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Total Number of Pages: 2

MBAP
18PTMNG201

2nd Semester Regular / Back Examination: 2021-22

ORGANISATIONAL BEHAVIOUR

BRANCH(S): MBA(PT)

Max Marks: 100

Time: 3 Hours

Q Code: J472

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right hand margin indicate marks.

Part- I

Q1 Only Short Answer Type Questions (Answer All-10) (02×10)

- a) What is the relationship between organization and organizational behavior?
- b) Why do managers need to have knowledge of behavior?
- c) What is called perceptual input?
- d) How is locus of control related to work behavior?
- e) State the difference between positive and negative reinforcement with suitable example.
- f) Who proposed psychoanalytic theory of personality? What does this theory state?
- g) Write about charismatic leadership with example.
- h) State the difference between motive and motivation.
- i) What is cognitive dissonance?
- j) State the difference between Felt and displayed emotions.

Part- II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve) (06×08)

- a) Explain the hygiene and motivational factors of Herzberg's theory.
- b) Discuss the factors that are influencing perception.
- c) Explain the Big-five personality theory.
- d) Define attitude. How it differ from Behavior? Elaborate the different types of attitude.
- e) What is group dynamic? Explain the five stages of group development.
- f) Analyze the concept of trait theory of leadership and its criticism.
- g) "Learning is a relatively permanent change in behavior that occurs as a result of a prior experience". Justify the statement with behavioristic framework of organizational behavior.
- h) Explain the model or framework that the organization operates from.
- i) Explain the term motivation. Discuss and compare the Vroom's expectancy theory and Porter and Lawler theory of motivation.
- j) State four differences between leader and manager. Explain the managerial grid theory of leadership

- k) "Individuals are motivated by their desire to be equitably treated in their work relationships". Justify the statement.
- l) "The sum total of ways in which an individual react and interacts with others". Explain the statement with the concept of MBTI personality.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

- Q3** Define the term organizational behavior. Discuss the Scope of OB. Elaborate the historical development OB. **(16)**
- Q4** "Perception is the process that individual use to require and make sense out of information from the environment". Discuss the statement with respect to perceptual process. Examine the perceptual errors that occur during the perceptual process. **(16)**
- Q5** Define leadership. Explain the different leadership style to justify the statement. According to you which leadership style is best and why? **(16)**
- Q6** What are affect, emotion and mood? State the dimensions of emotional intelligence. Evaluate how emotional intelligence help the employees to accomplish their goal. **(16)**

Registration No :

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Total Number of Pages : 02

MBAP
18PTMNG202

2nd Semester Regular Examination: 2021-22
FINANCIAL ACCOUNTING AND ANALYSIS
BRANCH: MBA (PT)

Time : 3 Hour

Max Marks : 100

Q.Code : J 546

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right hand margin indicate marks.

Part-I

Q1 Answer the following questions : (2 × 10)

- How are liabilities different from expenses?
- What are the three principles used in recording revenues, expenses and assets?
- What three different information are disclosed by the company in addition to the financial statements?
- How are accounts classified in a vertical balance sheet?
- What is a ledger and from where does the input for a ledger come?
- Write the two main objectives of Accounting ?
- Does Depreciation cause cash outflow ?
- How is outstanding expenses treated in Journal ?
- Why assets and liabilities are balanced in a balance sheet ?
- A company starts the year with Rs 1,75,000 in cash. During the year, the company generates Rs 6,80,000 from operations, uses Rs 5,16,000 in investing activities and uses Rs 98,000 in financing activities. Calculate the company's cash at the end of the year.

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve) (6 × 8)

- Distinguish between Vertical analysis and Horizontal analysis.
- Is it possible for adjusting entries to affect only the balance sheet? Why or why not?
- What are the advantages of financial analysis?
- What are common-size statements? Explain its utility
- Why is accounting called language of business?
- Why should you prepare a Trial-Balance?
- Give an example of accrued income and write in the Journal. What is its impact on final accounts?
- What is the rule of fixity in arranging items in a balance sheet?
- Explain the Accounting Period concept and its implications.

j) The following items are available from the records of HTR Ltd. at the end of the year:

Accounts payable : Rs 2,70,000
Accounts Receivable Rs 2,10,000
Advertising Expenses: Rs. 60,000
Buildings Rs7,60,000
Capital Rs 3,00,000
Cash Rs.63,200
Notes Payable Rs 7,00,000
Salaries Rs95,000

Revenue Rs1,68,200
Equipment Rs 2,50,000

Prepare HTR 's Income statement and statement of retained earnings for the year and its balance sheet at the end of the year.

k) The following financial information are available for M/s Carbon co ltd.

Total Assets : Rs2,00,000
Total average equity Rs1,25,000
Sales Rs 35,000
Net Income Rs7000

Prepare a Dupont analysis for the company.

l) Arya Ltd has a capital of Ras10,00,000. Its turnover is 3 times the capital and the margin on sales is 6%. What is the ROI of Arya Ltd.?

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

Q3 What are the qualitative characteristics of accounting and why are they necessary to accounting information? **(16)**

Q4 Who are the users of accounting information? Why and how do they use the information revealed in the books of accounts of an organization ? **(16)**

Q5 Explain various ratios for measuring liquidity and profitability of a concern . **(16)**

Q6 Is it mandatory for all organizations to prepare Cash flow statement? Explain the constituents of a cash flow statement with example. **(16)**

Registration No :

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Total Number of Pages : 02

MBAP
18PTMNG203

2nd Semester Regular / Back Examination: 2021-22

BUSINESS LAW

BRANCH(S): MBA (PT)

Time : 3 Hour

Max Marks : 100

Q.Code : J626

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right hand margin indicate marks.

