SIDDHARTH INSTITUTE OF ENGINEERING & TECHNOLOGY:: PUTTUR
(AUTONOMOUS)
MBA I Year I Semester Supplementary Examinations August-2024
MANAGEMENT & ORGANIZATIONAL BEHAVIOUR

Time: 3 Hours **Max. Marks: 60**

SECTION – A
(Answer all Five Units **5 x 10 = 50** Marks)

UNIT-I

1	a	Enumerate the various objectives of management.	CO1	L2	5M
	b	Relate the contribution of F.W. Taylor or Henri Fayol to the theories of management.	CO1	L4	5M

OR

2	a	Distinguish between management and administration.	CO1	L2	5M
	b	Give a description of administrative theories of management.	CO1	L2	5M

UNIT-II

3	a	Distinguish between formal and informal organizations.	CO2	L3	5M
	b	Make a brief description on types of organization structures.	CO2	L2	5M

OR

4	Establishing standards, comparing actual results with standards and taking corrective actions are the steps included in which function. Discuss in detail.	CO2	L4	10M

UNIT-III

5	a	Define personality? Briefly explain about the determinants of personality.	CO3	L4	5M
	b	Distinguish between Introversion and Extraversion.	CO3	L3	5M

OR

6	Compare and contrast operant conditioning with classical conditioning. Provide examples of each.	CO3	L3	10M

UNIT-IV

7	a	Describe in detail Porter and Lawler"s model of motivation.	CO4	L3	5M
	b	What is leadership? Explain the leadership theory of Managerial Grid.	CO4	L2	5M

OR

8	Review the hygiene and motivators in the two-factor theory of motivation. Do you agree with the distinction between hygiene factors and motivators? Are there any hygiene factors that you would consider to be motivators?	CO4	L5	10M

UNIT-V

9	a	What are the major factors determining the organizational change?	CO5	L3	5M
	b	Explain in detail Lewin"s model of Change management.	CO5	L2	5M

OR

10	Discuss the Johari window model for analyzing interpersonal relationship.	CO5	L3	10M

11 Case Study: **1 x 10 = 10** Marks

Two companies X and Y producing 40 count cotton yarn with similar levels of investment, size, and labor force have been competing with each other. All their costs, such as raw materials, power, wages, administrative, sales, interest, and depreciation expenses, have been the same. Company X has been earning around 1.2 times of the net profit level when compared to the net profit earned by company Y. The management of company Y appointed a taskforce to find out the reasons for the same. On detailed analysis carried over by the task force, it was found that the motivation level of employees of company X was relatively far higher than that of company Y. it was mainly on account of certain facilities provided to company X such as environment on the shop floor in terms of space for movement, lighting arrangements, canteen facilities, pickup and drop facility from home to company and back and a free membership of a local club. It was also found that emphasis of company X had free access to top management and every month employees achievements used to be recognized by giving them token prizes; handed over to them by the top management in person in a function organized by the company.

Questions:

i) Elaborate the benefits provided by company X as per the Hertzberg"s Two factor theory.

ii) Discuss the impact of the provisions provided by company X on the performance of employees and more returns for company X.

*** END ***

SIDDHARTH INSTITUTE OF ENGINEERING & TECHNOLOGY:: PUTTUR
(AUTONOMOUS)
MBA I Year I Semester Supplementary Examinations August-2024
ACCOUNTING FOR MANAGERS

Time: 3 Hours   Max. Marks: 60

SECTION – A
(Answer all Five Units **5 x 10 = 50** Marks)

UNIT-I

1	Explain the Generally Accepted Accounting Principles.	CO1	L2	**10M**
	OR			
2	Define accounting. Explain about advantages and disadvantages of accounting.	CO1	L2	**10M**

UNIT-II

3	A company acquired a machine on 1.1.2018 at a cost of 40000 and spent on 1000 on its installation .The firm writes off depreciation at 10% on the straight line method and diminishing balance method. The books are closed on 31stDecember of each year .show the machinery account for 3 years.	CO2	L5	**10M**
	OR			
4	a Elucidate the straight line method.	CO2	L2	**5M**
	b Write a short on Diminishing Balance method.	CO2	L2	**5M**

