



[4387] – 101

Seat No.	
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**P.G.D.B.M. (Semester – I) Examination, 2013
(2008 Pattern)**

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

Time : 3 Hours

Max. Marks : 70

Note : 1) *Q. 1 is compulsory.*

2) *Solve **any three** out of the remaining.*

3) *Figures to the **right** indicate **full** marks.*

1. a) Define 'Management'. State the functions of management. **10**
b) Distinguish between traditional modern view of conflict. **15**
2. "Leadership is the art of influencing people". Justify the statement. **15**
3. Define 'Organizational Behaviour'. What is the role of attitude in the behaviour to be followed in corporate ? **15**
4. Describe various forms of organizational structure, in detail with suitable examples. **15**
5. Define 'Motivation'. Explain A.H. Maslow's hierarchy need theory of motivation. **15**
6. How 'decision making' is an integral part of all management function ? Elaborate 'Herbert-Simon' model. **15**
7. Write short notes on (**any three**) :
 - a) Nature of controlling
 - b) Formal Vs Informal Group
 - c) Steps in staffing
 - d) Attributes of personality
 - e) Principles of scientific management. **15**



[4387] – 102

Seat No.	
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P.G.D.B.M. (Semester – I) Examination, 2013
102 : MANAGEMENT ACCOUNTING
(2008 Pattern)

Time : 3 Hours

Max. Marks : 70

- Instructions :** 1) Question number 1 is **compulsory** (10 marks).
2) Solve **any two** questions from Section - 1 and solve **any two** questions from Section-2 (15 marks).
3) Use of simple calculator is **allowed**.

1. Write short notes on **any 2** :
- Scope of management accounting
 - Difference between current assets and fixed assets
 - Objectives of cost accounting
 - Need of computerized accounting.

SECTION – 1

- Explain accounting concepts in detail.
 - What are the objectives of good store keeping ?
- What is labour turnover ? Discuss in detail causes of labour turnover.
- What is meant by allocation of overheads ? Distinguish between allocation and apportionment of overheads.

P.T.O.



SECTION – 2

5. Following is the trial balance of Kumbhar Traders for the year ended 31-3-2007. Identify income, expenditure, assets and liabilities with reasons.

	Rs.		Rs.
Name of Account	Debit	Name of Account	Credit
Opening Stock	72,000	Rent Received	10,000
Purchases	2,20,000	Sales	5,12,000
Carriage inward	8,000	Creditors	56,600
Wages	80,000	Bank overdraft	1,40,000
Goodwill	30,000	Bills payable	23,000
Freehold land	60,000	Capital	4,05,000
Leasehold land	1,00,000		
Building	2,20,000		
Plant & Machinery	1,80,000		
Vehicles	70,000		
Furniture	20,000		
Advertisement	10,000		
Salaries	38,000		
Stationery	8,300		
Office Expenses	4,100		
Bank charges	100		
Carriage outward	3,700		
Cash in hand	400		
Debtors	12,000		
Interest on Bank O/d	10,000		
	11,46,600		11,46,600



6. Prepare a store ledger accounts from the following receipts and issues of material from Suguna Co. Ltd. for March 2000. Pricing it on weighted Average Rate Method.

Receipts

Date	Quantity (units)	P.O. No.	Rate per units (Rs.)
1 st	1000	8	10
15 th	1500	12	9
30 th	500	20	8

Issues

Date	Quantity (units)	M.R.No.
3 rd	500	6
9 th	250	8
20 th	1250	13
31 st	500	19

7. Radha industries provides the following information for the year 2000-2001.

	(Rs.)
Sales	2,00,000
Variable cost	1,00,000
Fixed cost	50,000

Calculate P/V ratio, BEP (sales) and Margin of Safety. Also calculate the effect of the following :

- a) 10% increase in selling price
 - b) 5% decrease in variable cost.
8. The following is the information given by Nasnath industries for 50% production (10000 units)
- | | |
|-------------------------|---------------------------|
| Raw materials | Rs. 100 per unit |
| Direct labour | Rs. 80 per unit |
| Direct expenses | Rs. 20 per unit |
| Factory expenses | Rs. 1,00,000 (40% fixed) |
| Administrative expenses | Rs. 50,000 (50% variable) |
- Prepare a flexible budget for production capacity at 80% and 100%.



