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Question Paper Code: CMB001



INSTITUTE OF AERONAUTICAL ENGINEERING (Autonomous)

MBA I Semester End Examinations (Supplementary) - July, 2017

Regulation: IARE-R16

MANAGEMENT AND ORGANIZATION BEHAVIOR (Master of Business Administration)

Time: 3 Hours

Max Marks: 70

Answer ONE Question from each Unit

All Questions Carry Equal Marks

All parts of the question must be answered in one place only

UNIT – I

1. (a) Explain the contributions of Henry Fayol towards management. Do you think these principles are still valid today? Justify your answer. [7M]
(b) Explain the Relationship between systems theory and contingency theory of management? Which one is more practical, justify your answer. [7M]
2. (a) Explain the contribution of scientific management with an example in any organization? [7M]
(b) Explain the principles and systems approach towards management. Explain with an example of any organization. [7M]

UNIT – II

3. (a) Explain the different steps in decision making and how the decision will be taken individually? [7M]
(b) Explain the different types of plans? How the plans will be implemented in an organization? [7M]
4. (a) Discuss in detail about the steps involved in planning, also explain who are involved while making planning. [7M]
(b) Explain various decision making techniques in brief and how these techniques will be implemented in an organization? [7M]

UNIT – III

5. (a) Explain the features and advantages of “line and staff organization”. State the causes of conflict between the line and staff. Mention the suggestions for achieving co-operation between two. [7M]
(b) Define organization. Bring out the various principles of organization. [7M]
6. (a) What is span of control? Explain the factors determining span of control. [7M]
(b) Explain the significance of controlling? Explain different steps in controlling process. [7M]

UNIT – IV

7. (a) What do you mean by Organizational behavior. Explain the significance of Organizational behavior. [7M]
(b) How groups are formed. Explain in detail about formal and informal groups? [7M]

8. (a) What are the various factors affect the perceptual process. Explain in detail. [7M]
(b) What are the determinants of personality? Explain in detail and give an example. [7M]

UNIT – V

9. (a) Explain Maslow's need theory. Explain the limitations of the theory. [7M]
(b) Explain the Managerial grid in detail. What type of leadership style is suitable for Indian software companies. [7M]
10. (a) Explain in detail about Management levels, Enumerate how the motivation is to be done. [7M]
(b) Explain ERG theory in detail. What are the limitations of the same. [7M]



Hall Ticket No

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Question Paper Code: CMB002



INSTITUTE OF AERONAUTICAL ENGINEERING

(Autonomous)

MBA I Semester End Examinations (Supplementary) - July, 2017

Regulation: IARE-R16

FINANCIAL ACCOUNTING AND ANALYSIS

(Master of Business Administration)

Time: 3 Hours

Max Marks: 70

Answer ONE Question from each Unit

All Questions Carry Equal Marks

All parts of the question must be answered in one place only

UNIT – I

1. (a) Discuss the meaning of Accounting and its importance to various users of Accounting Information. [7M]
(b) Demonstrate the meaning and significance of the following GAAPs: [7M]
 - i. Separate Entity Concept.
 - ii. Dual Aspect Concept.
 - iii. Accrual Concept.
 - iv. Conservatism Principle.
2. (a) Describe the Meaning and various stages of Accounting Cycle. [7M]
(b) Classify the following items into asset, liability, income and Expense: [7M]
 - i. Copyrights
 - ii. Preliminary Expenses
 - iii. Pre-paid expenses
 - iv. Outstanding expenses
 - v. Bank Overdraft
 - vi. Sales
 - vii. Goodwill
 - viii. Stock
 - ix. Tax payable
 - x. Royalty Paid
 - xi. Accrued Commission
 - xii. Salaries
 - xiii. Unearned interest
 - xiv. Wages

UNIT – II

3. (a) Ms. Arora set up Ace Marketing Ltd., to provide consultancy. During a short period the company completed the following transactions. Prepare Journal entries to record the transactions. [7M]

