

Seat No.	
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Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[4187]-101

P. G. D. B. M. (Semester - I) Examination - 2012

**PRINCIPLES AND PRACTICES OF MANAGEMENT AND
ORGANISATIONAL BEHAVIOUR**

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Question No. 1 is compulsory.*
- (2) Solve **any three** out of the remaining.*
- (3) Figures to the right indicate full marks.*

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-
- Q.1)** (A) Elaborate steps involved in Decision-making. **[15]**
(B) Explain scope and importance of Organisational Behaviour. **[10]**
- Q.2)** Explain Herzberg Theory of Motivation. **[15]**
- Q.3)** Discuss Planning and its nature and importance. **[15]**
- Q.4)** What do you understand by Stress Management ? What are the causes for Stress in today's scenario. **[15]**
- Q.5)** Elaborate Contributions made by Elton Mayo. **[15]**
- Q.6)** Define Leadership and explain different types of Leaderships with suitable examples. **[15]**

Q.7) Write short notes : (Any Three)

[15]

- (a) MBO
 - (b) Change Management
 - (c) SOBC Model
 - (d) Motives
 - (e) Conflict
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Total No. of Questions : 9]

[Total No. of Printed Pages : 4

[4187]-102

P. G. D. B. M. (Semester - I) Examination - 2012

MANAGEMENT ACCOUNTING

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) *Q. No. 1 is compulsory.*
- (2) *Solve **any two** from section - I and **two** from section - II.*
- (3) *Figures to the right indicate full marks.*
- (4) *Use of simple calculator is allowed.*

-
-
- Q.1)** (A) A statement for an accounting period that ends in March, can be titled March 31, 2011 or for the year ended 31st March, 2011. Which heading is appropriate for (i) Balance Sheet and (ii) an Income Statement ? **[05]**
- (B) Which of the following words or phrases relate most closely to (i) a business transaction (ii) a separate entity or (iii) a money measure ? **[05]**
- (a) Partnership
 - (b) Rupees
 - (c) Company
 - (d) Sale of an Asset
 - (e) Payment for Expense

SECTION - I

- Q.2)** State briefly who are the Users of Accounting Information ? What are the differences between Management Accounting and Financial Accounting ? **[15]**

Q.3) What are the three methods of treating under / over absorption of Overheads in Accounts ? When would you suggest writing-off of under and over absorbed overheads to Costing Profit and Loss Account ? [15]

Q.4) Comment on the following statement made by an assembly worker to his supervisor :

“Standards are just pressure devices used by management to criticize employees, nobody ever achieves Standards.” [15]

Q.5) Write short notes : (Any Three) [15]

- (a) Journal
- (b) Labour Turnover
- (c) Time Booking
- (d) Types of Accounts and Rules
- (e) Flexible Budget

SECTION - II

Q.6) X furnishes the following data relating to the manufacture of a standard product during the month of April, 2011 :

Raw Materials consumed	Rs. 60,000
Direct Labour Wages	Rs. 36,000
Machine hours worked	3,600
Machine hour rate	Rs. 5
Administrative Overheads	20% of Work Cost
Selling and Distribution Expenses	Re. 1 per unit
Units produced	10,000
Units sold	9,000 @ Rs. 20 per unit

You are required to prepare a Cost Sheet from the above, showing

(a) Cost per unit, (b) Profit per unit sold and profit for the period. [15]

Q.7) From the following information, calculate :

[15]

- (a) P/V Ratio
- (b) Break-even Point
- (c) Margin of Safety

Total Sales	Rs. 3,60,000
Variable Cost per unit	100
Selling Price per unit	150
Fixed Cost	1,00,000

Q.8) 'C' Ltd. is developing a Cash Budget for October, November and December. The following information is collected :

- (1) C's sales in August and September were Rs. 1,00,000 and Rs. 2,00,000 respectively. Sales of Rs. 4,00,000, Rs. 3,00,000 and Rs. 2,00,000 have been forecast for October, November and December respectively. 20% of the firm's sales have been for cash, 50% will pay after 1 month and the remaining 30% will pay after 2 months. Bad Debt Expenses have been negligible. In December Rs. 30,000 will be received as dividend from the subsidiary.
- (2) The firm's purchases represent 70% of Sales. Of this 10% is paid in cash, 70% is paid in the month following the month of purchase and the remaining 20% is paid 2 months following the month of purchase.
- (3) Rent of Rs. 5,000 will be paid each month.
- (4) Wages and Salaries - Fixed Salary Cost for the year is Rs. 96,000 or Rs. 8,000 per month. In addition wages are estimated at 10% of the monthly sales.
- (5) Tax of Rs. 25,000 will be paid in December. An interest payment of Rs. 10,000 is due in December. New Machinery Costing Rs. 1,30,000 will be purchased and paid for in November.
- (6) Cash Dividend of Rs. 20,000 will be paid in October.

A Rs. 20,000 principal repayment is due in December for the loan taken. At the end of September Company had a Cash Balance of Rs. 50,000.

The company as a policy wants to maintain a Minimum Cash Balance of Rs. 25,000. The company has made an arrangement with the bank to invest surplus cash in short-term deposits and also to fund deficits through short-term borrowings. [15]

Q.9) 'B' Co. Ltd. uses a Perpetual Inventory System. It maintained the following records of purchases and sales of an item :

January, 1	Beginning Inventory	120 @ Rs. 18.00	Rs. 2,160
March, 3	Purchases	30 @ Rs.18.50	Rs 555
May, 22	Sold 80 units		
June, 1	Purchases	60 @ Rs. 19.20	Rs. 1,152
August, 8	Sold 80 units		
October, 18	Purchases	40 @ Rs. 21.00	Rs. 840

Required : Compute Cost of Ending Inventory and Cost of Goods Sold using - (a) First In First Out, (b) Last In First Out [15]

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Total No. of Questions : 7]

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[4187]-103

P. G. D. B. M. (Semester - I) Examination - 2012

MANAGERIAL ECONOMICS

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Answer **any five** questions.*
- (2) All questions carry equal marks.*
- (3) Draw neat diagrams wherever necessary.*

-
-
- Q.1)** Explain Inverse and Direct Relationship between Price and Demand for a Commodity.
- Q.2)** Describe increasing, decreasing and negative stages of Production. In which stage, a Prudent Entrepreneur would like to Continue ?
- Q.3)** Explain fully the Concept of Elasticity of Supply.
- Q.4)** How a firm can attain its Equilibrium under Monopolistic Competition in the short-run ?
- Q.5)** Explain any two Pricing Strategies with merits and demerits.
- Q.6)** (A) What is Price Discrimination ?
- (B) Describe Significance of Managerial Economics.