[4387] – 103

Seat No.	
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P.G.D.B.M. (Semester – I) Examination, 2013
103 : MANAGERIAL ECONOMICS
(2008 Pattern)

Time : 3 Hours

Max. Marks : 70

- Instructions :** 1) Attempt **any five** questions.
2) **All** questions carry **equal** marks.
3) Draw neat diagrams **wherever** necessary.

1. Define Managerial Economics. Explain its nature and scope.
 2. Explain the importance of demand forecasting. Discuss any three methods of demand forecasting.
 3. What do you mean by production function ? State and explain the law of variable proportions.
 4. Explain the price and output determination under perfect competition in short run and long run.
 5. Discuss the need for government intervention in market.
 6. Explain the concept of short run and long run costs.
 7. Write short notes on **any two** :
 - a) Elasticity of supply
 - b) Break even analysis
 - c) Transfer pricing
 - d) Support prices.
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[4387] – 201

Seat No.	
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P.G.D.B.M. (Semester – II) Examination, 2013
201 : MARKETING MANAGEMENT
(2008 Pattern)

Time : 3 Hours

Max. Marks : 70

Note : 1) *Attempt any five questions.*
2) *All questions carry equal marks.*

1. What is Product Life Cycle ? Describe the suitable Marketing Strategies for the various stages of Product Life Cycle.
2. Define Brand. Explain the purpose and significance of branding in today's competitive environment.
3. Describe the factors influencing pricing decisions.
4. "Wholesalers perform so many important functions, that it is not possible to eliminate them from the channels of distribution". Explain the statement considering the functions performed by them.
5. Define Sales Promotion. Explain the importance of the various techniques of sales promotion.
6. Explain the elements of the extended marketing mix in detail with the help of relevant examples.
7. Write short notes on **any two** of the following :
 - a) Franchising
 - b) Types of new products
 - c) Impact of technology and internet on promotion
 - d) New Trends in Packaging.



[4387] – 203

Seat No.	
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P.G.D.B.M. (Semester – II) Examination, 2013
203 : OPERATIONS MANAGEMENT
(2008 Pattern)

Time : 3 Hours

Max. Marks : 70

- N.B.:** 1) Answer **any five** questions.
2) **All** questions carry **equal** marks.
3) Use of calculator **allowed**.

1. Explain concept of Operations Management. State contributions made by Henry Ford and Crossby in development of Operations Management.
2. What are the types of Maintenance ? Explain any one with examples.
3. Explain : (**any two**) :
 - a) 'JIT' concept
 - b) PERT/CPM
 - c) TOYOTA-System.
4. What are the various factors affecting. 'Plant Location' ? Explain their importance.
5. Describe characteristic of continuous Production and Batch Production.
6. Explain characteristic and advantages of Group Incentive Scheme and Individual Incentive Schemes.
7. Explain concept of Standard Time. How standard time can be calculated by carrying out Work Sampling Study ?
8. Write short notes on **any two** of the following :
 - a) Scheduling
 - b) KANBAN
 - c) Method study
 - d) Concept of 'TPM'.



[4387] – 301

Seat No.	
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P.G.D.B.M. (Semester – III) Examination, 2013
301 : HUMAN RESOURCE MANAGEMENT
(2008 Pattern)

Time : 3 Hours

Max. Marks : 70

Instructions : 1) Answer **any five** questions.
2) **All** questions carry **equal** marks.

1. Define Human Resource Management and explain the difference between Personnel Management and Human Resource Management.
2. Explain the concept of manpower planning and explain the various steps involved in manpower planning.
3. Define the terms training and development. Bring out the importance of training and development.
4. Explain in detail various rating errors.
5. Define the term 'Collective Bargaining' and explain its nature and salient features.
6. Explain the different methods of separating employees from the organisation.
7. Write short notes on (**any two**) :
 - 1) Succession Planning
 - 2) TQM
 - 3) Job description and Job specification
 - 4) Career planning.



[4387] – 303

Seat No.	
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P.G.D.B.M. (Semester – III) Examination, 2013
303 : LEGAL ASPECTS OF BUSINESS
(2008 Pattern)

Time : 3 Hours

Max. Marks : 70

Note: 1) Answer **any five** questions.
2) **All** questions carry **equal** marks.

