

Exam. Code : 217601

Subject Code : 6890

M.Com. 1st Semester

MANAGERIAL ECONOMICS

Paper—MC-101

Time Allowed—3 Hours] [Maximum Marks—100

Note :— (1) Attempt any **TEN** questions from Section-A, any **TWO** questions from Section-B and any **TWO** questions from Section-C.

(2) Each question in Section-A carries **2** marks, in Section-B **20** marks and in Section-C **20** marks.

SECTION—A

1. Attempt each sub-part of question up to **10** lines in length :

- (a) State the Nature of Managerial Economics.
- (b) Who do you mean by Average Utility and Marginal Utility ?
- (c) Explain the meaning of Income Elasticity of Demand.
- (d) Draw a Demand Curve for Normal Goods.
- (e) State conditions of equilibrium under IC Approach.
- (f) Define the term Production Function.
- (g) What do you mean by Sales Maximization Model ?
- (h) Show the Break-Even Point under Monopoly in Short Run.

- (i) State two main features of Oligopoly.
- (j) Draw a Long Run Average Cost Curve.
- (k) How do you define the National Income ?
- (l) State the significance of WPI.

SECTION—B

Note :— Attempt each question up to 5 pages in length.

- 2. Explain the Law of Diminishing Marginal Utility and its major weaknesses.
- 3. Elaborate the Law of Demand with suitable examples. Why is the Demand Curve sloping downwards ?
- 4. Discuss the Point-Method used to measure the Price Elasticity of Demand and Importance of Price Elasticity of Demand.
- 5. Critically examine the Law of Variable Proportions in the production process.

SECTION—C

Note :— Attempt each question up to 5 pages in length.

- 6. Show the Price-Output Determination under Monopoly both in short-run and long-run.
- 7. Discuss the Keynes's Psychological Law of Consumption and also state its implications.
- 8. Elaborate, in detail, main difficulties in calculating National Income in the UDCs and suggest most important solutions.
- 9. Discuss the major causes of Inflation and suggest measures to control Inflation.

Exam. Code : 217601

Subject Code : 6891

M.Com. Ist Semester

STATISTICAL ANALYSIS FOR BUSINESS

Paper—MC-102

Time Allowed—3 Hours]

[Maximum Marks—60

Note :- Attempt 10 questions from Section A. Each question carries 2 marks. Attempt 2 questions each from Sections B and C. Each question carries 10 marks.

SECTION—A

1. Enlist the assumptions for the application of t test.
2. Briefly explain the procedure for testing of hypothesis.
3. What do you mean by Alternate Hypothesis ? How does a researcher select an Alternate Hypothesis ?
4. Define and explain the meaning of Multiple Correlation. When is it used ?
5. What is meant by 'Pretesting' of a questionnaire ? Explain the significance of the same.
6. What is meant by 'Stratified Sampling'? Explain the usage and limitations of the same.
7. What is understood by 'Sampling Frame'? How does a researcher determine the sampling frame to be used ?
8. Define and explain 'Mutually Exclusive Events'.
9. Explain the Observation method of data collection, along with its application and utility.
10. What is a Normal Distribution ? What are the characteristics of the same ?
11. What is Binomial Distribution ? Discuss the conditions for the application of the same.
12. Explain, Double Barreled questions in a questionnaire. Also give suitable example/s for the same. $2 \times 10 = 20$

SECTION—B

1. (a) Discuss the various Laws of Probability. 4
- (b) Military radar and missile detection systems are designated to warn a country of an enemy attack. A reliability question is whether a detection system will be able to identify an attack and issue a warning. Assume that a particular detection system has a .90 probability of detecting a missile attack. Use the binomial probability distribution to answer the following questions.
 - (i) What is the probability that a single detection system will detect an attack ?
 - (ii) If two detection systems are installed in the same area and operate independently, what is the probability that at least one of the systems will detect the attack ?
 - (iii) If three systems are installed, what is the probability that at least one of the systems will detect the attack ?
 - (iv) Would you recommend that multiple detection system be used ? Explain. 6
2. Explain the various types of Non Probability Sampling Techniques ? How do Probability Sampling techniques differ from the Non-Probability ones ? Identify a situation where in a Non Probability Sampling method would be followed by a researcher over the Probability method. 10
3. What is meant by Secondary Data ? Describe the various Syndicated sources of Secondary Data. 10
4. (a) In an examination, 30% of the students have failed in Mathematics, 20% of the students have failed in Chemistry and 10% have failed in both Mathematics and Chemistry. A student is selected at random :
 - (i) What is the probability that the student has failed in Mathematics, if it is known that he has failed in Chemistry ?