Q.7) Write short notes : (Any Two)

- (a) Break-even Analysis
 - (b) Support Price
 - (c) Need for Prevention and Control of Monopolies
 - (d) Macro-economics
-

Seat No.	
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Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4187]-201

P. G. D. B. M. (Semester - II) Examination - 2012

MARKETING MANAGEMENT

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Attempt **any five** questions.
- (2) All questions carry equal marks.

-
-
- Q.1)** Explain Concept of 'Brand'. How and why various Branding Decisions are made ?
 - Q.2)** What are the different components of Price ? How they affect Process of Setting up the Prices for the Product ?
 - Q.3)** Elaborate importance of Distribution Channels in the success of any Product Selling Organisation. What are the functions of Distribution Channels ?
 - Q.4)** Discuss role of Market Promotion in Marketing. Explain various methods used for Market Promotion.
 - Q.5)** "Services are different than Products, hence we have to consider extended 3P's of Marketing." Comment.
 - Q.6)** How Technology and Internet Usage has affected (i) Distribution (ii) Market Promotion ?
 - Q.7)** Write notes on **any two** of the following :
 - (a) Price and Non-price Competition
 - (b) Product Life Cycle and Marketing Mix
 - (c) New Trends in Packaging

[4187]-201/1

Seat No.	
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Total No. of Questions : 7]

[Total No. of Printed Pages : 3

[4187]-202

P. G. D. B. M. (Semester - II) Examination - 2012

FINANCIAL MANAGEMENT

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Question No. 1 is compulsory and carries 10 marks.*
 - (2) Attempt **any two** from each section and carry 15 marks each.*
 - (3) Use of simple calculator is allowed.*
-
-

Q.1) Explain in detail the role and functions of Financial Manager.

SECTION - I

Q.2) Discuss various factors affecting Dividend Policy of the Company.

Q.3) What is Working Capital ? Explain Concept of Operating Cycle. Which factors are affecting Working Capital of the any Organisation ?

Q.4) Write short notes : **(Any Three)**

- (a) Working Capital Cycle
- (b) Cash Budget
- (c) Time Value of Money
- (d) Credit Rating
- (e) ADR and GDR

SECTION - II

Q.5) The Financial Statements of Good Luck Ltd. for the current year - end reveal the following information :

Ratio of CA to CL = 1.75 : 1.00

Liquid Ratio (Drs. and Bank Balances to CL = 1.25 : 1.00

Issued Capital in Equity Shares of Rs. 10 each Rs. 1,20,000.

Net Current Assets (as over CL) Rs. 60,000.

FA (Net Blocks) - Percentage of Shareholder's Equity as on the closing date, 60%

G.P - Percentage of Turnover, 20%

Annual Rate of Turnover of Stock (based on Cost at 31st March), 5.26 times

Average Age of Outstanding (o/s) Drs. for the current year, 2 months

N.P - Percentage on Issued Share Capital, 16%

On 31st March the CA considered of Stock, Drs. and Bank Balances.

You are a Finance Manager of Good Luck Ltd. You are required to reconstruct, in as much details as possible :

- (a) The B/S as on 31st March, Current Year.
- (b) Trading and P and L A/c. for the Current Year ended 31st March.
- (c) Give your comments on Financial Position of Company.

Q.6) Bright Metals Ltd. is considering two different investment proposals, A and B. The details are as under :

Proposal	A	B
Investment Cost (Rs)	9,500	20,000
Estimated Income :		
Year 1	4,000	8,000
2	4,000	8,000
3	4,500	12,000

Suggest the most attractive proposal on the basis of the NPV Method considering that the future incomes are discounted at 12%.

Q.7) The existing capital structure of a company consists of Equity Share Capital (of Rs. 10 each) of Rs. 10 lakhs. The company has an opportunity to enter Global Market but it calls for additional funds of Rs. 15 lakhs. Company's EBIT (including its additional investment) is Rs. 8 lakhs and Income Tax Rate is 50%. Show working in a tabular form, by computing EPS under each of the following alternatives :

- (a) To raise entire amount by additional funds by floating equity capital of Rs. 10 each.
- (b) To raise 50% of amount by way of Equity and balance by Term Loan, bearing 16% p.a interest.
- (c) To raise Rs. 6 lakhs from Equity, Rs. 6 lakhs from 14% Preference Shares and Balance by 13% Debentures.

Seat No.	
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Total No. of Questions : 8]

[Total No. of Printed Pages : 2

[4187]-203

P. G. D. B. M. (Semester - II) Examination - 2012

OPERATIONS MANAGEMENT

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Answer **any five** questions.
- (2) All questions carry equal marks.

Q.1) (A) Explain scope of Operations Management.

(B) Describe in brief contributions made by Taguchi in the field of Quality.

Q.2) Describe characteristics of Batch Production and Flow Production.

Q.3) Explain with examples how a right location decision helps in Increasing Profitability and Lowering Costs ?

Q.4) “Production Planning and Control is the Nerve Centre of an Organisation.” Discuss.

Q.5) (A) Explain role of Spare Parts Management in effective management of Maintenance Function.

(B) Describe application of OC curve in Sampling Inspection with example.

Q.6) A manufacturer of a Control System tests product by drawing a lot of 100 nos. of Control System periodically. After testing, the Control System is classified as good or defective depending on outcome of the Test. Following is the data for number of defects for 12 such samples :

Sample Number	1	2	3	4	5	6	7	8	9	10	11	12
No. of Defects	9	10	8	11	12	7	10	13	12	7	14	13

Draw a suitable control chart for the Process.

Q.7) Explain with examples how does application of Work Study increases Productivity.

Q.8) Write notes on **any two** of the following :

- (a) TPM
 - (b) Work Sampling
 - (c) Network Crashing
 - (d) Mass Customisation
-

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Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4187]-301

P. G. D. B. M. (Semester - III) Examination - 2012

HUMAN RESOURCES MANAGEMENT

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Answer *any five* questions.
- (2) All questions carry equal marks.