1. Explain in detail the essential elements of a valid offer and acceptance.
2. Distinguish between a sale and agreement to sell.
3. Define company and explain the various kinds of companies.
4. What is meant by endorsement ? Explain different types of endorsements.
5. Define and explain the unfair trade practices under Consumer Protection Act 1986.
6. Explain the term digital signature in detail.
7. Write short note (**any two**) :
 - 1) Undue Influence
 - 2) No consideration no contract
 - 3) Rights of an Agent
 - 4) Difference between condition and warranty
 - 5) Responsibilities of Director under the Companies Act 1956.



[4387] – 401

Seat No.	
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**P.G.D.B.M. (Semester – IV) Examination 2013
401 : 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

1. Explain the difference between management control and operational control. What do you understand by strategic planning ? Explain in brief.
2. What is a responsibility center ? Explain various types of responsibility centers. What is the difference between profit centre and revenue centre ? Explain in brief.
3. Explain how management control system in service sector differs from manufacturing sector. Give examples.
4. Explain financial and non-financial performance measures with respect to balance score card.
5. Write short notes on **any three** :
 - 1) Goal congruence
 - 2) Functions of controller
 - 3) Zero based budget
 - 4) Activity based costing
 - 5) Transfer pricing methods.

P.T.O.



SECTION – II

6. ABC Co. Ltd. fixes inter-divisional transfer prices for its product on the basis of cost plus return on investment in the division. The budget for division 'A' for 2012-13 is as under :

	(Rs.)
Fixed assets	2,50,000
Current assets	1,50,000
Debtors	1,00,000
Annual fixed cost of division	4,00,000
Variable cost per unit of product	10
Budgeted volume (units per year)	2,00,000
Desired ROI	28%

- i) Determine the transfer price for division 'A'.
 - ii) If volume (in units) can be increased by 10% what will be the impact on transfer prices ?
7. ABC Ltd. has three offices. One at Mumbai, Second at Panaji (Goa) and third at Ahemadabad (Gujrat). There are 15 landline telephones 8 at Mumbai, 3 at Panaji and 4 at Ahemadabad. There are 9 mobiles given to each office.

Recently; it is observed that, landline bills have decreased but mobile bills are quite high.

You are asked to design a management control system so as to reduce the bills of respective offices.



[4387] – 402

Seat No.	
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P.G.D.B.M. (Semester – IV) Examination, 2013
402 : Specialization – I (A) Marketing
INTEGRATED MARKETING COMMUNICATION
(2008 Pattern)

Time : 3 Hours

Max. Marks : 70

Instructions: 1) Attempt **any five** questions.
2) **All** questions carry **equal** marks i.e. **14** each.

1. Explain concept of Integrated Marketing Communication. Explain different elements of IMC with suitable examples.
2. Define advertising. Which media are used for advertising ? Explain advantages and disadvantages of the same.
3. Enlist the different media available for Advertising. Give criteria for Media choice for iodized salt.
4. You are the Promotion Manager of a new Marie biscuit that would compete with existing Marie biscuit brands. What promotion(s) would you need to offer to get your product in retail outlets ?
5. Design a Print Advertisement Copy for
 - a) Subodh Coaching Classes for MBA course in Pune
 - b) Eco friendly 'Holi'.
6. What are different types of Ad. Agencies ? Explain the roles and responsibilities of each department of an Ad. Agency.
7. Write short notes on **any two** :
 - a) AIDA Model
 - b) Gross Rating Points
 - c) Reach and Frequency
 - d) Personal Selling.



[4387] – 403

Seat No.	
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P.G.D.B.M. (Sem. – IV) Examination, 2013
402 : Specialization – I (B) : Finance : DIRECT TAXATION
(2008 Pattern)

Time : 3 Hours

Marks : 70

Instructions : 1) *Attempt any five questions.*
2) *All questions carry equal marks i.e 14 marks each.*

