

1- Question Bank

Subject - Principle & Practices of Management

- Q.1) Define term Management? Write role of Manager in Management?
- Q.2) Describe the functions of Management in details?
- Q.3) what is mean by planning? Write note on planning process?
- Q.4) Define term MBO (Management By Objective) .
- Q.5) Elaborate 14 principle of Management in details?
- Q.6) what mean by Controlling? Discuss techniques of controlling?
- Q.7) Discuss approaches of Management in details?
- Q.8) what are the challenges & opportunities of Management in 21st century?
- Q.9) Write human resource planning process in details?
- Q.10) what mean by Departmentalization? Write types of Departmentalization?
- Q.11) Write short note on following?
- a) Benchmarking
 - b) TQM
 - c) Recruitment & selection
 - d) Span of Management
 - e) Responsibility & Authority
 - f) Dabbewala Management
 - g) Accoutability
 - h) Six Sigma

2- Question Bank

Subject: Management Accounting

1. Explain in detail various concepts of Financial Accounting.
2. Distinguish between Management Accounting and Cost Accounting
3. Distinguish between Management Accounting and Financial Management
4. Distinguish between Financial and Cost accounting
5. Explain in brief various types of costing.
6. Briefly describe SLM and WDV methods of Depreciation.
7. The following balances appear in the trail balance of Viraj and Co. relating to the accounts for the year ending Mar 31, 2007

Wages a/c Rs. 30,000

Salaries A/c Rs 40,000

Rent a/c Rs. 5,000

Advertising a/c Rs. 17,000

It is found that the following adjustments have not been made in the books

1. Wage due but not paid Rs. 3000
2. Salaries paid in advance Rs. 2,000
3. Unpaid Rent Rs. 1,000
4. Advertising Expenses not recorded in books Rs. 2,000

You are required to show how these items would appear in Trading, Profit and Loss Accounts & balance sheet.

8. Prepare a store ledger from the following transactions adopting the FIFO method of Pricing out issues

2007 March:

- 1 Opening balance 200 Units at Rs. 2 per unit
- 2 Purchased 600 units at Rs. 3 per unit
- 6 Issued to production 600 Units
- 12 Purchased 400 units at Rs. 3.40 per unit
- 22 Issued 300 Units
- 26 Purchased 500 Units at Rs. 3.50 per unit
- 30 Issued 200 Units

9. The cost of manufacturing 5000 units of a product consists of:

Material Rs.20000

Wages Rs.25000

Chargeable Expenses Rs. 400

Fixed Factory Overheads Rs. 16000

Variable Factory Overheads Rs. 4000

For manufacturing every 1000 extra units of the product, the cost of production increases are as follows:

Materials – proportionately

Wages- 10% less than proportionately

Chargeable Expenses- No extra cost whatsoever

Fixed Factory Overheads- Rs 200 extra

Variable Factory Overheads- 25% less than proportionately

a) Calculate the estimated cost of producing 8000 units of the product.

b) Also, find out the cost of 8000 units, if the total factory overheads from 80% of the total wages

10. Enter the transactions in the

a) Sales book and post them to the ledger accounts 2013

July 1 Sold two sarees to Hema @ Rs.15000 less 5% trade discount

July 2 Supplied one saree to Seema Rs. 17000

July 3 Babita purchased one saree from us Rs. 2000

July 4 Cash Sales Rs. 10000

July 8 Invoiced 4 Sarees to Jaya Rs.24000

July 9 Sold old computer Rs.10000

July 10 Sold dress material to Rekha Rs.1000

b) From the following information prepare a trail balance as on 30th June 2012

Discount allowed	1000
Capital	8000
Purchases	12000
Sales	20000
Rent Payable	2000
Discount Receivable	1000
Expenses A/c	500
Drawings A/c	2500
Assets	10000
Commission	2000
Rent	3000

11. Prepare a store ledger from the following using weighted average method of pricing 2013

1 ½ opening stock 200 units costing rs.2000 receipts:

3/2 3000 Units @ Rs 12 p.u

5/2 100 Units @ Rs.16 p.u

8/2 200 Units @Rs.13 p.u

9/2 100 units @ _

Issues:

2/2 100 Units

4/2 200 Units

7/2 200 Units

The physical verification on 6th Feb, 2013 revealed a shortage of 10 units.