-
-
- Q.1)** Define HRM. Explain difference between Personnel Management and HRM.
- Q.2)** Explain Recruitment. Elaborate various Sources of Recruitment.
- Q.3)** Explain in detail various Rating Errors.
- Q.4)** Explain various methods by which separation of an employee from an organisation takes place.
- Q.5)** Explain in detail concept and elements of Total Quality Management.
- Q.6)** Explain in detail Kirkpatrick's Model of Training Evaluation.
- Q.7)** Write short notes : **(Any Two)**
- (a) Roles of HR Manager
 - (b) Job Analysis and Job Description
 - (c) 360 Degrees Appraisal
 - (d) Settlement of Industrial Disputes

Seat No.	
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Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[4187]-302

P. G. D. B. M. (Semester - III) Examination - 2012

MANAGEMENT INFORMATION SYSTEM (MIS)

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) *Question No. 6 is compulsory.*
- (2) *Attempt **any four** from the remaining.*
- (3) *Figures to the right indicate full marks.*

-
-
- Q.1)** State need of MIS and explain how MIS is useful for Organisational Changes ? **[15]**
- Q.2)** Explain different types of Systems and System Development Life Cycle with the help of suitable diagram. **[15]**
- Q.3)** Explain in detail various Models of Decision-making. **[15]**
- Q.4)** What is Quality Assurance and Quality Control with respect to the processes of various functional areas of Management. **[15]**
- Q.5)** Define Information Technology. What is the impact of IT Capabilities on Organisation. **[15]**
- Q.6)** Write short notes : **(Any Two)** **[10]**
- (a) Network Topologies
 - (b) Advantages of Data Base Management System
 - (c) Information as a Strategic Resource
 - (d) Types of Informations

Seat No.	
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Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4187]-303

P. G. D. B. M. (Semester - III) Examination - 2012

LEGAL ASPECTS OF BUSINESS

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Answer **any five** questions.
- (2) All questions carry equal marks.

Q.1) Explain essentials of a Valid Contract.

Q.2) What is Agency ? Explain rights and responsibilities of an Agent.

Q.3) Explain rights of Unpaid Seller under Sale of Goods Act, 1930.

Q.4) Explain provisions regarding Dishonour of a Negotiable Instrument.

Q.5) What are the responsibilities and authorities of Directors as per Companies Act, 1956 ?

Q.6) Define Consumer. Explain Unfair Labour Practices

Q.7) Write short notes : **(Any Two)**

- (a) Cyber Crimes
- (b) Electronic Governance
- (c) Indemnity
- (d) Free Consent
- (e) Share Capital

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Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4187]-31

P. G. D. B. M. (Semester - III) Examination - 2012

HUMAN RESOURCE MANAGEMENT

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 60

Instructions :

- (1) Answer **any four** questions.
- (3) All questions carry equal marks.

Q.1) Define H.R.M. Elaborate difference between P.M. and H.R. Management.

Q.2) Explain Selection Process in detail.

Q.3) Why Evaluation of Training Programme is required ? Which Model is suggested for the same ?

Q.4) “Performance Management is necessary for Organisational Effectiveness.”
Comment.

Q.5) Write detailed notes :

- (a) Job Analysis
- (b) Job Enrichment
- (c) Job Enlargement

Q.6) “Simulation, Role Play and Case Studies are effective methods of Training.”
Comment.

Q.7) Write short notes : **(Any Three)**

- (a) Voluntary Retirement Scheme
- (b) Duties and Responsibilities of H.R. Manager
- (c) HRD Strategies
- (d) Rating Errors
- (e) Objectives of Manpower Planning

[4187]-31/1

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Total No. of Questions : 5]

[Total No. of Printed Pages : 1

[4187]-32

P. G. D. B. M. (Semester - III) Examination - 2012

MANAGEMENT INFORMATION SYSTEM (MIS)

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 60

Instructions :

- (1) Attempt *any four* questions
- (2) Figures to the right indicate full marks.

- Q.1)** (A) Elaborate how MIS is an Instrument for Managing Organisational Change ? **[08]**
 (B) What are various types of Computer Networks ? Explain them. **[07]**
- Q.2)** (A) Name various Decision-making Models. Explain any one Model in detail. **[08]**
 (B) How do you create Databases with the help of DBMS Software ? **[07]**
- Q.3)** (A) Define Information. State various types of Informations. **[08]**
 (B) Write about Contemporary Approaches to MIS. **[07]**
- Q.4)** (A) How to design a System using System Development Life Cycle ? Explain. **[08]**
 (B) Explain 'Expert System' for Knowledge Management. **[07]**
- Q.5)** Write short notes : **(Any Three)** **[15]**
- (a) Decision Support Systems
 - (b) Data Warehousing
 - (c) Prototyping
 - (d) Impact of MIS on Business

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Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[4187]-33

P. G. D. B. M. (Semester - III) Examination - 2012

LEGAL ASPECTS OF BUSINESS

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 60

Instructions :

- (1) Answer **any four** questions.*
- (2) All questions carry equal marks.*

Q.1) Explain Provisions for Free Consent.

Q.2) Explain the term Sale. What are the Formalities of a Contract of Sale.

Q.3) Explain the terms Negotiation and Types of Endorsements.

Q.4) Explain salient provisions of Companies Act, 1956.

Q.5) Explain the terms Consumer, Goods, Service, Trader and Manufacturer under Consumer Protection Act, 1986.

Q.6) Write short notes : **(Any Three)**

- (a) Undue Influence and Coercion
- (b) Contingent Contracts
- (c) Hire-purchase Agreements
- (d) Holder In Due Course
- (e) Company Meetings

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Seat No.	
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Total No. of Questions : 7]

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[4187]-401

P. G. D. B. M. (Semester - IV) Examination - 2012

MANAGEMENT CONTROL SYSTEMS

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Solve **any four** questions from section - I and **any one** from section - II.
- (2) All questions carry equal marks.

SECTION - I

- Q.1)** Explain characteristics of Management Control System. Differentiate between Management Control and Operational Control.
- Q.2)** Explain various types of Responsibility Centres. Differentiate between Engineered Responsibility Centre and Discretionary Responsibility Centre.
- Q.3)** Why Transfer Pricing is required ? Explain various methods of Transfer Pricing.
- Q.4)** Write Financial and Non-financial Performance Measures with respect to Balance Score Card.
- Q.5)** Write short notes : **(Any Three)**
- (a) Management Audit and Financial Audit
 - (b) Strategic Planning
 - (c) Goal Congruence
 - (d) Functions of a Controller
 - (e) Zero-based Budget

SECTION - II

Q.6) Podar Trading Co. Pvt. Ltd. was established in 2005. During last 5 years the company showed good progress in Income, Profit and Administrative Planning. The productivity was also high.