- i. Ms. Arora invested cash in Ace's share capital Rs. 20,000
 - ii. Billed customers for services provided Rs. 5,600
 - iii. Paid assistant's salary Rs. 600
 - iv. Bought computer on credit Rs. 4,400
 - v. Received cash from customers billed earlier Rs. 1,350
 - vi. Took a bank loan Rs. 5000
 - vii. Paid creditors Rs. 2,000
- (b) Time Value company provides training on time management. The following are the account balances of the company on September 30, 2016. Prepare a Trial Balance. [7M]

Table 1

Accounts Receivable	Rs.1,200	Prepaid Insurance	Rs.1,400
Building	Rs.15,000	Retained Earnings	?
Cash	Rs.1,500	Revenue from services	Rs.12,500
Creditors	Rs.2,300	Rent Expense	Rs.1,000
Dividends	Rs.750	Salaries Expense	Rs.1,600
Electricity Expense	500	Share capital	Rs.7,500
Office Equipment	Rs.3,000	Telephone Expense	Rs.1,050

4. (a) On January 1, 2012, X Ltd., purchased a second-hand machine for Rs. 80,000 and spent Rs. 20,000 on its cartage, repairs and installation. The residual value at the end of its expected useful life of 4 years is estimated at Rs. 40,000. On September 30, 2013, this machine is sold for Rs. 50,000. Depreciation to be provided according to Straight Line Method. Prepare Machinery account for the first three years assuming that the accounts are closed on March 31, each year. [8M]
- (b) Prepare purchases book and purchase returns book in the books of Ms Soundarya Enterprise from the following transactions: [6M]

Table 2

Date	Transaction
12/5/16	Goods of MRP Rs.25,000 purchased from Naveen Enterprises @20% trade discount.
14/5/16	Goods valuing Rs.1,100 returned to Naveen Enterprises.
16/5/16	Goods of MRP Rs.44,000 purchased from Satish Enterprises @10% trade discount.
19/5/16	Goods of cost Rs.3,200 returned to Satish Enterprises.
20/5/16	Goods costing Rs.19,000 purchased in cash from Naveen Enterprises.
21/5/16	Goods costing Rs.11,000 purchased from Telelink Ltd.

UNIT – III

5. (a) The following transactions occur in the purchase and issue of a material: [8M]

Table 3

2016		
January 1	Opening stock	Nil
January 1	Purchases	100 units @ Rs.30 per unit
January 15	Issued	50 units
February 1	Purchases	200 units @ Rs.40 per unit
February 15	Issued	100 units
February 20	Issued	100 units
March 1	Purchases	150 units @ Rs.50 per unit
March 15	Issued	100 units

Prepare stores ledger under FIFO method from the above transactions

- (b) Discuss the meaning and types of Share Capital found in a balance sheet. [6M]
6. (a) D Ltd invited application to issue 10,000 equity shares of face value Rs.10 each at par. The amount to be paid as to Rs.4 at the time of application, Rs.2.50 on allotment, and the remaining amount on first and final call. The company received the application for 10,000 shares all the shares were allotted, the amount due on allotment as well as on first and final call was received in time in full. Pass necessary journal entries in the books of D Ltd. [8M]
- (b) Discuss the meaning and types of Debentures. [6M]

UNIT – IV

7. (a) Following are the comparative balance sheets of Novo Company as at December 31. [8M]

Table 4

Liabilities	2014 (Rs.)	2015 (Rs.)	Assets	2014 (Rs.)	2015 (Rs.)
Share capital	70,000	74,000	Goodwill	10,000	5,000
Profit/loss	10,040	10,560	Land	20,000	30,000
Debentures	12,000	6,000	Trade Debtors (goods)	14,900	17,700
Trade -Creditors	10,360	11,840	Stock-in-trade	49,200	42,700
Provision for doubtful debts	700	800	Cash	9,000	7,800
	1,03,100	1,03,200		1,03,100	1,03,200

Additional Information:

- i. Dividends were paid totaling Rs.3,500.
- ii. Land was purchased for Rs.10,000 and amount provided for the amortization of goodwill totaled Rs. 5,000.
- iii. Debenture loan was repaid Rs. 6,000.