1. Are the following items allowable as deduction for the purpose of computation Income and Tax there on ? Offer detailed explanation to support your answer.
 - a) Payment to relatives
 - b) Dividend paid
 - c) Tax paid in cash : Rs. 50,000
 - d) Preliminary expenses Rs. 1,00,000
 - e) Interest on delayed payment of Income Tax.
 - f) Relocation expenses reimbursement to newly joined employee.
 - g) Depreciation on the asset which is not yet put to use.
2. Write a detailed note on 'Deduction from Gross Total Income'.
3. Write short notes on **any two** of the following :
 - a) Residential status of 'Companies' (Residential status of Individuals NOT desired)
 - b) Gross Annual Value (related to Income from House Property)
 - c) Types of Assessment
4. Prem's bank account shows the following deposits during the financial year 2011-12. Compute his total income for the A.Y. 2012-13, assuming that his income from house property (computed) is Rs. 62,000.
 - i) Gift from his sister in Amsterdam Rs. 2,30,000
 - ii) Gift from his friend on his birthday Rs. 10,000
 - iii) Dividend from shares of various Indian companies Rs. 12,600
 - iv) Gift from his mother's friend on his engagement Rs. 25,000
 - v) Gift from his fiancée Rs. 75,000
 - vi) Interest on bank deposits Rs. 25,000.

P.T.O.



5. Mr. Goyal receives the following emoluments during the previous year ending 31-3-12

Basic pay Rs. 40,000

Dearness Allowance Rs. 15,000

Commission Rs. 10,000

Entertainment allowance Rs. 4,000

Medical expenses reimbursed Rs. 25,000

Professional tax paid Rs. 3,000 (Rs. 2,000 was paid by his employer)

Mr. Goyal contributes Rs. 5,000 towards recognized provident fund. He has no other income. Determine the income from salary for A.Y. 2012-13, if Mr. Goyal is a State Government employee.

6. Write a detailed note on 'set-off and carry forward of losses'.
7. Discuss the tax implication of various elements related to 'Income from Salaries'.
8. Define 'Person' as per Income Tax Act, 1961. Also mention the latest Tax rates for All the persons.



[4387] – 405

Seat No.	
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P.G.D.B.M. (Semester – IV) Examination, 2013
PRODUCTION AND MATERIALS SPECIALIZATION – I (D)
402 : Inventory Management and Materials Requirement Planning
(2008 Pattern) (New)

Time : 3 Hours

Max. Marks : 70

Instructions: 1) Attempt **any five** questions.
2) **All** questions carry **equal** marks.

1. Discuss the nature and importance of inventory for any manufacturing organisation. Also discuss the basic problems faced in inventory control.
2. “Competitive advantage and customer satisfaction can be achieved through inventory management”. Explain.
3. Discuss basic EOQ model and the quantity discount for EOQ model.
4. What is the role of master production schedule, manufacturing resource planning and capacity requirement planning in “Resource Requirement Planning” ?
5. Enumerate the various considerations which favour
 - a) Making-in-house and
 - b) Outsourcing (or buying)
6. What is the role of JIT in product improvement, quality, prices and ability to respond quickly to the market place ?
7. Answer (**any two**) short notes :
 - a) World class manufacturing system
 - b) ABC analysis
 - c) Evaluation of performance of materials function
 - d) Safety stock.



[4387] – 406

Seat No.	
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P.G.D.B.M. (Semester – IV) Examination 2013
402 : Human Resource Management Specialisation – I (E)
LABOUR LAWS
(2008 Pattern)

Time : 3 Hours

Max. Marks : 70

Instructions : 1) Attempt **any five** questions.
2) Marks to the **right** indicate maximum marks for that question.

1. Enumerate the provisions regarding welfare under Factories Act, 1948. **14**
2. Explain provisions regarding leave with pay under Shop Act, 1948. **14**
3. What are “Central Advisory Board” and “State Advisory Board” under Contract Labour Act, 1970 ? **14**
4. Define “workman” under Industrial Disputes Act, 1947. Give suitable examples. **14**
5. Enumerate unfair labour practices on the part of Trade Unions under MRTU Act, 1971. **14**
6. Explain various principles of natural justice. **14**
7. Write short notes on **any two** : **14**
 - a) Inspector under Factories Act.
 - b) Illegal lock-out under ID Act.
 - c) Labour court under MRTU Act.

B/1/13/750



[4387] – 407

Seat No.	
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P.G.D.B.M. (Semester – IV) Examination, 2013
403 : Specialization – II A : Marketing
INTERNATIONAL MARKETING
(2008 Pattern)

Time : 3 Hours

Max. Marks : 70

Note: 1) Answer **any five** questions.
2) **All** questions carry **equal** marks.