Of late the company has shown slowdown in Income, Profit and Customer Relationship. The company has three branches, one in Mumbai and other in Pune and Bangaluru. The company has headquarters in Mumbai and is managed by the dynamic General Manager, Mrs. Anuradha Sharma, who is related to one of the Directors' of the company.

The Board of Directors decided to appoint a consultant for advise on how to improve and progress. There was lot of opposition from staff for this action. The consultant is an outsider and has no direct relationship with anybody in the company. The consultant reviewed and analysed the entire operation and gave the following conclusions :

- (1) Outstanding from Customers was staggeringly high.
- (2) Administrative lapses at various levels.
- (3) Follow-up and documentation was unorganised.
- (4) Promises from staff to customers were not maintained.
- (5) Competition from others in various activities.
- (6) Some of the staff members left the company and joined competitors.

What techniques of management control would you suggest as appropriate to improve the given situation ?

Q.7) Division 'A' and 'B' are both considering outlay on new Investment Projects :

	Division 'A'	Division 'B'
Investment Outlay	Rs. 1,00,000	Rs. 1,00,000
Net Return on Investment	Rs. 16,000	Rs. 11,000
Current QOI	16%	11%

The Companies Cost of Capital is 13%. Should the project be accepted or rejected ? Justify with reasons.

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Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4187]-402

P. G. D. B. M. (Semester - IV) Examination - 2012

INTEGRATED MARKETING COMMUNICATIONS

(Specialisation - I : Marketing)

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Answer **any five** questions.*
- (2) All questions carry equal marks.*

-
-
- Q.1)** (A) Describe in brief the term 'Marketing Communication'.
(B) Elaborate on the Process of 'Integrated Marketing Communication'.
- Q.2)** Define 'Sales Promotion'. Discuss various techniques of Sales Promotion for Consumer Products.
- Q.3)** Draw a structure of an 'Advertising Agency'. Discuss various Departments of the Advertising Agency in detail.
- Q.4)** Discuss Social Responsibility in IMC Campaigns.
- Q.5)** Explain Media Process in detail with examples.
- Q.6)** Discuss various techniques used to evaluate Advertising Effectiveness.
- Q.7)** Write short notes : **(Any Two)**
- (a) Event Management
 - (b) Public Relation
 - (c) AIDA Model
 - (d) E-commerce

[4187]-402/1

Seat No.	
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Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[4187]-403

P. G. D. B. M. (Semester - IV) Examination - 2012

DIRECT TAXATION

(Specialisation - I : Finance)

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Question No. 1 is compulsory.
- (2) Attempt **any four** from the remaining.

Q.1) How to determine Residential Status of an Individual ? Also state effect of Residential Status on Tax Incidence. **[10]**

Q.2) Explain any ten Incomes which are exempt from Tax. **[15]**

Q.3) Write short notes : **(Any Three)** **[15]**

- (a) Concept of HUF
- (b) Agricultural Income
- (c) Perquisites
- (d) Types of Capital Assets
- (e) Deductions from Salary

Q.4) Mr. X (age 30 years) is Assistant Professor in Management Institute in Pune. During the Previous Year 2010-11 he gets the following emoluments :

Basic Salary	Rs. 4,86,000
Dearness Allowance (forming Part of Salary)	Rs. 92,300
City Compensatory Allowance	Rs. 33,100

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1

P.T.O.

Children's Education Allowance Rs. 2,340
(Rs. 65 per month for 3 children)

Remuneration from Pune University as Paper Setter
and Examiner Rs. 36,400

Medical Reimbursement from Employer Rs. 18,890

1200 cc car provided by employer, expenses paid by employer on
Salary of Driver and Maintenance Rs. 52,300. Contribution to
Provident Fund (recognized) - 11% of Salary and D.A. Profession Tax
Rs. 2,500 is deducted from his Salary. Life Insurance Premium paid
(sum assured Rs. 50,000) Rs. 16,000.

Determine Taxable Income of Mr. X for Assessment Year 2011-12. [15]

Q.5) 'Y' sells the following Capital Assets during Previous Year 2010-11 :

	Non-listed Shares	House Property	Land
Sale Consideration	24,00,000	6,80,000	10,00,000
Year of Acquisition	1992-93	1985-86	2009-10
Cost of Acquisition	2,90,000	18,000	8,60,000
Cost of Improvement (1991-92)	—	7,000	—

Compute Income under 'Capital Gains' for Previous Year 2010-11 of
Mr. X. Cost Inflation Indices are as follows :

F.Y.	Index
1985-86 —	133
1992-93 —	223
2009-10 —	632
2010-11 —	711

[15]

Q.6) Explain in detail basis of charge for charging income taxable under
the head 'Income from House Property'. [15]

Q.7) Explain in detail different types of Returns of Income. [15]

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Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[4187]-404

P. G. D. B. M. (Semester - IV) Examination - 2012

D.B.M.S. WITH ORACLE

(Specialisation - I : Computer)

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) *Q. Nos. 1 and 5 are compulsory.*
- (2) *Solve **any two** from the remaining.*
- (3) *Draw neat labelled diagram wherever necessary.*

Q.1) Consider the following table structure to write SQL Queries : [20]

Member :

(Mcode number(6), Mname varchar2(20), Madd varchar2(20), Course varchar2(10), Admit_date Date)

Book :

(Bno number(5), Bname varchar2(15), Publisher varchar2(30))

Book_Issue :

(Bno number(5), Mcode number(6), issue_date Date, returned_date Date, fine_amt number(3))

[Note : Fine is charged if the difference between issue date and returned date is greater than 8 days.]

- (1) Write queries to create above tables with appropriate constraints.
- (2) Add 10 records in each table.
- (3) Write a query to add a subject column to the book table.