Prepare funds flow statement of Novo Company.

- (b) Describe the meaning of Funds Flow Statement. Compare Funds Flow with Income statement. Explain the uses of Funds flow statement. [6M]

8. (a) The Balance Sheets of VXL Limited as at December 31 of two years are given below: [8M]

Table 5

Assets	2016 (Rs.)	2015 (Rs.)
Cash Balances	60,000	50,000
Trade debtors	100,000	75,000
Inventory	120,000	140,000
Land	80,000	100,000
Plant and Machinery	250,000	200,000
Total	610,000	565,000
Liabilities and Capital		
Trade Creditors	40,000	30,000
Debentures	90,000	150,000
Provision for depreciation on Plant	80,000	60,000
Equity Share Capital	240,000	200,000
Retained Earnings	160,000	125,000
Total	610,000	565,000

Cash dividends of Rs.25,000 have been paid during the year.

Prepare a Cash flow statement for VXL Limited.

- (b) Describe the meaning of cash flow statement. Compare funds flow with cash flow statement. [6M]

UNIT – V

9. (a) Calculate the following ratios from the given balance sheet: [7M]
- i. Current ratio
 - ii. Fixed Assets to Net worth ratio
 - iii. Debt equity ratio
 - iv. Return on capital employed

Table 6: Balance Sheet

Liabilities	Rs.	Assets	Rs.
600 shares of Rs.100 each	60,000	Land	40,000
General Reserve	35,000	Plant	20,000
Dividend Equalisation Reserve	5,000	Machinery	27,500
Long-term loans	20,000	Investments	25,000
Bills payable	30,000	Inventories	30000
Provision for tax	5,000	Bills receivable	13,500
Profit & loss A/c			
Balance(cr) Last Year : 1,000			
Current year : 20,000	21,000	Cash and bank	12,000
		Preliminary expenses	8,000
	176,000		176,000

(b) Describe the meaning and types of Financial Statements.

[7M]

10. (a) The following Trading and Profit and Loss Account is given:

[8M]

Table 7: Trading and Profit and Loss A/c. For the year ending 31st March 2016

	Rs.	Rs.	
To Opening stock	76,250	By Sales	500,000
To Purchases	315,250	By Closing stock	98,500
To Carriage	2,000		
To Wages	5,000		
To Gross profit	200,000		
	598,500		598,500
To Administrative expenses	100,000	By Gross profit	200,000
To Selling & distribution expenses	13,000	By Non operating incomes	6,000
To Financial expenses	7,000		
To Other non-operating expenses	2,000		
To Net profit	84,000		
	206,000		206,000

Calculate:

- i. Gross Profit ratio
- ii. Net Profit ratio
- iii. Operating ratio
- iv. Operating profit ratio
- v. Current ratio
- vi. Stock turnover ratio

(b) Describe the meaning and classification of Ratios.

[6M]

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Hall Ticket No

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Question Paper Code: CMB003



INSTITUTE OF AERONAUTICAL ENGINEERING

(Autonomous)

MBA I Semester End Examinations (Supplementary) - July, 2017

Regulation: IARE-R16

MANAGERIAL ECONOMICS

(Master of Business Administration)

Time: 3 Hours

Max Marks: 70

Answer ONE Question from each Unit

All Questions Carry Equal Marks

All parts of the question must be answered in one place only

UNIT – I

1. (a) Managerial economics helps in decision making in the frame work of uncertainty and scarcity of resources. Discuss the statement and elaborate with an example. [7M]
(b) What is the significance of time perspective and discounting principal in business decision making? [7M]
2. (a) Explain the equi-marginal principal and its application in business decision making. [7M]
(b) Managerial economist tends to rely on the scientific research method in building and empirically testing business- oriented economics models. Discuss all the steps to be taken to solve a business problem. [7M]