UNIT-III

5	Explain the steps in the preparation of funds flow statement.	CO3	L2	**10M**
	OR			
6	Distinguish between cash flow statements and funds flow.	CO3	L3	**10M**

UNIT-IV

7	From the following data calculate the break even point.	CO4	L5	**10M**

Direct material per unit   3
Dircect labour per unit   2
Fixed overhead (Total)   10,000
Variable overhead 100% on direct labour
Selling price per unit ₹ 10
Trade discount5%
Also determine the net profits ,if sales are 10% above the break even point.

OR

8	a What is meant by marginal cost and difficulties?	CO4	L2	**5M**
	b Describe the make or buy and fixing selling price.	CO4	L2	**5M**

UNIT-V

9	a write a short note on Stanard costing with example.	CO5	L2	**5M**
	b Explain the material variance and labour variance.	CO5	L2	**5M**
	OR			
10	A manufacturing concern which has adopted standard costing furnishes the following information:	CO5	L5	**10M**

Standard :
Material for 70 kg finished products 100kg
Price of material   ₹ 1 per kg
Actual:
Output 2,10,000 kg
Material used 2,80,000 kg
Cost of ,materials.   ₹2,52,000
Calculate : (a) Material usage , (b) Material price variance ,
              (c) Material cost variance .

11

The following balance were extracted from the books of Mr Govind on March 31, 2020.You are required to prepare a Trading account and profit and loss account for the year ended March 31, 2020 and a Balance sheet as on that date.

Particulars	₹	Particulars	₹
Purchase	75000	capital	60000
Return inwards	2000	creditors	30000
Opeingstock	10000	sales	1200000
Freight inwards	4000	Return outwards	1000
wages	2000		
Investments	10000		
Bank charges	1000		
Land	30000		
machinery	30000		
Building	25000		
Cash at bank	18000		
Cash in hand	4000		
total	2,11,000		2,11,000

Additional information :

        1.closing stock ₹ **9000**

        2.Provide depreciation @10% on machinery

        3.Interest accrued on investment ₹ 2000

*** END ***

SIDDHARTH INSTITUTE OF ENGINEERING & TECHNOLOGY:: PUTTUR
(AUTONOMOUS)
MBA I Year I Semester Supplementary Examinations August-2024
MANAGERIAL ECONOMICS

Time: 3 Hours **Max. Marks: 60**

SECTION – A
(Answer all Five Units **5 x 10 = 50** Marks)

UNIT-I

1	a	Define Managerial Economics. Explain its Nature in detail	CO1	L1	5M
	b	What are the roles of managerial economist in an organization?	CO1	L2	5M

OR

2	a	What is Game theory? How it is useful in context of managerial decision making process.	CO1	L1	5M
	b	Explain about Managerial theories of firm.	CO1	L2	5M

UNIT-II

3		Define elasticity of demand and discuss its type with the help of examples.	CO2	L1	10M

OR

4	a	Write a short note Delphi method.	CO2	L2	5M
	b	Discuss in detail the elasticity of supply.	CO2	L2	5M

UNIT-III

5	a	What do you mean by production? discuss various factors of production.	CO3	L2	5M
	b	What is Cobb-Douglas Production Function?	CO3	L2	5M

OR

6	a	Explain the law of production with one-variable input.	CO3	L2	5M
	b	Examine the usefulness of break even analysis.	CO3	L4	5M

UNIT-IV

7		Define market.Eplain state features of Perfect competition market.	CO4	L2	10M

OR

8	a	In a skimming price is that where the initial price is high and slowly lowering them- comment on this statement.	CO4	L3	5M
	b	Elaborate the concept "Pricing of multiple products" system.	CO4	L4	5M