- (4) Display details of members staying in Mumbai.
 - (5) Display details of members who have not submitted books in time.
 - (6) Display details of members admitted for PGDBM-I in the year 2011.
 - (7) Display books published by Tata McRraw-Hill.
 - (8) Display no. of times the book 'Understanding Oracle' is issued.
 - (9) Display member name and admit date formatted as – '29th March, 2006, Wednesday'.
 - (10) Write a query to display issue details of the BPB Publication.
- Q.2)** (A) What are Codd Rules ? Define. **[10]**
- (B) Explain advantage of 3-tier Architecture over 2-tier Architecture. **[10]**
- Q.3)** (A) Write a function for sum of digits of a given number. **[10]**
- (B) Explain DCL Statement with example. **[10]**
- Q.4)** (A) Write a PL/SQL Block, which will accept number from user and check whether that number is Armstrong or not. **[10]**
- (B) Explain Data Model in detail. **[10]**
- Q.5)** Write short notes : **(Any Two)** **[10]**
- (a) Group Functions
 - (b) String Functions
 - (c) Arithmetic Functions
 - (d) PL/SQL Block
-

Seat No.	
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Total No. of Questions : 8]

[Total No. of Printed Pages : 2

[4187]-405

P. G. D. B. M. (Semester - IV) Examination - 2012

**INVENTORY MANAGEMENT AND
MATERIALS REQUIREMENT PLANNING**

(SPECIALISATION - I : PRODUCTION AND MATERIALS)

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Question No. 1 is compulsory.*
- (2) Attempt **any five** from Q. Nos. 2 to 6.*
- (3) Figures to the right indicate full marks.*

Q.1) State true or false, give reasons : (Any Five)

[10]

- (a) Master Production Schedule is a Forecast of Demand.
- (b) Basic of ABC Analysis is the Value of Items in Stock.
- (c) ABC Curve will differ in shape for a textile mill, an engineering firm and a pharmaceutical company.
- (d) If the annual consumption is increased 4 times then the EOQ will also increase 4 times.
- (e) Safety Stock for A class items can be kept higher since the number is small.
- (f) Material Handling is an activity that adds 'Value' to the Product.

[4187]-405

1

P.T.O.

- Q.2)** State in detail the factors that : (a) Encourage and (b) Discourage Inventory Holding. [12]
- Q.3)** (A) Derive EOQ Formula for purchased items from First Principles. Give assumptions. [06]
- (B) A company follows EOQ Policy of ordering and uses 24,000 nos. of certain item per year. Placing each order costs Rs. 25 and Inventory Carrying Cost is 6% per year of the average inventory. If orders are placed every alternate month, calculate : [06]
- (a) Total Variable Cost
- (b) Total Inventory Cost
- Q.4)** How does MRP-I assist in Inventory Control ? Explain different inputs and outputs of MRP-I [12]
- Q.5)** Explain as to why is there a greater trend towards outsourcing. What factors affect decision to buy or make an item ? [12]
- Q.6)** Explain role of Vendor Managed Inventory in JIT Environment. [12]
- Q.7)** Why is Evaluation of Performance of Materials Function necessary ? State five important ratios used for Evaluation. [12]
- Q.8)** Give short notes : (Any Two) [12]
- (a) Purpose of MPS
- (b) Safety Stock and Service Level
- (c) Through-put Time
- (d) Inventory Carrying Cost

Seat No.	
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Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[4187]-406

P. G. D. B. M. (Semester - IV) Examination - 2012

LABOUR LAWS

(Specialisation - I : Human Resource Management)

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Answer **any five** questions.
- (2) All questions carry equal marks.

Q.1) State and explain all the provisions for Health Measures under The Factories Act, 1948.

Q.2) Answer the following under the Bombay Shops and Establishments Act, 1948 :

- (a) Working Hours of Restaurants
- (b) Leave with Wages

Q.3) State and explain any 7 Acts of Misconduct under the Industrial Employment (Standing Orders) Act, 1946.

Q.4) What is the procedure for obtaining Registration and License under the Contract Labour (Regulation and Abolition) Act, 1970 ?

Q.5) Answer **any two** under the Industrial Disputes Act, 1947 :

- (a) Transfer of Undertaking
- (b) Strikes, Lay-off, Retrenchment
- (c) Closure, Lock Outs, Notice of Change

[4187]-406

1

P.T.O.

Q.6) Answer the following under the Maharashtra Recognition of Trade Unions and Prohibition of Unfair Labour Practices Act, 1971 :

- (a) Rights of the Recognized Union
- (b) Obligations and Rights of the Recognized Union

Q.7) Write notes : **(Any Two)**

- (a) Unfair Labour Practices
 - (b) Rights of Unrecognized Union
 - (c) Certification of Standing Order
 - (d) Principles of Natural Justice
-

Seat No.	
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Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[4187]-407

P. G. D. B. M. (Semester - IV) Examination - 2012

INTERNATIONAL MARKETING

(SPECIALISATION - II : MARKETING MANAGEMENT)

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Question No. 1 is compulsory. In addition, attempt **any four** from the remaining.*
- (2) All questions carry equal marks.*

Q.1) Indicate Market Entry Strategies which you will suggest for promoting Yoga Training Services in United States of America ? Justify your answer.

Q.2) (A) Explain importance and role of Exports in Economic Development of any country.

(B) How does the role of Export in Economic Development differ of Developed Countries, Developing Countries and Under-developed Countries.

Q.3) Critically analyse Import - Export Policy of Indian Government as on 31st March, 2011.

Q.4) Describe in detail various Pricing Policies adopted by Exporters with their merits and limitations.

Q.5) Write a detail note on Export Documents required to be submitted for Shipping and Customs Clearance.

[4187]-407

1

P.T.O.

Q.6) Describe various methods of availing Export Finance followed by the Indian Exporters.

Q.7) Write short notes : **(Any Two)**

- (a) Role of WTO (World Trade Organisation)
 - (b) Export License
 - (c) Export Incentives by Government of India
-

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Total No. of Questions : 8]

[Total No. of Printed Pages : 4

[4187]-408

P. G. D. B. M. (Semester - IV) Examination - 2012

ADVANCED FINANCIAL MANAGEMENT

(Specialisation - II : Finance)

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) *Q. No. 1 is compulsory.*
- (2) *Attempt **any two** from section - I and section - II.*
- (3) *Figures to the right indicate full marks.*
- (4) *Use of simple calculator is allowed.*
- (5) *Solve both the sections in one and the same answer-book.*

Q.1) Elaborate International Accounting Standards.

[10]

SECTION - I

Q.2) Discuss Capital Budgeting Decision under Risk and Uncertainty.

[15]

Q.3) What are Mergers and Acquisitions ? State SEBI Guidelines related to Mergers and Acquisitions.