1. Describe the opportunities and challenges in International Marketing created by new advances in Information Technology.
2. Briefly explain the major provisions of Import-Export Policy of Indian Government currently in force.
3. What are the preliminaries carried out by an exporter for starting Export Business and Appointing Overseas Agents ?
4. Critically evaluate the factors influencing International Pricing Decisions.
5. Discuss the Protectional & Promotional aspects of packaging for International Markets. What are the problems faced by Indian exporters in this connection ?
6. Discuss why the entry of 'Made in China' products has met with a mixed reaction from buyers in Indian Market ? Some welcomed them, while many have strongly resented their entry. At the same time, Indian Government is keen on building international trade with China. Offer your comments on the situation.
7. Write short notes on **any two** of the following :
 - a) Objectives of EXIM Bank
 - b) Bill of Lading
 - c) Letter of Credit
 - d) Role of W.T.O.



[4387] – 409

Seat No.	
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P.G.D.B.M. (Semester – IV) Examination 2013
'C' PROGRAMMING
403 : Specialization – II (C) (Computer)
(New) (2008 Pattern)

Time : 3 Hours

Max. Marks : 70

Instructions : 1) Question No. 1 is **compulsory**.
2) Solve **any five** out of the remaining questions.

1. A) Trace output and justify answer :

5

```
1) void main ( )
{
    int i = 6720, j = 4;
    while ((i % j) == 0)
    {
        i = i / j;
        j = j + 1;
    }
    printf ("%d", j);
}

2) void main ( )
{
    int i ;
    switch (i)
    {
        case 'h' :
        case 'g' : printf ("K");
                    break;
        default : printf ("bad");
    }
}
```

P.T.O.



- B) Write a program to display the sum of digits of any given number. 5
- C) Write short note (**any two**) : 10
- 1) Operators in 'C'.
 - 2) Structures in 'C'.
 - 3) Storage classes.
2. Write a program to print the following pattern : 10
- ```
A
a b
A B C
a b c d
A B C D E
```
3. Write a program to accept a string from the user and display the length of the string (Do not use built-in function). 10
4. Write a program to accept a 4 × 4 matrix and display the sum of each row. 10
5. Write a program to accept 10 numbers in an array and display the array in descending order. 10
6. Consider the structure 10
- ```
struct emp {
    char name [30] ;
    int age ;
    int sal;
}
```
- Write a program to accept 10 records and sort them by age and display.
7. Write a program to copy the contents of file 1 to file 2 skipping all blank spaces from file 1. 10



[4387] – 410

Seat No.	
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P.G.D.B.M. (Semester – IV) Examination, 2013
403 : Specialization – II D) : Production and Material
SUPPLY CHAIN AND LOGISTICS MANAGEMENT
(2008 Pattern)

Time : 3 Hours

Max. Marks : 70

Instructions : 1) Attempt **any five** questions.
2) **All** questions carry **equal** marks.

1. Discuss
“e enabled systems improves the effectiveness and efficiency of SCM”.
2. Explain in brief :
 - a) MRP – I and MRP – II
 - b) Inventory Carrying Cost.
3. What are the considerations in Planning Supply Chain of :
 - a) FMCG Products
 - b) Book Store
4. Explain balancing flow of information and flow of material/goods in SCM.
5. Discuss importance of Insurance and various policies in SCM.
6. Comment on use of best practices in Global and Local supply Chain Management in terms mode of Transportation and Communication.
7. Write short notes (**any two**) :
 - a) JIT in SCM
 - b) SCM cost and quality perspective
 - c) Integration of service level and inventory level.



[4387] – 411

Seat No.	
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P.G.D.B.M. (Semester – IV) Examination, 2013
403 : Specialization – II E) Human Resource Management
INDUSTRIAL RELATIONS
(2008 Pattern)

Time : 3 Hours

Max. Marks : 70

Instructions : 1) Answer **any five** questions.
2) **All** questions carry **equal** marks.

1. What is meant by “Industrial Relations” ? Explain its objectives and importance.
2. Explain any two approaches to Industrial Relations in detail.
3. Explain various steps involved in collective Bargaining Process.
4. Elaborate different forms in which workers’ participation in Management takes place.
5. Explain role of Judiciary in Industrial Relations.
6. Explain salient features of standing orders.
7. Write short notes on **any two** :
 - a) Effects of political and economical factors on IR
 - b) Causes of industrial disputes
 - c) Globalization and IR
 - d) Arbitration and mediation
 - e) Weaknesses of Trade Unions.