UNIT-V

9		Evaluate the methods of measuring national income. Which one do you like the most and why.	CO5	L4	10M

OR

10	a	Examine the characteristics of inflation.	CO5	L4	5M
	b	"Phases of business cycle-steps to avoid business cycles'. Substantiate this statement.	CO5	L3	5M

SECTION – B
(Compulsory Question)

11   **1 x 10 = 10** Marks

Firms in India are losing productivity because of Facebook. Office staff are spending too long on the social networking site. According to The Associated Chambers of Commerce and Industry (Assocham) employees use Orkut, Facebook, Myspace, and Linkedin for "romancing" and other purposes. On average, employees spend an hour a day on sites like Facebook. This reduces productivity by 12.5%. Nearly half of office employees accessed Facebook during work time. Some 83% saw nothing wrong in surfing at work during office hours. In September 2009 Portsmouth City Council in England banned staff from accessing Facebook on its computers when it was discovered that they spent, on average, 400 hours on the site every month.

Question

i) What is meant by productivity?

ii) Analyze the impact on a fall in productivity on costs.

iii) Analyze the possible consequences for businesses in India of banning access to Facebook and other social networking sites.

iv) Do you think access should be denied?

*** END ***

SIDDHARTH INSTITUTE OF ENGINEERING & TECHNOLOGY:: PUTTUR
(AUTONOMOUS)
MBA I Year I Semester Supplementary Examinations August-2024
MANAGEMENT INFORMATION SYSTEM

Time: 3 Hours　　　　　　　　　　　　　　　　　　　　**Max. Marks: 60**

SECTION – A

(Answer all Five Units **5 x 10 = 50** Marks)

UNIT-I

1	a	Enumerate the most important features of an MIS.	CO1	L1	5M
	b	What are the benefits of Management Information System?	CO1	L1	5M

OR

2	a	Define Information System and examine the architecture of Information System.	CO1	L3	5M
	b	Explain EDI interfacing with Managing Information System.	CO1	L2	5M

UNIT-II

3		Discuss about the decision support system	CO2	L2	10M

OR

4	a	Identify the advantages of Knowledge Work Systems.	CO2	L3	5M
	b	Differentiate between public and private Information System.	CO2	L2	5M

UNIT-III

5	a	What is System Development and why is it important?	CO3	L3	5M
	b	Explain the data base management system role in MIS.	CO3	L2	5M

OR

6	a	What are the approaches of MIS Development?	CO3	L1	5M
	b	Explain the functions of data base management system with example.	CO3	L2	5M

UNIT-IV

7		Define software metrics. Explain software metrics applications.	CO4	L1	10M

OR

8	a	Differentiate between verification and validation.	CO4	L2	5M
	b	Discuss the different types of security Testing in detail.	CO4	L3	5M

UNIT-V

9		Define ERP. What are the major objectives of any organization to implement an ERP System?	CO5	L5	10M

OR

10		What are the advantages and disadvantages of CRM package.	CO5	L1	10M

(Compulsory Question)

11

1 x 10 = 10 Marks

Business Scenario of ABC Corporation

The ABC Corporation is a newly established company and the owner is looking for an efficient method of collecting, storing, and manipulating data. The corporation offers a variety of pet supplies and is initially a retailer that is currently selling products only online. As the corporation grows, it plans to also include physical retail locations in which to add services to the company's offerings.

As a startup business, the ABC corporation needs to implement a database management system to allow the collection and sharing of business data among the employees; thus, the database management system should allow for multiple users. The corporation is currently gathering information about database management systems and seeking a contractor to create and implement the system. Business data will be organized in a logical manner and will be retrieved using a client-server network.