[15]

Q.4) State importance of Funds Flow Statement. What are the sources and uses of Funds ?

[15]

Q.5) Write short notes : **(Any Three)**

[15]

- (a) Corporate Governance
- (b) Valuation of Equity Shares
- (c) Role of Accounting Standards Board
- (d) Cash Flow Statements
- (e) Human Resource Accounting

[4187]-408

1

P.T.O.

SECTION - II

Q.6) The following data are extracted from the published accounts of two companies in an industry : **[15]**

	ABC Ltd. (Rs.)	XYZ Ltd (Rs.)
Sales	32,00,000	30,00,000
Net Profit after Tax	1,23,000	1,58,000
Equity Capital (Rs 10 per share fully paid)	10,00,000	8,00,000
General Reserves	2,32,000	6,42,000
Long Term Debt	8,00,000	6,60,000
Creditors	3,82,000	5,49,000
Cash Credit	60,000	2,00,000
Fixed Assets	15,99,000	15,90,000
Inventories	3,31,000	8,09,000
Other Current Assets	5,44,000	4,52,000

You are required to prepare a Statement of Comparative Ratios showing the following :

- (a) Current Ratio
- (b) Net Profit Ratio
- (c) Return on Shareholders Funds
- (d) Fixed Assets Turnover
- (e) Current Assets Turnover
- (f) Debt Equity Ratio

Q.7) Following details are made available to you :

[15]

Particulars	Project 'X'	Project 'Y'
Project Cost	1,40,000	1,40,000
Cash Inflows :		
Year - 1	20,000	1,00,000
Year - 2	40,000	80,000
Year - 3	60,000	40,000
Year - 4	1,00,000	20,000
Year - 5	1,10,000	20,000
Total	3,30,000	2,60,000

The Firms Cost of Capital is 12%. Select the most suitable project by using the following methods :

- (1) Pay Back Period
- (2) Net Present Value
- (3) Profitability Index

P.V of Rupee 1 to 12% :

Year	1	2	3	4	5
12 %	0.9	0.8	0.7	0.6	0.55

Q.8) A newly started company 'Ram Ltd.' wishes to prepare Cash Budget for 6 months starting from January from the following particulars : **[15]**

Month	Total Sales (Rs.)	Material (Rs.)	Wages (Rs.)	Overheads	
				Production (Rs.)	Selling and Dist. (Rs.)
January	20,000	20,000	4,000	3,200	800
February	22,000	14,000	4,400	3,300	900
March	24,000	14,000	4,600	3,300	800
April	26,000	12,000	4,600	3,400	900
May	28,000	12,000	4,800	3,500	900
June	30,000	16,000	4,800	3,600	1,000

Cash Balance on 1st January was Rs, 10,000. A new machine is to be installed at Rs. 30,000 on credit to be repaid by two equal instalments in March and April.

Sales Commission @ 5% on total sales is to be paid within the month following actual sales. Rs. 10,000 being the amount of Second Call may be received in March. Share Premium amounting to Rs. 2,000 is also obtainable with 2nd call.

Period of Credit allowed by Suppliers	2 Months
Period of Credit allowed to Customers	1 Month
Delay in Payment of Overheads	1 Month
Delay in Payment of Wages	$\frac{1}{2}$ Month

Assume Cash Sales to be 50% of Total Sales.

Seat No.	
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Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[4187]-409

P. G. D. B. M. (Semester - IV) Examination - 2012

‘C’ PROGRAMMING

(Specialisation - II : Computer)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Question No. 1 is compulsory.
- (2) Solve **any five** from the remaining.

Q.1) (A) Choose correct options from the following statements : [10]

- (a) Which of these commands would give you access to the printf function :
 - (i) include stdio.h;
 - (ii) #include <stdio.h>
 - (iii) #include conio.h;
- (b) How would you declare two integers called “i” and “j” ?
 - (i) int i, j;
 - (ii) int i + j;
 - (iii) int i int j;
- (c) Which of the following declarations could store number 5.5 ?
 - (i) char num;
 - (ii) int num;
 - (iii) float num;
- (d) Which command is used to skip rest of a loop and carry on from the top of the loop again ?
 - (i) break;
 - (ii) resume;
 - (iii) continue;p

[4187]-409

1

P.T.O.

(e) Which of these is NOT a valid name for a 'C' variable ?

- (i) Hello There
- (ii) HELLO_THERE
- (iii) HelloThere

(B) Write short notes : **(Any Two)** **[10]**

- (a) Dynamic Memory Allocation
- (b) File Related Functions
- (c) Data Types in 'C'

Q.2) Write a function which accepts a number and returns total no. of digits in that number. (Eg. if no. is 12347, then 5 should be the answer.) **[10]**

Q.3) Write a function which will compare two character arrays and will return 1 if both are same, otherwise return 0;

Prototype of the function is int compare array (char[], char[]) **[10]**

Q.4) Accept information about cricket players as teamno, playerno, playername, no_of_runs, no_of_wickets with proper data types for 30 players. Print name of the person with highest no_of_runs and name of the person with highest no_of_wickets. **[10]**

Q.5) Accept name of the file from command line and print odd positioned lines in the file. **[10]**

Q.6) Accept 12 float values in an array. Sort array in descending order. **[10]**

Q.7) Print following pattern using loops : **[10]**

?
?#
##?
###?
####?

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Total No. of Questions : 5]

[Total No. of Printed Pages : 1

[4187]-41

P. G. D. B. M. (Semester - IV) Examination - 2012

MANAGEMENT CONTROL SYSTEMS

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 60

Instructions :

- (1) Answer **any four** questions.
- (2) All questions carry equal marks.

-
-
- Q.1)** Explain characteristics of Management Control System. Explain importance of Strategic Planning.
- Q.2)** Explain various types of Responsibility Centres. Differentiate between Profit Centre and Investment Centre.
- Q.3)** What are the difference in Nature of Control in Service Industry and Manufacturing Industry ? Explain Management Control System applied to Banking Institutions.
- Q.4)** Write various methods of Transfer Pricing ? Explain Cost-based Transfer Pricing.
- Q.5)** Write short notes : **(Any Three)**
- (a) Balance Score Card
 - (b) Goal Congruence
 - (c) Functions of a Controller
 - (d) Return On Investment and Economic Value Added (ROI and EVA)
 - (e) Financial Audit and Management Audit

Seat No.	
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Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[4187]-410

P. G. D. B. M. (Semester - IV) Examination - 2012

SUPPLY CHAIN AND LOGISTICS MANAGEMENT

(Specialisation - II : Production and Material)

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Attempt **any five** questions.
- (2) All questions carry equal marks.