12. The following figures are available from the records of V.K.Enterprises as on 31st March, 2012 and 2013

	2012 (Rs.) Lakh	2013 (Rs.) Lakh
Sales	150	200
Profit	30	50

Calculate:

- a) P/V Ratio and fixed expenses
 - b) The Breakeven level of sales
 - c) Sales required to earn a profit of Rs. 90 Lakhs
 - d) Profit/Loss that would arise if the sales were Rs.280 lakhs
13. Describe the various Inventory Valuation methods.
14. What is computerized accounting? State its features and application.
15. Write short notes on:
- a) Angle of Incidence
 - b) Subsidiary books
 - c) Need of Accounting
 - d) Features of Tally Package
 - e) Cost Unit and Cost centre
 - f) Bank Reconciliation Statement
 - g) Inventory Valuation Methods
 - h) Margin of Safety
 - i) Depreciation Policies
 - j) Trail Balance
 - k) Indirect expenses

***Note: Problems to be covered from Unit I to Unit IV of the syllabus**

3- Question-Bank

Mathematics & Statistics for Management

- 1) Define Function. Give in brief types of functions.
- 2) What is matrix? Explain types of matrix.
- 3) What is central tendency? Give types of central tendency.
- 4) What is measure of dispersion? Define range, mean deviation, quartile deviation, standard deviation & variance.
- 5) Define correlation. Give types of correlation.
- 6) Give in brief about discrete & continuous probability distribution.
- 7) What is time series? Give components of time series.
- 8) What is index number? Explain methods of measuring index.

***Short-Notes:-**

- 1) Binomial probability distribution
- 2) Poisson Probability distribution
- 3) Normal probability distribution

4- Question Bank

Subject: Managerial Economics

1. What is Elasticity of Demand? State its types.
2. Elaborate different theories of Business Cycles.
3. What is monopolistic competition? Explain features of monopolistic competition.
4. What is meaning of cost plus pricing? State its merits and demerits?
5. Explain nature and scope of Managerial Economics.
6. State the properties of indifference curve.
7. What do you mean by price elasticity? State its types.
8. Elaborate short run and long run cost curves.
9. Explain features of monopolistic competition. State short run price output determination process in it.
10. State various types of price discrimination.
11. Explain Schumpeter's theory of Profit.
12. State the salient features of long run average cost curve.
13. Examine law of variable proportion.
14. Define income elasticity of demand and distinguish its various types
15. Review Hicks theory of Trade Cycle.
16. How price and output are determined in the long run under monopoly.
17. Explain factors affecting decision making.
18. State advantages and disadvantages of cost plus pricing method.
19. Review the Revealed Preference Theory of Utility Analysis.
20. State features of Perfect Competition.
21. What are the steps involved in analysis of risky decisions.
22. What is demand forecasting? State its types.
23. Explain least cost input combination method.
24. Explain firm's equilibrium in short run under perfect competition.
25. Explain cost plus pricing method.
26. Write short notes on:
 - a. Schumpeter's Theory of Profit
 - b. Consumer's Surplus
 - c. Innovation Theory of Profit
 - d. Production Function
 - e. Exceptions to Law of Demand
 - f. Economies of Scale
 - g. Hicks theory of business cycle
 - h. Samuelson's theory of business cycle
 - i. Oligopoly Market
 - j. Control of Business Cycles
 - k. Defects of cardinal utility analysis

- l. Increasing Returns to scale
- m. Law of Demand
- n. Profit planning and control
- o. Opportunity Cost
- p. Product differentiation
- q. Production Function
- r. Hawtrey's theory of Business Cycle
- s. Break Even analysis
- t. Incremental Pricing
- u. Knight's theory of Profit

5-Question Bank

Subject: - Information Technology for Management

UNIT-I

- Q-1- What is Information Technology? Write IT applications in management.
- Q-2-What is Computer? Explain Different Types of Computer Software.
- Q-3- Define Internet, Intranet and Extranet.
- Q-4- Write the Difference between Internet, Intranet and Extranet.
- Q-5- What are the functions of Operating system?
- Q-6- What is Topology? Explain Different types of Topology with their advantages and Disadvantages.