In your analysis provide the ABC Corporation with information on database management systems and a recommendation from a contractor's perspective. Information you are providing the ABC Corporation should include the following:

1. Provide a definition of a database management system (DBMS) and discuss the purpose(s) in business.

2. Introduce the business scenario to analyze and discuss the benefits of implementing a database management system.

3. Describe what business data the company would benefit from collecting and manipulating.

*** END ***

SIDDHARTH INSTITUTE OF ENGINEERING & TECHNOLOGY:: PUTTUR
(AUTONOMOUS)
MBA I Year I Semester Supplementary Examinations August-2024
BUSINESS COMMUNICATIONS

Time: 3 Hours   **Max. Marks: 60**

SECTION – A
(Answer all Five Units **5 x 10 = 50** Marks)

UNIT-I

1	a Briefly discuss the various approaches used in business communication.	CO1	L4	5M
	b Discuss the importance of feedback in organization.	CO1	L2	5M

OR

2	"Communication is the nervous system of a business organization". Do you agree? Substantiate your argument".	CO1	L5	10M

UNIT-II

3	a Write in detail about the different layouts of business letters.	CO2	L1	5M
	b What are the "7c" principles for business correspondence?	CO2	L1	5M

OR

4	a Elucidate the various steps involved in writing effective memo.	CO2	L3	5M
	b How do you write a formal business letter? Give example.	CO2	L3	5M

UNIT-III

5	Mention the Common guidelines for business letters, memos and emails.	CO4	L2	10M

OR

6	a Enumerate the importance of non-verbal communication in the business scenario and list down its limitations.	CO3	L4	5M
	b What skills do you need to be a good public speaker?	CO3	L3	5M

UNIT-IV

7	a Explain the steps required for writing a routine business report.	CO5	L4	5M
	b Write a note on corporate proposal in detail.	CO5	L1	5M

OR

8	a Define business report. What are the parts included in business reports?	CO5	L1	5M
	b What is the importance of organizing and preparing business reports and proposals?	CO5	L4	5M

UNIT-V

9	a What is video resume? What are the steps involved in creating video resumes?	CO6	L1	5M
	b Distinguish between video resumes and traditional resumes.	CO6	L2	5M

OR

10	Prepare a resume for the job of marketing manager by highlighting your achievements.	CO6	L4	10M

SECTION – B
(Compulsory Question)

The president of Goodwill Corporation Ltd.,Mr Abhishek Mukherji, wanted to facilitate upward communication. He believed an open-door policy was a good option. He announced that his own door was open to all employees and encouraged senior managers to do the same. He felt this would give him a way to get early warning signals that would not be filtered or redirected through the formal chain of command Mukherji found that many employees who used the open-door policy had been with the company for years and were comfortable talking to the president, Sometimes messages came through about inadequate policies and procedures. Mukherji would raise these issues and explain any changes at the next senior managers meeting. The most difficult complaints to handle were those from people who were not getting along with their bosses.

One employee, Anand, complained bitterly that his manager had over committed on behalf of the department and put everyone under tremendous pressure, Anand argued that long hours and low morale were major problems. However, he would not allow Mukherji to either bring the manager into the discussion or seek out other employees to confirm the complaint. Although Mukherji suspected thar Anand might be right, he could not let the matter lie and said, Have you considered leaving the company?' This made Anand realize that a meeting with his immediate boss was unavoidable.

Before the three-party meeting, Mukherji contacted Anand's manager and explained what was going on. He insisted that the manager come to the meeting willing to listen and without hostility towards Anand. During the meeting, Anand's manager listened attentively and displayed no ill will. He learned the problem from Anand's perspective and realized he was over his head in his new job. After the meeting, the manager said he was relieved. He had been promoted into the job from a technical position just a few months carlier and had no management or planning experience. He welcomed Mukherji's offer to help him do a better job of planning.

Questions:

1. What techniques increased Mukherjee's communication effectiveness?

2. Do you think that an open-door policy was the right way to improve upward communication? What other techniques would you suggest?

3. What problems do you think an open-door policy creates Do you think many employees are reluctant to use it? Give reasons for your answer.