-
-
- Q.1)** How has E-commerce acted as an enabler of SCM ? **[14]**
- Q.2)** Explain in brief : **[14]**
- (a) Logistical Value Proposition
 - (b) Logistical Operating Arrangements
- Q.3)** What are the considerations in Planning Supply Chain of : **[14]**
- (a) Dairy Products
 - (b) Luxury Cars
- Q.4)** Explain significance of 'Procurement, Manufacturing and Logistic Interfaces' from a Quality Perspective. **[14]**
- Q.5)** "The design of Supply Chain influences Costs, Customer Satisfaction and Flexibility." Comment. **[14]**
- Q.6)** What are the strategic considerations in planning Global Supply Chains ? **[14]**

Q.7) Write short notes : (Any Two)

[14]

- (a) Warehouse Decisions
 - (b) Supply Chain Synchronisation
 - (c) Transport Functionality
-

Seat No.	
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Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4187]-411

P. G. D. B. M. (Semester - IV) Examination - 2012

INDUSTRIAL RELATIONS

(Specialisation - II : Human Resource Management)

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Answer **any five** questions.
- (2) All questions carry equal marks.

-
-
- Q.1)** Define the term Industrial Relations. Explain Psychological and Gandhian Approach to Industrial Relations.
- Q.2)** Explain Concept of Collective Bargaining. What are the Pre-requisites for Success of Collective Bargaining ?
- Q.3)** Explain various factors which influence Industrial Relations ?
- Q.4)** Explain concept and advantages of Workers' Participation in Management.
- Q.5)** Explain Impact of Globalisation on Industrial Relations.
- Q.6)** Define Industrial Disputes. Explain various causes of Industrial Dispute.
- Q.7)** Write short notes : **(Any Two)**
- (a) Forms of Workers' Participation
 - (b) Steps in Collective Bargaining
 - (c) Role of Trade Union
 - (d) Conciliation and Arbitration

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Seat No.	
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Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[4187]-42

P. G. D. B. M. (Semester - IV) Examination - 2012

ADVERTISING AND SALES PROMOTION

(Specialisation - I : Marketing Management)

Time : 3 Hours]

[Max. Marks : 60

Instructions :

- (1) Answer **any four** questions.*
- (2) All questions carry equal marks.*

-
-
- Q.1)** Define Advertising. Discuss its purpose and functions in detail.
- Q.2)** Explain various functions performed by Advertising Agency with the help of neat diagram of Agency Organisation Structure.
- Q.3)** What are the different types of Media ? Discuss factors influencing Media Selection.
- Q.4)** Explain various Sales Promotion Techniques used by Marketers to Promote and Increase Sale.
- Q.5)** What is Publicity ? Discuss various Publicity Techniques adopted by the Companies.
- Q.6)** Write short notes : **(Any Three)**
- (a) Advertising Budget
 - (b) Types of Media of Advertising
 - (c) Reach and Frequency
 - (d) Advertising Copy
 - (e) Gross Rating Points

Seat No.	
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Total No. of Questions : 6]

[Total No. of Printed Pages : 2

[4187]-44

P. G. D. B. M. (Semester - IV) Examination - 2012

DBMS WITH ORACLE

(Specialisation - I : Computer)

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 60

Instructions :

- (1) Question Nos. 1 and 5 are compulsory.*
- (2) Solve **any three** from the remaining.*

Q.1) Consider the following table structure to write SQL Queries :

Table - 1 : Dept

Deptno (Not NULL, NUMBER(2)),

Dname (Varchar2(14)), Loc(Varchar2(13))

Table - 2 : EMP

Empno (Not NULL, NUBMER(4)), EName (varchar2(10)),
JOB (Varchar2(9)), MGR (NUMBER(4)), HIREDATE
(DATE), SAL (NUMBER (7,2)), COMM (NUMBER
(7,2)), DEPTNO (NUMBER(2)).

(MGR is the empno of the employee whom the employee reports to
DEPTNO is a foreign key)

- (a) Create above tables with suitable constraint. **[05]**
- (b) Add to records in each table. **[05]**

(c) Solve the following SQL Queries : **(Any Five)** **[10]**

- (i) Find out departmentwise and jobwise maximum and minimum salary paid by employer.
- (ii) Display name of job, hiredate for employees whose salary is greater than the highest salary in 'SALES' Department.
- (iii) List all the employees who are working in Finance Department.
- (iv) Find all departments which have more than 3 employees.
- (v) To display all employees departmentwise (order by department).
- (vi) Find out all the jobs either in department 20 or where salary is greater than Rs. 5,000.

Q.2) Explain Oracle Architecture in detail. **[10]**

Q.3) What is Relational Algebra ? Write in detail with examples. **[10]**

Q.4) Explain DML Statement with example. **[10]**

Q.5) Explain Users of DBMS. **[10]**

Q.6) Write short notes : **(Any Two)** **[10]**

- (a) Date Functions
 - (b) Join in Oracle
 - (c) String Functions
-

Seat No.	
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Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4187]-45

P. G. D. B. M. (Semester - IV) Examination - 2012

LOGISTICS AND SUPPLY CHAIN MANAGEMENT

(Specialisation - I : Production and Materials)

Time : 3 Hours]

[Max. Marks : 60

Instructions :

- (1) Answer **any four** questions.*
- (2) All questions carry equal marks.*

-
-
- Q.1)** State and explain Elements of Supply Chain Management. What is the effect of Interlinking these Elements ?
 - Q.2)** What is meant by Unitisation ? What are different types of Containerisation ? What are the advantages in Containerisation ?
 - Q.3)** Explain Economic Benefits of Warehousing. Illustrate your answer by proper sketches.
 - Q.4)** Explain various Modes of Transportation of Goods in India, explaining reasons for selecting a particular mode / or not selecting a particular mode.
 - Q.5)** Define diagrammatically, Integrated Logistics and explain elements like Inventory Flow, Physical Distribution, Manufacturing Support, Procurement and Information Flow.
 - Q.6)** What is the importance of Packaging in Logistics ? State various types of Packaging.
 - Q.7)** What are different Insurance Policies ? State their importance in Logistics Management.