UNIT – II

3. (a) Explain Demand and describe its determinants with suitable examples. [7M]
(b) What do you understand by a shift in demand curve? Enumerate the three possible reasons for such shifts. [7M]
4. (a) Using the regression technique calculate the trend series and forecast demand for the year 2018 from the historical sales data (in millions) given in Table 1 [5M]

Table 1

Year	2012	2013	2014	2015	2016
Sales	10	12	15	14	18

- (b) What is price elasticity and explain different types of price elasticity with suitable graphs and example? [9M]

UNIT – III

5. (a) Explain Cobb- Douglas production function in detail. [6M]
(b) What is law of variable proportion? Explain change in production with change in one variable. [8M]
6. (a) Discuss marginal rate of technical substitution? [5M]
(b) What is marginal product, total physical product and average physical product of a variable factor? Show their behavioral relationship giving a production schedule and diagrammatic representation. [9M]

UNIT – IV

7. (a) Why short run Average cost curve is U shaped? [7M]
(b) Discuss the cost-output relationship in long run. [7M]
8. (a) Distinguish Economies from diseconomies of scale and suggest two possible cause of each. [7M]
(b) The average variable cost is constant at Rs.5.00 per unit. The firm is selling 1000 units a week. Average fixed cost is also Rs.5 per unit. The market price for the product is Rs.12.00 per unit.
i. Calculate the break-even level of output. [7M]
ii. If the firm sets a target of Rs. 3400 as their weekly profit, how many units of output should it sell?

UNIT – V

9. (a) What is meant by price discrimination? State the necessary condition for price discrimination. Illustrate the three different level of price discrimination with the help of graphs. [10M]
(b) “Equilibrium under oligopoly is indeterminate”. Comment. [4M]
10. (a) Show how the firm’s equilibrium, price and output of a monopoly firm are simultaneously determined in the long run. [7M]
(b) Distinguish between [7M]
i. Monopoly and Monopolistic Competition
ii. Oligopoly and Monopolistic Competition



Hall Ticket No

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Question Paper Code: CMB004



INSTITUTE OF AERONAUTICAL ENGINEERING

(Autonomous)

MBA I Semester End Examinations (Supplementary) - July, 2017

Regulation: IARE-R16

BUSINESS LAW AND ENVIRONMENT

(Master of Business Administration)

Time: 3 Hours

Max Marks: 70

Answer ONE Question from each Unit

All Questions Carry Equal Marks

All parts of the question must be answered in one place only

UNIT – I

1. (a) All contracts are agreements and all agreements are not contract. In this light explain the essentials of a valid contract [8M]
(b) Is it valid to discharge a contract by mutual agreement? Explain the different ways of discharging the contract by mutual agreement. [6M]
2. (a) i. Amitabh offers to sell his car to Dinakar for Rs.1, 00,000. Dinakar responds by saying that he would purchase the car for Rs 95000, instead. Dinakar, however subsequently reconsiders, and agrees to purchase the car for Rs.1,00, 000, as was originally quoted by Amitabh to him earlier. Do you think that the contract has been finally entered into Amitabh and Dinakar? [8M]
ii. A wine merchant contracts to sell to a customer 5 dozens of a particular brand of champagne. At the time of the contract the wine merchant's whole stock of wine had been destroyed by fire, but he was not aware of this fact. What is the effect on the legal rights of the parties?
(b) Explain the different types of contract [6M]

UNIT – II

3. (a) Explain any EIGHT new concepts according to the companies Act of, 2013 [8M]
(b) Explain the different types of companies in detail. [6M]
4. (a) State and explain the procedure for the incorporation of the company as per companies Act, 2013. [8M]
(b) Explain the different modes of winding up of the company. [6M]

