d) Cluster
- 11) \_\_\_\_\_ is the part or subset of population drawn for investigation.
- a) Reporting
  - b) Classification
  - c) Census survey
  - d) Sample
- 12) \_\_\_\_\_ reports are also known as Problem Solving Reports.
- a) Analytical
  - b) Informal
  - c) Informational
  - d) Private
- 13) In \_\_\_\_\_ observation, respondents are known that they are getting observed.
- a) Plane
  - b) Undisguised
  - c) Disguised
  - d) None
- 14) Chi-square distribution is symbolically written as
- a)  $f$
  - b)  $t^2$
  - c)  $x^2$
  - d) None
- 15) \_\_\_\_\_ research aims at finding a solution for an immediate problem facing a society or organisation.
- a) Analytical
  - b) Descriptive
  - c) Applied
  - d) Fundamental
- 16) \_\_\_\_\_ is a proforma containing a set of questions which is being filled in by enumerators.
- a) Hypothesis
  - b) Schedules
  - c) Questionnaire
  - d) Report



2. Write short notes (**any four**) : **16**
- 1) Features of good design.
  - 2) Types of research.
  - 3) Questionnaire.
  - 4) Stratified random sampling.
  - 5) Chi-square test.
3. Write short notes (**any four**) : **16**
- 1) Primary data.
  - 2) Interpretation.
  - 3) Confidence level.
  - 4) Simple random sampling.
  - 5) Interview.
4. Write long answers (**any two**) : **16**
- 1) Define business research. Explain the research process in detail.
  - 2) Explain different research design.
  - 3) Explain the steps involved in sample design.
5. Write long answers (**any two**) : **16**
- 1) Explain the various types of non-probability sampling methods.
  - 2) Explain how to determine size of sample.
  - 3) Explain the steps in report writing.
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**D.B.M. (Semester – II) Examination, 2016  
MARKETING MANAGEMENT (Paper – I)**

Day and Date : Saturday, 16-4-2016

Max. Marks : 80

Time : 2.30 p.m. to 5.30 p.m.

**Instructions :** 1) **All questions are compulsory.**  
2) Figures to **right** indicate **full marks.**

1. Select the appropriate alternative :

16

- 1) For exchange atleast \_\_\_\_\_ parties are required.  
A) three                      B) one                      C) two                      D) four
- 2) A \_\_\_\_\_ is a descriptive thought that a person hold about something.  
A) attitude                      B) belief  
C) perception                      D) personality
- 3) \_\_\_\_\_ groups are those a person hopes to join.  
A) Aspirational                      B) Opinion  
C) Dissociative                      D) Reference
- 4) \_\_\_\_\_ deals with identifying and meeting human and social need.  
A) Selling                      B) Production  
C) Advertising                      D) Marketing
- 5) \_\_\_\_\_ can be marketed.  
A) Event                      B) Person  
C) Places                      D) All of the above
- 6) \_\_\_\_\_ is a fundamental determinant of person's want and behaviour.  
A) Caste                      B) Culture                      C) Sub culture                      D) Sub caste
- 7) Age, stage in life cycle, marriage are examples of \_\_\_\_\_ factors.  
A) Personal                      B) Confidential  
C) Professional                      D) Family

P.T.O.



- 8) \_\_\_\_\_ are wants for specific products backed by an ability to pay.  
A) Need                      B) Want                      C) Demand                      D) Wish
- 9) A \_\_\_\_\_ is more narrowly defined customer group seeking a distinctive mix of benefits.  
A) rich                      B) mass                      C) poor                      D) niche
- 10) \_\_\_\_\_ are intangible inseparable and variable.  
A) Good                      B) Service                      C) Information                      D) Event
- 11) Media selection depends on its  
A) reach                      B) frequency                      C) impact                      D) all of the above
- 12) \_\_\_\_\_ segmentation involves dividing the market into different geographical unit.  
A) Geographical    B) Niche  
C) Demographic    D) All of the above
- 13) In \_\_\_\_\_ stage of product life cycle profit is improved.  
A) introduction                      B) maturity                      C) growth                      D) decline
- 14) Marketing channel help in following way like  
A) flow of money    B) flow of information  
C) flow of promotion    D) all of the above
- 15) If the performance of product fall short of consumer expectation then customer is  
A) satisfied                      B) disappointed                      C) delighted                      D) unhappy
- 16) Giving price discount is example of  
A) advertising    B) selling  
C) promotion    D) all of the above

2. Write short note (**any 4**) :

16

- 1) Explain need, demand and wants.
- 2) Explain classification of product.
- 3) Explain selling concept.
- 4) Comment on branding.
- 5) Explain challenges faced to sell services.