UNIT-2

- Q-1- What is E-Commerce? Describe Different types of E-Commerce.
- Q-2- What is E-Business? Describe the Architecture of E-Business.
- Q-3-Define E-Banking. Write Need and significance of E-Banking.
- Q-4- What is E-Payment? Write Threats and Control measures in e-payment.
- Q-5- what is e-payment? What are the different types of e-payment

UNIT- 3

- Q-1-** Define DBMS? Write the Advantages and Disadvantages of DBMS.
- Q-2-**What is DBMS? Discuss the various database models.
- Q-3- What is Normalization? Explain different types of Normal forms with suitable example.
- Q-4- Explain the Role of DBA.

UNIT-4

- Q-1-** What do you mean by Data warehouse? Explain the component architecture of Data Warehouse.
- Q-2-What is Data mining? Explain KDD Process.
- Q-3- What is Data mining? Discuss Various Data mining Tools.
- Q-4- What is Data mining? Explain the need and significance of DM.

6-Question Bank

Subject: - Business Communication

UNIT-1

Q-1- What is Business Communication? Explain the Process of Communication.

Q-2- What is Communication? Write importance and objectives of communication

Q-3- Describe the Forms of Communication.

Write Short Notes.

- a) Barriers of Communication
- b) Principles of Communication
- c) Techniques of effective communication

UNIT-2

Q-1 –What do you mean Written Communication? Write the Advantages and Disadvantages of written Communication

Q-2- What is a report? Write the different types of Reports.

Q-3- What is Business Letters?Describe layout of Business Letters.

UNIT-3

Q-1-Write the Advantages and Disadvantages of oral Communication.

Q-2- Write Importance of Listening in Communication.

Write short Notes.

- a)Group Discussion
- b) Body language
- c)Gesture
- d) Interview

UNIT-4

Q-1-What are the Ethics in Business Communication?

Write short Notes.

- a)SMS
- b)Videoconferencing
- c) E-Mail
- d)Social Media

7-Question Bank

Organizational behavior

UNIT-1

- 1} Define OB and explain in detail various discipline contributed to OB.
- 2} Explain in detail Approaches of OB
- 3} Short Note-Historical Evaluation of OB

UNIT-2

- 1} Explain in detail various factor affected by individual behavior
- 2} Define Personality and explain determinants of personality
- 3} Define Perception? Explain in detail perceptual process.
- 4} Short Note
 - a) Attitude
 - b) Value

UNIT-3

- 1} Explain in detail Maslow's theory of motivation
- 2} Define Leadership? Explain theories of leadership
- 3} Define Stress? Explain coping strategies of Stress
- 4} Short Note
 - a) Conflict Resolution
 - b) Leadership Role

UNIT-4

- 1} Define organizational development? Explain in detail various development techniques of organizational development.
- 2} Short Note
 - a) Organizational Culture
 - b) Organizational Change

8-Question Bank

Legal Framework of Business

Long Answer Questions

1. Define company. Distinguish company from partnership.
2. Define contract. Explain essential elements of valid contract.
3. Explain the characteristics of negotiable instruments.
4. Explain nature and scope of IT Act 2000.
5. What is promissory note? What are the essential elements of promissory note?
6. Explain how discharge of contract takes place. What are the remedies for breach of contract?
7. Which are the consumer redressal agencies? Explain their nature.
8. Explain the essentials of contract of sale of goods Act.

Short Answer Questions

1. Unpaid seller and his rights.
2. Crossing of cheques.
3. Unfair trade practices.
4. Winding up of companies.
5. Restrictive trade practices.
6. Minor's contract.
7. Consumer.
8. Dishonor of cheques.
9. SEBI Act.
10. Digital signature.