- (ii) What is the probability that the student has failed in either Mathematics or Chemistry ? 5

- (b) In a large group of men, it is found that 5% are under 60 inches and 40% are between 60 and 65 inches in height. Assuming the distribution to be exactly normal, find the mean and standard distribution of the height. For the area of the standard normal curve 0.05 and 0.045 between 0 and a specified value, the z values are approximately 0.125 and 1.645 respectively. 5

SECTION—C

1. A leading shoe manufacturer has 500 showrooms across the country. The company wants to know the average difference in sales of these showrooms. It also wants to know the average sales difference between salesmen. For ascertaining the productivity of different salesmen, the company has adopted a practice of retaining one salesman for three months at one showroom. The company randomly selected five showrooms and five salesmen from each of the showroom, The table given below exhibits the average sales (in thousand rupees) from showrooms and the individual contribution of the five salesmen placed at different showrooms.

Salesmen	Showrooms				
	Showroom 1	Showroom 2	Showroom 3	Showroom 4	Showroom 5
Salesman 1	55	72	45	85	50
Salesman 2	56	70	50	88	49
Salesman 3	58	68	55	89	45
Salesman 4	60	70	42	90	42
Salesman 5	62	73	41	91	40

Examine :

- (a) Whether the salesmen significantly differ in productivity.

- (b) Whether there is a significant difference between the average sales of showrooms ? Take 99% confidence level for testing the hypothesis. 10
2. (a) A manufacturer of ball-point pens claims that a certain pen he manufactures has a mean writing life of 400 pages with a standard deviation of 20 pages. A purchasing agent selects a sample of 100 pens and puts them for test. The mean writing life for the sample was 390 pages. Should the purchasing agent reject the manufacturer's claim at 5% level ? 5
- (b) In a Departmental store, 380 customers out of a random sample of 800 customers were found to be using Visa credit card. Discuss whether this information supports the view that the majority of customers of store are using cards other than Visa. 5
3. How can a questionnaire be used as a research tool ? What precautions should a researcher take while wording the questions ? Explain the relevance of questionnaire layout in affecting the response rate of the respondents. 10
4. Using the table given below, calculate Karl Pearson's Coefficient of correlation :

Price	14	16	17	18	19	20	21	22	23
Demand	84	78	70	75	66	67	62	58	60

10

Exam. Code : 217601

Subject Code : 6892

M.Com. 1st Semester

**MANAGEMENT PRINCIPLES & ORGANIZATION
BEHAVIOUR**

Paper—MC-103

Time Allowed—3 Hours] [Maximum Marks—100

Note :— In Section A, question number 1 is compulsory.
In Sections B and C attempt any *two* questions
out of *four* in each section.

SECTION—A

1. Attempt any *ten* questions. Each question carries 2 marks.
 - (i) What are managerial skills ?
 - (ii) Define management by objectives.
 - (iii) What is wide span of management ?
 - (iv) What is mission ?
 - (v) What are the assumptions of theory X of motivation ?
 - (vi) Define leadership.
 - (vii) What were the findings of Michigan studies ?
 - (viii) What are the challenges for study of organisation behaviour ?
 - (ix) What is emotional intelligence ?
 - (x) What is perception ?
 - (xi) Define attitude.
 - (xii) What is perceptual distortion ?

SECTION—B

Note :— Answer any *two* questions. Each question carries
20 marks.

2. Explain various functions of management.
3. What is the need for departmentation ? Discuss different bases for departmentation.
4. Explain equity theory of motivation.
5. What is managerial grid ? Explain various leadership styles as per this grid.