Part-I

Q1 Answer the following questions :

(2 × 10)

- a) Explain the concepts of unilateral mistake and bilateral mistake with examples for each.
- b) What is consensus ad idem? What happens if it is absent?
- c) Distinguish between general lien and particular lien.
- d) Explain perpetual succession of a company.
- e) A finds a man B lying unconscious on the road and fetches C, a doctor, to attend to him. Has C any right to be paid for his services against A or B ? Advise C.
- f) A lends his motor-car to B for a drive by him only. B allows his daughter C, who is an expert car driver, to drive the vehicle. C drives the car carefully but the axle suddenly breaks and the car is damaged. Is B liable for the damage?
- g) Can a contract be terminated on the ground of non fulfillment of one of the major objectives for which it is entered into? Explain with example
- h) How could you ascertain that a company is a public limited company and not a private company.
- i) Discuss the legal effect of a counter offer.
- j) How is agency created by necessity? Explain with an example.

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve) (6 × 8)

- a) A goes to a bookseller and selects certain books. He arranges with the bookseller the supply of the books next morning by a servant of the shop and month's credit for payment. The books are destroyed in a fire on the same night. The bookseller demands payment from A. A wants to avoid payment. Can you help him?
- b) A company was promoted to carry on the business of crop-spraying from the air. X, one of its promoters, held bulk of its shares and was its Managing Director. Subsequently the company entered into a service agreement with him and engaged him as its chief pilot also. While piloting one of the aircrafts of the company, in the course of latter's business, he was killed in an air-crash. His wife has claimed compensation under the provisions of the Workmen's Compensation Act. The claim is being resisted by the solicitor of the company who contends that X and the company were one and the same person and as a person cannot employ himself, no compensation is payable.

- c) Mr. C.R. Das is a businessman and has a proprietary firm in Cuttack by the name of M/s CRD & Sons. He has two trawlers boat of Ashok Leyland make. He purchased a third trawler at a sum of Rs.4.75 lakh. This trawler did not give satisfactory service and started giving trouble on account of manufacturing defects. He filed a complaint before District Forum, Cuttack against M/s Ashok Leyland for defects in the trawler. Will Mr. Das succeed to get back the cost of the trawler from the manufacturer?
- d) Do you agree that there cannot be a contract without consideration? Justify your answers with examples and exceptions, if any.
- e) Distinguish between 'condition' and 'warranty' in a contract of sale.
- f) What are implied conditions in a contract of sale? Explain with clear examples.
- g) The Consumer Protection Act, 1986 and its amendments provide the redressal of consumer disputes at different agencies. What are they and what are their jurisdiction to try out such complaints.
- h) Explain the concept of 'corporate veil' and state the circumstances when it can be pierced through with examples.
- i) What should be the qualifications of a person to be appointed as a Director?
- j) Explain the provision for sale by a finder of lost goods
- k) Explain Quasi contract with examples.
- l) Discuss with examples Unfair trade practices and its legal impact.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

- Q3** "All contracts are agreements but not all agreements are contract" Elucidate. **(16)**
- Q4** Discuss the modes of discharging a contract. **(16)**
- Q5** Discuss the salient features of a company form of business organisation. **(16)**
- Q6** Discuss the modalities of winding up of a company. **(16)**

Registration No: -

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Total Number of Pages: 02

MBAP
18PTMNG205

2nd Semester Regular / Back Examination: 2021-22

FOUNDATIONS OF ERP

BRANCH(S): MBA(PT)

Max Marks: 100

Time: 3 Hours

Q Code: J401

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right hand margin indicate marks.

Part- I

- Q1 Only Short Answer Type Questions (Answer All-10) (02×10)**
- a) Write down the basic difference between MAN and WAN in computer networks?
 - b) What are the four pillars of e-governance?
 - c) Describe the roles of firewalls intrusion detection systems and antivirus software in promoting security.
 - d) What is network topology? write different topology names
 - e) What is human capital management?
 - f) What is called MIS? Define its importance?
 - g) List the Goals behind the implementation of an ERP system?
 - h) Name different models of ERP System?
 - i) Explain the components of ERP
 - j) What type of transactions can be achieved through online banking?

Part- II

- Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve) (06×08)**
- a) What is the difference between E-Commerce & M-Commerce?
 - b) What is Data Mining? Why is it called data mining rather knowledge Mining?
 - c) What are the steps involved in the decision making process in Hotels
 - d) What is B2C E-commerce?
 - e) Distinguish between traditional and modern database management approaches
 - f) Discuss how business intelligence support decision making
 - g) What is the latest application of e-governance?
 - h) Differentiate between Phishing and Pharming.
 - i) Explain the importance of internet security
 - j) What are the benefits of online banking over traditional banking systems?
 - k) Briefly explain DSS & Decision making in industrial applications of MIS.
 - l) Explain the working procedure of Debit card based Electronic Payment System.

Part-III

- Q3 Only Long Answer Type Questions (Answer Any Two out of Four) (16)**
- Define DBMS. Elaborate the advantages and limitations of DBMS over modern business.
- Q4 (16)**
- Define and explain management information system. Explain its classifications, scope, and overall importance in Banking

Q5 Define Functional Information System. Explain and elaborate on its scope and different types. Show its importance in industrial applications. **(16)**

Q6 Define ERP. Elaborate on the positive and negative consequences arising from implementation of ERP. Explain the emerging trends. **(16)**

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