3. Write short note (**any 4**) : **16**
- 1) Explain factors affecting industrial buying.
  - 2) Explain production concept.
  - 3) Comment on packaging.
  - 4) Opportunities in international marketing.
  - 5) Explain positioning strategies.
4. Write long answer (**any 2**) : **16**
- A) Explain in detail service concept with examples.
  - B) Explain in detail product price, place promotion with examples.
  - C) Define segmentation. Explain various types of segmentation.
5. Write long answers (**any 2**) : **16**
- A) Define marketing. Explain functions of marketing.
  - B) Explain in detail physical evidence, process and people.
  - C) Explain product life cycle.
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**D.B.M. (Semester – II) Examination, 2016  
HUMAN RESOURCE MANAGEMENT (Paper – II)**

Day and Date : Monday, 18-4-2016  
Time : 2.30 p.m. to 5.30 p.m.

Max. Marks : 80

**Instructions :** 1) **All questions are compulsory.**  
2) **Figures to the right indicate full marks.**

1. Select the correct alternative :

16

- 1) \_\_\_\_\_ is broad concept.
  - a) Human Resource Management
  - b) Personnel Management
  - c) Development
  - d) None of these
- 2) In the \_\_\_\_\_ emphasis shifted to human values and productivity through people.
  - a) 1920
  - b) 1940
  - c) 1970
  - d) 1990
- 3) \_\_\_\_\_ level human resource managers handle employees.
  - a) Top
  - b) Middle
  - c) Lower
  - d) None of these
- 4) \_\_\_\_\_ is the process of forecasting a firms future demand and supply of the right type of people in the right number.
  - a) Human Resource Management
  - b) Human Resource Planning
  - c) Selection
  - d) None of these
- 5) \_\_\_\_\_ involves attracting and obtaining as many applications as possible from eligible job seekers.
  - a) Selection
  - b) Interview
  - c) Recruitment
  - d) None of these

P.T.O.



- 6) \_\_\_\_\_ is the crucial step in the HR process and is often used interchangeably.
- a) Selection                                  b) Planning  
c) Job specification                        d) None of these
- 7) \_\_\_\_\_ implies objective testing of the job title, tasks, duties and responsibilities involved in a job.
- a) Job description                            b) Job specification  
c) Job design                                 d) None of these
- 8) \_\_\_\_\_ follows job analysis.
- a) Job evaluation                            b) Job specification  
c) Job design                                 d) None of these
- 9) \_\_\_\_\_ means moving employees from job to job.
- a) Job Enrichment                         b) Job Rotation  
c) Job Design                                 d) None of these
- 10) \_\_\_\_\_ refers to process of imparting specific skills.
- a) Training                                    b) Development  
c) Education                                 d) None of these
- 11) Needs assessment occurs at two levels one group and \_\_\_\_\_
- a) Organisational                            b) Individual  
c) Company                                    d) None of these
- 12) Ice breakers is the technique of \_\_\_\_\_
- a) Development                            b) Training  
c) Management                              d) None of these
- 13) \_\_\_\_\_ means separation of employees based on mutual agreement between company and its employees.
- a) VRS                            b) HRP                            c) HRD                            d) None of these
- 14) \_\_\_\_\_ is the most disciplinary step the employer can take.
- a) Dismissal                                b) Retirement  
c) VRS                                         d) None of these



15) \_\_\_\_\_ is the temporary separation of an employee.

- a) Retrenchment
- b) Lay off
- c) Suspension
- d) None of these

16) \_\_\_\_\_ retirement means separation from the job due to accident or illness.