SECTION—C

Note :— Answer any *two* questions. Each question carries
20 marks.

6. Explain various determinants of personality.
7. Discuss the sources for formation of attitude among individuals.
8. What are the sources of emotions ? How can organisations help employees manage emotions at work ?
9. Explain the factors influencing perception.

Exam. Code : 217601

Subject Code : 6893

M.Com. Ist Semester

BUSINESS ENVIRONMENT

Paper—MC-104

Time Allowed—Three Hours] [Maximum Marks—100

SECTION—A

Note :— Attempt any **TEN** questions from this section.

Each question carries **2** marks.

1. Explain the significance of business environment.
2. What is currency convertibility ?
3. Distinguish between Public Sector and Private Sector.
4. What is Privatisation ? State its impact on business.
5. What are the main objectives of the economic reforms 1991, of India ?
6. What are the basic instruments of fiscal policy in India ?
7. What are the objectives of FEMA ?
8. What is Consumerism ?
9. What are the tools of Monetary Policy ?
10. What is Deficit Financing ?
11. Distinguish between Balance of Payment and Balance of Trade ?
12. State the basic features of Indian Economy.

SECTION—B

Note :— Attempt any **TWO** questions from this section.
Each question carries **20** marks.

1. What is Business Environment ? Discuss the micro and macro environment which affect the functioning of a business.
2. What is Globalization ? Why do companies go global ? Briefly discuss the ways in which Globalization is manifested.
3. Discuss the arguments for and against Privatisation of Public Enterprise in India.
4. State the objectives of Economic Planning in India. Evaluate in detail the Xth Economic Plan of India.

SECTION—C

Note :— Attempt any **TWO** questions from this section.
Each question carries **20** marks.

1. Describe the objectives and salient features of the New Industrial Policy 1991 in India.
2. Discuss the role played in EXIM Bank of India to increase the size and the direction of international trade under the guidelines of the present EXIM policy.
3. What is Disinvestment ? Explain the objectives and implications of Disinvestment of Public Enterprises.
4. Explain the salient features of Consumer Protection Act of 1986. State the specific rights given to the consumers under this Act.

Exam. Code : 217601

Subject Code : 6894

M.Com. 1st Semester

**MC-105 : MANAGEMENT ACCOUNTING &
CONTROL SYSTEM**

Time Allowed—3 Hours]

[Maximum Marks—100

SECTION—A

Attempt any 10 questions. Each question carries 2 marks.

10×2=20

1. Write short notes on the following :

- (i) Internal users of accounting information
- (ii) Matching principle
- (iii) Accounting cycle
- (iv) Operational control
- (v) Functional structure
- (vi) Responsibility accounting
- (vii) Participative budget
- (viii) Labour variance
- (ix) Economic value added
- (x) Absorption costing
- (xi) Liquidity Ratios
- (xii) Activity based costing.

SECTION—B

Attempt any 2 questions. Each question carries 20 marks.

20×2=40

2. Discuss in detail the Generally Accepted Accounting Principles and Concepts.
3. Explain the role and responsibilities of a management accountant.
4. What is the significance of Responsibility Accounting in context to a Decentralised Organization ? Discuss.
5. Write notes on :
 - (a) Fixed and Flexible Budgets
 - (b) Performance and Participative Budgets.

SECTION—C

Attempt any 2 questions. Each question carries 20 marks.

20×2=40

6. With the following ratios and further information given below, prepare a Trading Account, Profit and Loss Account and a Balance Sheet of XYZ :

Gross Profit Ratio 25%

Net Profit/Sales 20%

Stock-turnover Ratio 10

Net Profit/Capital 1/5

Capital to Total Liabilities 1/2

Fixed Assets/Capital 5/4

Fixed Assets/Total Current Assets 5/7

Fixed Assets Rs. 10,00,000

Closing Stock Rs. 1,00,000

Indirect Expenses Rs. 40,000

Purchases Rs. 6,80,000

7. Explain various methods of segment performance evaluation.
8. Detailed note on modes and types of Managerial Reports.
9. Write notes on :
 - (a) Quality Costing
 - (b) Target Costing.