UNIT – III

5. (a) Mr. Ashok got a payment of Rs.5600/- in the form of cheque on 24th October 2016. The banker refused the payment on the cheque and stated certain reasons. State and explain the reasons when banker "must refuse" payment of his customers cheque. [8M]

- (b) i. A, B and C are the parties to the BOE. The bill is endorsed and negotiated by C to D, D to E, E to Y and Y to Z. Who is the party ultimately liable to make payment on the bill? [6M]
- ii. I promise to pay Maithri a sum of Rs 5000/- after receiving from Ratna. Is this a valid note?
- iii. A promissory note is presented for payment six days after its maturity. Are the maker and Endorser discharged by such delay. Advice.
6. (a) With a specimen explain the essentials for a Bills of Exchange [8M]
- (b) Explain the provisions relating to the discharge of parties according to NI Act [6M]

UNIT – IV

7. (a) Explain PESTEL model . How will you do a country analysis using PESTEL Model [8M]
- (b) What are the various industrial policies adopted by the GOI since Independence [6M]
8. (a) Trace the impact of LPG proposed by Dr.Manmohan Singh in 1991 [8M]
- (b) Demonitisation is a success in unfolding black money from the economy in India.Comment. [6M]

UNIT – V

9. (a) Discuss the current Indian Export Scenario and suggest practical remedies to improve the current situation. [8M]
- (b) Indian petroleum imports are hurting the Balance of Payments situation .Comment [6M]
10. (a) What do you mean by Current Account and Capital Account. [8M]
- (b) Describe the causes for Balance of Payments disequilibrium. [6M]



Hall Ticket No

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Question Paper Code: CMB005



INSTITUTE OF AERONAUTICAL ENGINEERING

(Autonomous)

M.Tech I Semester End Examinations (Supplementary) - July, 2017

Regulation: IARE-R16

STATISTICS FOR MANAGEMENT

(Master of Business Administration)

Time: 3 Hours

Max Marks: 70

Answer ONE Question from each Unit

All Questions Carry Equal Marks

All parts of the question must be answered in one place only

UNIT – I

1. (a) Explain the origin and development of statistics. [7M]
(b) Explain the qualities of a statistician .Discuss the significance of statistical investigation. [7M]
2. (a) Examine the various functions of statistics and limitations of statistics. [7M]
(b) Explain the scope of statistics .Explain the managerial implications of statistics. [7M]

UNIT – II

3. (a) Calculate the median and compute the mean deviation from the median. [7M]

Table 1

Class	frequency
0-10	5
10-20	8
20-30	12
30-40	15
40-50	20
50-60	14
60-70	12
70-80	6

- (b) Compute the quartile deviation and its coefficient from the Table 2. [7M]

Table 2

Class	frequency
0-100	12
100-200	18
200-300	35
300-400	42
400-500	50
500-600	45
600-700	20
700-800	8

4. (a) Calculate Bowley's coefficient of skewness for the data given in Table 3

[7M]

Table 3

CI	f
Below 99	1
100-109	14
110-119	66
120-129	122
130-139	145
140-149	121
150-159	65
160-169	34
170-179	12
180-189	5
190-199	2
200 and over	2

- (b) The median of the following distribution is known to be 25. Find the missing values in Table 4.