[4387] – 202

Seat No.	
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P.G.D.B.M. (Semester – II) Examination, 2013
202 : FINANCIAL MANAGEMENT
(2008 Pattern)

Time : 3 Hours

Total 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**.

1. Explain the various forms of business organizations.

SECTION – I

2. Explain the methods for evaluating capital expenditure proposals.
3. What is over capitalization ? State the reasons for the same. How would you overcome the over capitalization ?
4. Write short notes (**any three**) :
- a) Credit rating
 - b) Commercial papers
 - c) Hire purchase
 - d) Receivables management
 - e) Bonus shares.

SECTION – II

5. The management of Vijay Ltd. has called for a statement showing the working capital needed to finance a level of activity of 3,00,000 units of output for the year. The cost structure for the company is as follows :

	Cost per unit Rs.
Raw material	30
Direct labour	15
Overheads	15
Total cost	<u>60</u>
Profit	<u>20</u>
Selling Price	80

P.T.O.



Past trends indicates that raw materials are held in stock on an average for two months. Work-in-progress (50% complete) will approximate to half-a-month's production.

Finished goods remain in warehouse on an average for a month.

Suppliers of materials extend a month's credit.

For debtors two months credit is usually allowed.

A minimum cash balance of Rs. 50,000 is expected to be maintained.

The production pattern is assumed to be uniform throughout the year.

Prepare the statement of working capital determination.

6. Calculate Operating Leverage, Financial Leverage and Combined Leverage from the following information.

Particulars	Amt (Rs.)
Sales	6,00,000
Variable cost	3,00,000
Contribution	3,00,000
Fixed cost	2,00,000
Earning before Interest and tax	1,00,000
Interest	50,000
Earning before tax	50,000



7. Following is the Balance Sheet of Suraj Ltd. as at 31st March 2013.

Liabilities	Rs.	Assets	Rs.
Share Capital	6,00,000	Land and Building	5,40,000
General Reserve	70,000	Plant and Machinery	3,50,000
12% Debentures	4,20,000	Inventories	2,00,000
Sundry Creditors	1,00,000	Bills Receivable	10,000
Bills Payable	55,000	Sundry Debtors	1,00,000
		Bank Balance	40,000
		Prepaid Expenses	5,000
	<u>12,45,000</u>		<u>12,45,000</u>

The sales of the company were Rs. 8,00,000. The Gross Profit was Rs. 1,25,000 and Net Profit was Rs. 60,000.

Calculate :

- i) Current Ratio
- ii) Quick ratio
- iii) Long-term Debt to Equity Ratio
- iv) Gross Profit Ratio
- v) Net Profit Ratio.



[4387] – 302

Seat No.	
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P.G.D.B.M. (Semester – III) Examination, 2013
302 : MANAGEMENT INFORMATION SYSTEM
(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.

1. Define MIS. State need of MIS. Explain Contemporary approaches to MIS. **15**
2. Explain briefly various attributes of quality information. How quality information is useful for competitive advantages ? **15**
3. Explain various steps of system development life cycle with the help of any suitable model. **15**
4. State the process and types of decision making. Explain briefly steps of Herbert Simon's model of decision making. **15**
5. State the role of information security, quality assurance and quality control with respect to process of various functional areas of management. **15**
6. Write short notes (**any 2**) : **10**
 - a) Network topologies and network types
 - b) Concept of data warehousing
 - c) Expert systems
 - d) IT capabilities and their impact on organization.



[4387] – 404

Seat No.	
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PGDBM (Semester – IV) Examination, 2013
COMPUTER SPECIALIZATION – I (C)
402 : D.B.M.S. with Oracle
(2008 Pattern)

Time : 3 Hours

Total Marks : 70

- Note :** i) Q. 1 and Q. 5 are **compulsory**.
ii) Solve **any two** questions from the remaining.
iii) Draw neat labelled diagram **wherever** necessary.

1. Consider following table structure to write SQL Queries.

<u>Car</u>	<u>Car Manufacturer</u>
Car No.	CMID
Car Name	CM Name
Segment (Small/Midsize)	
Colour Code	
Price	
CMID	
<u>Colour</u>	
Colour code	
Colour Desc	

A) Solve the following queries based on above tables :

10

- 1) Create above three tables with proper constraints (primary 1 foreign key).
- 2) Insert appropriate data in the above table (Add Minimum 5 records in each table).