- a) Premature
- b) Forced
- c) Compulsory
- d) None of these

2. Write short notes (**any 4**) : **16**

- a) Role of HR Manager
- b) Evolution of HRM
- c) Objectives of HRP
- d) Job Description
- e) Selection.

3. Write short notes (**any 4**) : **16**

- a) Job Evaluation
- b) Recruitment
- c) HR Strategies
- d) Man Power Planning
- e) Duties of HR Manager.

4. Write long answers (**any 2**) : **16**

- a) Explain training concept and its methods.
- b) Explain in detail VRS.
- c) Define retirement and explain its kinds.

5. Write long answers (**any 2**) : **16**

- a) Explain in detail difference of Personnel Management and Human Resource Management.
  - b) Explain selection process.
  - c) Write a detail note on needs and objectives of training.
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**D.B.M. (Semester – II) Examination, 2016  
PRODUCTION MANAGEMENT (Paper – III)**

Day and Date : Wednesday, 20-4-2016  
Time : 2.30 p.m. to 5.30 p.m.

Max. Marks : 80

**Instructions :** 1) *All questions are compulsory.*  
2) *Figures to the right indicate full marks.*

1. A) Select the correct alternatives.

8

- 1) Continuous manufacturing system is mostly used for \_\_\_\_\_ product.
  - a) Appropriate
  - b) Semi-finished
  - c) Standard
  - d) Non-standard
- 2) \_\_\_\_\_ maintenance occurs when there is a work stoppage of machine.
  - a) Corrective
  - b) Preventive
  - c) Predictive
  - d) Routine
- 3) Ship building on Aircraft building unit is uses \_\_\_\_\_ type of layout.
  - a) Fixed position
  - b) Cellular
  - c) Product
  - d) Process
- 4) In mass production manufacturing of product carried out on \_\_\_\_\_ scale.
  - a) nominal
  - b) large
  - c) minimal
  - d) small
- 5) \_\_\_\_\_ means step by step conversion of material to another either mechanically or chemically to the end product.
  - a) Maintenance
  - b) Production
  - c) Planning
  - d) Controlling
- 6) \_\_\_\_\_ may be understood as a set of activities which help keep plant, machinery and other facilities in good condition.
  - a) Inspection
  - b) Quality
  - c) Material
  - d) Maintenance



- 7) A good \_\_\_\_\_ results in comfort, safety, efficiency, compactness and profits.
- a) Material  
b) Layout  
c) Machine  
d) None of these
- 8) Production is an \_\_\_\_\_ activity in manufacturing organisation.
- a) marketing  
b) controlled  
c) organised  
d) distribution

B) State the following statement **true** or **false** :

8

- 1) In Intermittent Production System the facilities must be flexible enough to handle variety of products.
- 2) Production is the result of various types of output like men, material, machine and manufacturing services.
- 3) In continues production system the flow of production is continues.
- 4) Job production involves the manufacturing of mass quantity in single time.
- 5) The principle objective of proper plant layout is to maximise the production at the minimum of the costs.
- 6) ABC stands for always bad control.
- 7) Loading provides complete and correct information about the number of machines available and their operating characteristics.
- 8) Capacity planning deals with the procurement of unproductive resources.

2. Write short note (any 4) :

16

- a) Plant maintenance
- b) Intermittent production system
- c) Product layout
- d) ABC analysis
- e) Fixed order quantity system.



3. Write short note (**any 4**) : **16**
- a) Continues Production System
  - b) VED analysis
  - c) Periodic Review System
  - d) Process layout
  - e) Assembly line production.
4. Solve **any two** :
- a) Explain the various functions of Production Planning and Control (PPC). **8**
  - b) Explain the scope of production management. **8**
  - c) Explain the objectives of plant maintenance. **8**
5. Solve **any two** :
- a) Explain various types of plant maintenance. **8**
  - b) Explain the various functions of production management. **8**
  - c) What are the objectives of Production Planning and Control (PPC) ? **8**
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**D.B.M. (Semester – II) Examination, 2016  
FINANCIAL MANAGEMENT (Paper – IV)**

Day and Date : Thursday, 21-4-2016

Max. Marks : 80

Time : 2.30 p.m. to 5.30 p.m.