[7M]

Table 4

CI	f
0-10	3
10-20	X
20-30	5
30-40	Y
40-50	2
Total	20

UNIT – III

5. (a) Differentiate between classification and tabulation and explain the different types of classification. [7M]
- (b) Represent the data given in Table 5 by means of a histogram. [7M]

Table 5

Monthly Income (Rs)	No:of workers
3000-3500	7
3500-4000	19
4000-4500	27
4500-5000	15
5000-6000	12
6000-8000	12
8000-10000	8

6. (a) Explain the various types of one dimensional diagrams. [7M]
- (b) Explain the general rules for constructing diagrams. [7M]

UNIT – IV

7. (a) Explain the assumptions, properties and applications of t-test. [7M]
- (b) Calculate the Spearman's rank correlation coefficient between the following 2 series shown in Table 6. [7M]

Table 6

Series A	Series B
57	113
59	117
62	126
63	126
64	130
65	129
55	111
58	116
57	112

8. (a) Differentiate between Karl Pearson's correlation co-efficient of Spearman's rank correlation. [7M]
 (b) Perform a two way ANOVA on the data given in Table 7: [7M]

Table 7

Plots of land	Treatment A	Treatment B	Treatment C	Treatment D
I	38	40	41	39
II	45	42	49	36
III	40	38	42	42

UNIT – V

9. (a) Explain the characteristics and uses of index numbers. [7M]
 (b) Fit a straight line to the following data given in Table 8 by least squares method. [7M]

Table 8

x	y
0	1
1	1.8
2	3.3
3	4.5
4	6.3

10. (a) Explain the significance of trend analysis and discuss the methods of estimating trend. [7M]
 (b) For the following data given in Table 9 obtain the 2 regression equations. [7M]

Table 9

X	6	2	10	4	8
Y	9	11	5	8	7

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Hall Ticket No

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Question Paper Code: CMB302



INSTITUTE OF AERONAUTICAL ENGINEERING

(Autonomous)

MBA I Semester End Examinations (Supplementary) - July, 2017

Regulation: IARE-R16

WTO AND INTELLECTUAL PROPERTY RIGHTS.

(Master of Business Administration)

Time: 3 Hours

Max Marks: 70

Answer ONE Question from each Unit

All Questions Carry Equal Marks

All parts of the question must be answered in one place only

UNIT – I

1. (a) Write about the 8th Round popularly known as Uruguay Round of trade negotiations mentioning the objectives of 8th Round. [7M]
(b) What are the objectives of General Agreement on Tariffs and Trade? What is Dunkel Proposals with respect to Uruguay Round? [7M]
2. (a) What was about the Doha Declaration on TRIPS Agreement and Public Health? What was committed and progress made? Mention the gap of Doha Declaration on TRIPS. [7M]
(b) Discuss about TRIMS and list out its requirements. [7M]

UNIT – II

3. (a) What are included under Paris Convention for the protection of Industrial Property? Summarize about National Treatment and Right of Priority as substantive provisions of the Paris Convention. [7M]
(b) List out the Common Rules that all contracting States must follow. Under these rules briefly write about Patents and Marks. [7M]
4. (a) Highlight the minimum standards of protection relate to the works and rights to be protected according to the Berne Convention. [7M]
(b) Summarize the main advantages of Budapest Treaty that related to deposition of microorganisms. [7M]

UNIT – III

5. (a) What is meant by Intellectual Property Rights (IPR)? List out the activities which are covered by the intellectual property rights are laid down by the World Intellectual Property Organization (WIPO). [7M]
(b) Write about patentability in the perspective of requirements for an invention to be patented. [7M]
6. (a) Explain different types of patent applications. [7M]
(b) Explain Intellectual Property Exploitation? [7M]

UNIT – IV

7. (a) Briefly write about the basic statutory requirements for a design patent? [7M]
(b) What are the elements of a design patent application? [7M]
8. (a) What is Geographical Indication according to TRIPS? Write about legal effect of Geographical Indication. [7M]
(b) Do you agree that the geographical indications are protected by world intellectual property organization. [7M]

UNIT – V

9. (a) What is a 'Trademark' and a 'Copyright'. Bring out the principal difference between them. [7M]
(b) What is Vienna Classification and its objectives? Write briefly on list of goods and services. [7M]
10. (a) Write in detail about Trademark infringement. [7M]
(b) Elaborate on copyright infringement. [7M]

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