*** END ***

SIDDHARTH INSTITUTE OF ENGINEERING & TECHNOLOGY:: PUTTUR
(AUTONOMOUS)
MBA I Year I Semester Supplementary Examinations August-2024
BUSINESS AND CYBER LAWS

Time: 3 Hours   Max. Marks: 60

SECTION – A
(Answer all Five Units 5 x 10 = 50 Marks)

UNIT-I

1	What is business law? Explain the need of legal aspects of business.	CO1	L1	10M

OR

| 2 | What is Consideration? Give an account on legal rules of Consideration. | CO1 | L1 | 10M |

UNIT-II

| 3 | Distinguish between Sale and Agreement to Sell. | CO2 | L3 | 10M |

OR

| 4 | Explain types of Goods. | CO2 | L2 | 10M |

UNIT-III

| 5 | List out the Latest amendments in Company Act. | CO3 | L1 | 10M |

OR

| 6 | Write a Short notes on
i) Public Limited Company
ii) Private Limited Company | CO3 | L1 | 10M |

UNIT-IV

| 7 | Explain the different components of GST. | CO4 | L2 | 10M |

OR

| 8 | What are different Sources of Tax Deductions? | CO4 | L1 | 10M |

UNIT-V

| 9 | What are duties of Cyber Subscribers? | CO5 | L1 | 10M |

OR

| 10 | List out the advantages of the E-Governance. | CO5 | L1 | 10M |

SECTION – B
(Compulsory Question)

1 x 10 = 10 Marks

11 A contract to sell B, by showing sample, certain quantity of rape-speed oil describes as „foreign refined rape-seed-oil". The oil when delivered, matches with the sample but is not foreign refined rape-seed oil. Refusing to the provisions of the sale of goods Act, 1930, Advise the remedy, if any, available to B.

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SIDDHARTH INSTITUTE OF ENGINEERING & TECHNOLOGY:: PUTTUR
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MBA I Year I Semester Supplementary Examinations August-2024
BUSINESS STATISTICS FOR MANAGERS

Time: 3 Hours   **Max. Marks: 60**

SECTION – A
(Answer all Five Units **5 x 10 = 50** Marks)

UNIT-I

1	a	Is statistics art or science? Explain.	CO1	L2	5M
	b	What are the limitations of statistics.	CO1	L3	5M

OR

2	a	Explain in detail about the objectives and scope of statistics.	CO1	L2	5M
	b	Explain the relation of statistics with other disciplines.	CO1	L1	5M

UNIT-II

3	Calculate Standard Deviation from the following data.	CO2	L5	10M

Marks	0-10	10-20	20-30	30-40	40-50	50-60
No. of students	10	18	27	32	24	09

OR

4	a	What are the application of measures of central tendency	CO1	L2	5M
	b	What are the applications of Dispersion. Explain.	CO1	L2	5M

UNIT-III

5	a	Give a brief explanation about classification of data.	CO3	L3	5M
	b	Explain different types of graphs.	CO3	L2	5M

OR

6	a	Explain different types of Graphs in data representation with an example	CO3	L2	5M
	b	What are the rules of constructing a questionnaire?	CO3	L2	5M

UNIT-IV

7	The following data relate to the prices and supplies of a commodity during a period of nine years. What is correlation coefficient?	CO4	L4	10M

Price(Rs)	40	45	65	75	77	87	69	94	43
Supply(Kg	30	35	25	25	19	27	38	49	12

OR

8	a	What is the meaning of regression analysis? Explain its utilities.	CO4	L2	5M
	b	Explain in detail about regression coefficients.	CO4	L2	5M

UNIT-V

9	A random sample of size16 has 53 as mean. The standard deviation of the sample is 3. Canthis sample be regarded as taken from the population having 56 as mean?	CO4	L4	10M

OR

10	Explain the procedure involved in solving ANOVA problem.	CO5	L2	10M

SECTION – B
(Compulsory Question)

11   **1 x 10 = 10** Marks

The life time of electric bulbs for a random sample of 10 from a large consignment gave thefollowing data:

Item	1	2	3	4	5	6	7	8	9	10
Life in '000 hours	4.2	4.6	3.9	4.1	5.2	3.8	3.9	4.3	4.4	5.6

Can we accept the hypothesis that the average life time of bulbs is 4000 hours?

*** END ***