P.T.O.



B) Solve the following queries (**any 5**) : **(5×2=10)**

- 1) Display car details whose price is in the range of 1,00,000 to 5,00,000.
- 2) List car details in descending order of their price.
- 3) List total number of cars in each segment.
- 4) List car manufacturer name who was manufactured 'Nano' car.
- 5) Display details of all cars which are available in 'silver' colour.
- 6) Display car name, car manufacturer name & colour description of all car.

2. A) What are Codd's rule ? Define. **10**

B) Explain 3-tier Architecture of DBMS. **10**

3. A) Write a PL/SQL block, which will check that whether accepted number is prime number or not. **10**

B) Explain DDL statement with example. **10**

4. A) Explain Date, string and conversion functions with examples. **10**

B) Explain database user. **10**

5. Write short notes on following (**any two**) : **10**

- a) Primary and Foreign key
- b) Locks in Oracle
- c) Characteristics of DBMS
- d) Sub-Queries in SQL.



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Seat No.	
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P.G.D.B.M. (Semester – IV) Examination, 2013
403 : Specialization – II B : Finance
ADVANCED FINANCIAL MANAGEMENT
(New) (2008 Pattern)

Time : 3 Hours

Max. Marks : 70

- Instructions :**
- 1) Question No. 1 is **compulsory**.
 - 2) Attempt **any two** questions each 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.

1. Financial ratios, indicate the financial health of the firm from profitability, liquidity and stability point of view. Explain the statement with the help of suitable illustration. **10**

SECTION – I

2. Elaborate International Accounting Standards ? **15**
3. Discuss Capital budgeting decision under risk and uncertainty ? **15**
4. Write short notes on **(any three)** : **15**
 - a) Working Capital cycle
 - b) Valuation of equity shares
 - c) Human resource accounting
 - d) Buy back of shares
 - e) Inflation Accounting

P.T.O.



SECTION – II

5. Raju Brothers Private Limited sells goods on a gross profit of 25%. Depreciation is considered in cost of production. The following are the annual figures given to you :

15

	Rs.
Sales (Two month's credit)	18,00,000
Materials consumed (one month's credit)	4,50,000
Wages paid (one month lag in payment)	3,60,000
Administration expenses (one month lag in payment)	1,20,000
Sales promotion expenses (paid quarterly in advance)	60,000
Income tax payable in 4 equal installments of which one falls in next year	1,50,000
Cash manufacturing expenses (one month lag in payment)	4,80,000

The company keeps one month's stock each of raw materials and finished goods. It also keeps Rs. 1,00,000 in cash. You are required to estimate the working capital requirements of the company on cash basis assuming 15% safety margin.

6. 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

Present Value of Rupee 1 at 12%

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

7. From the following figures of A Ltd. draw up Balance Sheet

15

Current Ratio	2.5
Liquidity Ratio	1.5
Net Working Capital	Rs. 3,00,000
Stock Turnover Ratio (Based on Closing Stock)	6 times
Gross Profit Ratio	20%
Cost of Sales to Fixed Assets	2 times
Avg. Debt Collection period	2 months
Fixed Assets to Net Worth	0.8
Reserves and Surplus to Capital	0.5
Long Term Borrowings	Rs. 1,50,000



8. Prepare a cash budget for the quarter ended 30th Sept 2011 based on the following information :

15

Cash in bank on 1 st July 2011	Rs. 25,000
Salaries and wages estimated monthly	Rs. 10,000
Interest payable - Aug 2011	Rs. 5,000

	June Rs.	July Rs.	Aug. Rs.	Sept. Rs.
Estimated Cash Sales	-----	1,40,000	1,52,000	1,21,000
Credit Sales	1,00,000	80,000	1,40,000	1,20,000
Purchahses	1,60,000	1,70,000	2,40,000	1,80,000
Other Expenses (Payable in same month)	-----	20,000	22,000	21,000

Credit Sales are collected 50% in the month of sales are made and 50% in the month following. Collection from credit sales are subject to 5% discount if payment is received in the month of sales and 2.5% if payment is received in the following month. Creditors are paid either on a prompt or 30 days basis. It is estimated that 10% of creditors are in the prompt category.