- N.B. :** 1) **Marks** are indicated on **right** side in brackets.  
2) **All** questions are **compulsory**.  
3) **Use** of calculator is **allowed**.

1. A) Multiple choice questions : (8)

- 1) \_\_\_\_\_ is a borrowed capital for the company.
  - a) Equity shares
  - b) Retained earnings
  - c) Debentures
  - d) Preference Shares
- 2) \_\_\_\_\_ working capital depends upon the fluctuations in demand.
  - a) Permanent
  - b) Fixed
  - c) Core
  - d) Variable
- 3) There is a \_\_\_\_\_ relationship between ordering costs and carrying costs.
  - a) Reverse
  - b) Direct
  - c) Proportionate
  - d) Can't say
- 4) If sales = Rs. 520,000, gross profit = Rs. 120,000,  
Opening Stock = Rs. 46,000 and closing stock = Rs. 54,000/- then  
purchases = Rs. \_\_\_\_\_
  - a) Rs. 400,000
  - b) Rs. 408,000
  - c) Rs. 804,000
  - d) None of these
- 5) Net working capital refers to \_\_\_\_\_
  - a) Total assets
  - b) C.A – C.L.
  - c) C.A – Stock
  - d) Current Assets



- 6) The scope of finance function is concerned with \_\_\_\_\_
- a) Financing Decision                      b) Dividend Decisions  
c) Investment Decision                      d) All of these
- 7) A \_\_\_\_\_ is a payment of additional shares to shareholders in lieu of cash.
- a) Stock split                                      b) Extra Dividend  
c) Bonus shares                                      d) Regular Dividend
- 8) \_\_\_\_\_ ratios relate profits to sales and investments.
- a) Profitability                                      b) Liquidity  
c) Leverage    d) Activity ratios

B) Fill in the blanks :

(8)

- 1) Working capital Turnover Ratio =  $\frac{\text{Net Sales}}{\text{_____}}$
- 2) \_\_\_\_\_ =  $\frac{\text{Current Asset}}{\text{Current Liabilities}}$
- 3) Inventory Turnover Ratio =  $\frac{\text{Cost of goods sold}}{\text{_____}}$
- 4) Acid Test Ratio =  $\frac{\text{_____} - \text{Stock}}{\text{Current Liabilities}}$
- 5) Gross Profit Ratio =  $\frac{\text{Gross Profit}}{\text{_____}} \times 100$
- 6) Ordering cost = \_\_\_\_\_  $\times$  Ordering cost per order
- 7) \_\_\_\_\_ shareholders enjoy the pre-emptive rights.
- 8) Ploughed back profits of the company are also known as \_\_\_\_\_



2. A) A firm is considering investment in a project with the following cash flows : **8**

Year	Cash Flows (Rs.)
1	10,000
2	14,000
3	16,000
4	17,000
5	15,000

The project requires an initial investment of Rs. 40,000 and the required rate of return is 16%.

Present values of Re. 1 at 16% discount rate are :

Year	1	2	3	4	5
P.V.	0.862	0.743	0.641	0.552	0.476

Compute :

a) Pay back period

b) NPV.

B) Discuss Preference Shares in detail. **(8)**

3. A) State the objectives of Inventory Management. **(8)**

B) i) Current assets = Rs. 400,000

Working capital = Rs. 240,000

Calculate current ratio. **(4)**

ii) Current liabilities = Rs. 360,000

Total debts = Rs. 840,000

Total Assets = Rs. 1400,000

Calculate debt – Equity Ratio. **(4)**



4. You are required to estimate working capital required for the level of activity of 6,24,000 units of production. Add 5% for safety. You may assume that production is carried on evenly throughout the year and wages and overheads accrued similarly and a time period of 4 weeks is equivalent to a month. **(16)**

	<b>Amount p.u.</b>
Raw materials	90
Direct labour	40
Overheads	<u>80</u>
Total costs	210
Profit	<u>60</u>
Selling price	270

**Additional Information :**

Raw materials in stock-1 month; Materials in process –  $\frac{1}{2}$  month; Finished goods in stock-four weeks; Credit allowed by suppliers one month; Credit allowed to customers – eight weeks; lag in payment of wages – one and half week; lag in payment of overheads one week; 20 per cent of sales are cash sales and cash at bank expected Rs. 60,000.