Seat No.	
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Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[4187]-46

P. G. D. B. M. (Semester - IV) Examination - 2012

LABOUR LAWS

(Specialisation - I : Human Resource Management)

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 60

Instructions :

- (1) Answer **any five** questions.*
- (2) All questions carry equal marks.*

-
-
- Q.1)** Explain provisions relating to the Health Measures under the Factories Act.
 - Q.2)** What are the various provisions prescribed for Prohibition of Contract Labour and Registration under the Contract Labour (Regulation and Abolition Act), 1970 ?
 - Q.3)** Answer the following under the Bombay Shops and Establishment Act, 1948 :
 - (a) Working Hours of Shops
 - (b) Leave with Wages
 - Q.4)** What are the powers and duties of Labour Court under the Consumer Protection Act ?
 - Q.5)** What are the rights of Recognized and Unrecognized Unions ? Answer with the help of the provisions prescribed under the Maharashtra Recognition of Trade Unions and Prohibition of Unfair Labour Practices Act, 1971.

Q.6) State and explain any five Acts of Misconduct under the Industrial Employment (Standing Orders) Act, 1946.

Q.7) Write notes : **(Any Two)**

- (a) Strike, Lay-off, Closure
 - (b) Notice of Change
 - (c) Modification of Standing Orders
 - (d) Unfair Labour Practice
-

Seat No.	
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Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[4187]-47

P. G. D. B. M. (Semester - IV) Examination - 2012

INTERNATIONAL MARKETING

(Specialisation - II : Marketing Management)

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 60

Instructions :

- (1) Attempt *any four* questions.
- (2) All questions carry equal marks.

-
-
- Q.1)** “Though ‘Global Marketing’ is an attractive proposition, it has its own complexities and limitations.” Do you agree ? Justify your answer. **[15]**
- Q.2)** (A) How do International Distribution Channels differ from National Channels ? **[08]**
(B) Which factors do affect International Channel Decision ? **[07]**
- Q.3)** Discuss various Market Entry Strategies in International Markets. **[15]**
- Q.4)** Explain how the Global Marketing Environment affects Decisions regarding Marketing Mix ? Give examples. **[15]**
- Q.5)** Discuss in detail the factors which affect Pricing Decision in International Marketing. **[15]**
- Q.6)** Write short notes : **(Any Three)** **[15]**
- (a) Governmental Support for Export Promotion
 - (b) Importance of Quality Control in Exports
 - (c) International Product Life Cycle
 - (d) Difficulties in International Market Research
 - (e) Objectives of International Marketing

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Seat No.	
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Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[4187]-49

P. G. D. B. M. (Semester - IV) Examination - 2012

‘C’ PROGRAMING

(Specialisation - II : Computer)

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 60

Instructions :

(1) Answer **any six** questions.

(3) All questions carry equal marks.

Q.1) (A) Fill in the blanks : [05]

(a) If p is pointer to structure then p-> the same as _____.

(b) Example of an Infinite Loop is _____.

(c) Scope of Static Variable defined outside any function is _____.

(d) Pointer to a list of arrays of 25 integers may be declared as _____.

(e) Every Called Function must contain _____ Statement.

(B) Explain Library String concat and String compare functions with example. [05]

Q.2) (A) Write a program to print the following pattern : [05]

65 67 69 71

67 69 71

69 71

71

(B) Write a function MAX to find out the maximum number from two integers. [05]

[4187]-49

1

P.T.O.

- Q.3)** Write a program to accept marks of 25 students and calculate average and print grade using array. **[10]**
- Q.4)** Write a program to accept data for library having fields book name, price and number of pages and find book which is having minimum price. **[10]**
- Q.5)** Write a program to print prime numbers from 1 to 50. Draw flow chart. **[10]**
- Q.6)** Write a program to read two text file merge into new file. **[10]**
- Q.7)** Write short notes : **(Any Two)** **[10]**
- (a) Data Types in 'C'
 - (b) MACRO with example
 - (c) Pointers in 'C'
-

Seat No.	
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Total No. of Questions : 6]

[Total No. of Printed Pages : 2

[4187]-50

P. G. D. B. M. (Semester - IV) Examination - 2012

PRODUCTION PLANNING AND CONTROL

(Specialisation - II : Production and Materials)

Time : 3 Hours]

[Max. Marks : 60

Instructions :

- (1) Attempt **any four** questions.
- (2) All questions carry equal marks.

Q.1) State various Systems of Manufacturing and explain functions of PPC in each System.

Q.2) State and explain Concept of 'Scheduling'. Explain various types of Scheduling.

Q.3) Enumerate in detail, the interaction PPC will have with other departments such as Marketing, Finance, Production, Purchase, Design, Quality Control and Personnel.

Q.4) Draw a neat sketch of 'Process Sheet' and explain ALL the details shown on this sheet.

Q.5) (A) What is Johnson's Rule of Algorithm ?

(B) Six jobs are to be processed on machines. The processing time for each job on each machine is as given below. Decide sequence of jobs and decide idle time :

	A	B	C	D	E	F
M1	4	8	3	6	7	5
M2	6	3	7	2	8	4

[4187]-50

1

P.T.O.

Q.6) Write short notes : **(Any Three)**

- (a) Group Technology
 - (b) Robotics
 - (c) Gantt Chart
 - (d) CAD – CAM
 - (e) Expediting
-

Seat No.	
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Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[4187]-51

P. G. D. B. M. (Semester - IV) Examination - 2012

INDUSTRIAL RELATIONS

(Specialisation - II : Human Resource Management)

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 60

Instructions :

- (1) Answer **any four** questions.
- (2) All questions carry equal marks.

Q.1) Define Industrial Relations. Explain in detail any three Approaches to Industrial Relations.

Q.2) Explain in detail duties and responsibilities of Welfare Officer.

Q.3) Explain the terms :

- (a) Conciliation
- (b) Arbitration
- (c) Adjudication

Q.4) Explain the term Collective Bargaining. Elaborate features of Collective Bargaining.

Q.5) Explain definition of Trade Union. What are different types of Unions.

Q.6) Write short notes : **(Any Three)**

- (a) Weaknesses in Trade Union Movement in India
- (b) Role of I.L.O.
- (c) Impact of Globalisation and Liberalisation on Trade Union Movement
- (d) Objectives of IR
- (e) Process of Collective Bargaining

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