5. What is cash management ? What are the motives of holding cash ? **(16)**

OR

What is working capital ? Discuss the various determinants of working capital. **(16)**

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Seat No.	
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**D.B.M. – I (Semester – II) Examination, 2016  
ORGANISATIONAL BEHAVIOUR (Paper – V)**

Day and Date : Friday, 22-04-2016

Max. Marks : 80

Time : 2.30 p.m. to 5.30 p.m.

**Instructions :** i) **All questions are compulsory.**  
ii) **Figures to the right indicate full marks.**

1. Select the correct alternative : 16
- 1) Face to face communication become more effective if accompanied with appropriate
    - a) Gesture
    - b) Expression
    - c) Language
    - d) None of these
  - 2) The most important principle when drafting sales letter is
    - a) Completeness
    - b) Correctness
    - c) You attitude
    - d) Conciseness
  - 3) \_\_\_\_\_ is concerned with the study of human behaviour at work.
    - a) Organisational behaviour
    - b) Individual
    - c) Behaviour
    - d) None of these
  - 4) OB studies an \_\_\_\_\_ as a whole person.
    - a) Human
    - b) Individual
    - c) Organisation
    - d) None of these
  - 5) A \_\_\_\_\_ culture is characterised by the organisations core values.
    - a) Strong
    - b) Weak
    - c) Culture
    - d) None of these
  - 6) \_\_\_\_\_ theory was propounded by new comb.
    - a) Balance
    - b) Exchange
    - c) Homan's
    - d) None of these



- 7) \_\_\_\_\_ element which affects employee behaviour.
- a) Organisational Climate
  - b) Organisation
  - c) Development
  - d) None of these
- 8) \_\_\_\_\_ groups are formed to complete a specific project.
- a) Task
  - b) Command
  - c) Project
  - d) None of these
- 9) In \_\_\_\_\_ structure tasks are divided into specialised jobs.
- a) Mechanistic
  - b) Organic
  - c) Vertical
  - d) None of these
- 10) The basis by which jobs are grouped together is called
- a) Departmentalization
  - b) Co-ordination
  - c) Division of work
  - d) None of these
- 11) A document that outlines the contents of a forthcoming meeting is known as
- a) Notice
  - b) Agenda
  - c) Minutes
  - d) Resolution
- 12) \_\_\_\_\_ prefer to work in isolation.
- a) Extrovert
  - b) Introvert
  - c) Emotional
  - d) None of these
- 13) Personality can be traced to the Latin word
- a) Personal
  - b) Person
  - c) Personified
  - d) None of these
- 14) \_\_\_\_\_ factors are those factors which influence our behaviour.
- a) Internal
  - b) External
  - c) Both (a) and (b)
  - d) None of these
- 15) \_\_\_\_\_ face psychological crisis in each stage of personality development.
- a) Individual
  - b) Group
  - c) Human
  - d) None of these
- 16) \_\_\_\_\_ is an attitude about employees loyalty to their organisation.
- a) Organisational commitment
  - b) Job involvement
  - c) Satisfaction
  - d) None of these



2. Write short notes (**any 4**) : **16**
- a) Vertical structure
  - b) Four building blocks
  - c) Organisational culture
  - d) Homan's theory of group formation
  - e) Nature of perception.
3. Write short notes (**any 4**) : **16**
- a) Job satisfaction
  - b) Importance of teams
  - c) Perceptual selectivity
  - d) Importance of OB
  - e) Functions of business letter.
4. Write long answers (**any 2**) : **16**
- a) Define structure, explain its types.
  - b) Write a detail note on evolution of O.B.
  - c) Explain perception process.
5. Write long answers (**any 2**) : **16**
- a) Explain the development of personality
  - b) Define culture and explain its types
  - c) Define group. Explain types of formal groups.
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