

**ID-11541/Jan. 07**  
**MBA 2 Yr. 1st Semester (DDE)**  
**Management Process & Skill Development**  
**(2.11)**

Roll No .....

Time: 3 hours

Maximum Marks: 70

Note: Attempt **five** questions in all, selecting at least **one** question from each unit. All questions carry equal marks.

**Unit-I**

1. Discuss the meaning and levels of management. What are the major functions of management in an industrial organisation?
2. "The principles of scientific management marked the beginning of management movement". Discuss. Bring out clearly the broad principles of scientific management.

**Unit-II**

3. What are the features of business decision-making? How does planning affect this process?
4. Explain the objectives of organising. What is the role of departmentation and span of control in designing organisational structure?

**Unit-III**

Explain the meaning of motivation and its significance in an organisation. Does MasLow's theory really help in motivating the work force in an organisation?

6. Why does management need control system? How does management control help in effective utilisation of man power? What are the limitations of management control systems?

**Unit-IV**

7. What are the major skills that a manager must have? How can these skills be improved?
8. Discuss the relevance of communication skills for a manager. What are the relative merits and demerits of written and verbal communication in an organisation?

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**ID-IIS46/Jan.07**  
**MBA 2 Yr. Ist Semester (DDE)**  
**Computer Applications in Management (2.16)**

*Time: 3 hours*

*Maximum Marks: 50*

Note: Attempt five questions. selecting at least one question from each unit. All questions carry equal marks.

**Unit-I**

1. Draw a component chart of a digital computer and explain its working. Discuss the characteristics of computers.
2. Discuss the scope of computer applications in the field of business with special reference to Indian context. Where does the competencies lie in Indian technological environment?

**Unit - 2**

3. What is a network? Distinguish between LAN and WAN. Discuss various topologies of networking.
4. Write short notes on :
  - (a) Packet Transmission
  - (b) Bandwidth
  - (c) Analog & Digital Signals

**Unit-III**

5. What is meant by a data base? What are the characteristics of a data base? How is report generation operation performed in a dbase software?
6. How databases are fast becoming an integral part of all the businesses over computers? Discuss the various advantages and disadvantages of a database.

**Unit-IV**

7. What are the basic problems of growth of e-commerce in India? What technological and economic considerations block the growth of e-commerce applications?

8, Write notes on two of the following :

- (a) Internet Protocol Addresses
- (b) Browsing Web Pages

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**ID-11543/Jan. 07**  
**MBA 2 Yr. 1st Semester (DDE)**  
**Accounting for Managers (2.13)**

Time: 3 hours

Maximum Marks: 70

**Note:** Attempt **five** questions in all, selecting at least **one** question from each unit.

**Unit-I**

1. What is a Trial-Balance? How it is prepared? Give examples.
2. Define depreciation. Distinguish between Straight Line and Written Down Methods. Give examples.

**Unit-II**

3. From the following details, prepare a Balance Sheet:

Current Ratio	1.75
Liquid Ratio	.. 1.25
Stock Turnover Ratio	9 times
Gross Profit Ratio	25%
Debt Collection Period	1.5 months
Reserves to Capital	0.2
Turnover of Fixed Assets	1.2
Capital Gearing Ratio	0.6
Fixed Assets to Net worth	1.25
Sales for the Year	Rs. 12,00,000

4. State the significance of preparing a funds flow statement. How 'Funds from Operations' is calculated?

**Unit-III**

5. "Management accounting is concerned with accounting information which is useful for management." Discuss.
6. Why is correct valuation of inventory essential? What is the basic principle involved while valuing inventories?

**Unit-IV**

7. What is budgetary control? Discuss various advantages and essentials for the success of budgetary control.

8. Discuss the different marginal costing applications in managerial decision making.

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ID-11545/Jan. 07  
MBA 2 Yr. 1st Semester (DDE)  
Indian Ethos and Values (2.15)

Note: Attempt five questions in all, selecting at least one question from each unit. All questions carry equal marks.

Time: 3 hours

Maximum Marks: 70

**Unit-1**

1. What do you mean by Work Ethos? Discuss Indian Ethos having relevance to the field of management?
2. What do you understand by Indian heritage? What lessons can be drawn from Indian heritage for production, consumption and other economic activities to face the challenges of new economy?

**Unit-II**

3. What is the relevance of transcultural human values to the field of management? Why it has become essential for study in management education during recent times?
4. Discuss the problems relating to stress in modern organisations. Explain Indian perspective to stress management.

**Unit-III**

5. What are the main features of new economy? Discuss the relevance of value based management in global change.
6. What are the managerial challenges in modern organisations? How can holistic approach in decision making can help managers to tackle such issues?

**Unit-IV**

7. Discuss the main features of Ancient Indian Education System. What lessons can be drawn from that system for human development and corporate management?
8. How do the fields of Science and Technology and Indian Ethos and Values in management are related to each other? Can this relationship help to develop an Indian thought on management?

3.

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**ID-11542/Jan. 07**  
**MBA 2 Yr. 1st Semester (DDE)**  
**Managerial Economics (2.12)**

Time: 3 hours

Maximum Marks: 70

**Note:** Attempt **five** questions in all, selecting at least **one** question from each unit.

**Unit-I**

1. What is managerial economics? Discuss the characteristics and scope of managerial economics. How does economic theory contribute to managerial decisions?
2. Write detailed notes on the following concepts: (a) Opportunity cost;  
(b) Incremental reasoning.

**Unit-II**

3. What are the conditions for a consumer's equilibrium? Explain and illustrate consumer's equilibrium using indifference curve techniques.
4. What are the objectives of demand forecasting? Critically evaluate survey methods of demand forecasting?

**Unit-III**

5. Distinguish between laws of returns to variable proportions and laws of return of scale. Explain the factors, which causes increasing return to scale. What are the reasons for the operations of law of the diminishing returns?
6. Compare perfect competition and monopolistic / competition. How are price and output decisions taken under perfect competition?

**Unit-IV**

7. Write short notes on the following:  
(a) Peak load pricing  
(b) Transfer pricing
8. Explain the sales revenue maximization model with advertisement. What are its assumptions? How is it applicable in real life situation?

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**ID-11544/Jan. 07**

**MBA 2 Yr. 1st Semester (DOE)**  
**Quantitative Methods (2.14)**

4.

Time: 3 hours

Maximum Marks: 70

**Note:** Attempt **five** questions in all, selecting at least **one** question from each unit. All questions carry equal marks.

**Unit-I**

- (a) Sum of marks obtained by three students, in A.P., is 90 and sum of their squares is 2750. Find the marks scored by the three students.  
(b) Sum of three numbers in G.P. is 42. If 4, 8 and 6 are added to these numbers respectively, new numbers form an A.P. Find the numbers.
- Solve the following linear equations:  $x + 2y - 3z = -8$   
 $-3x + y + 2z = 10$   
 $2x - 3y + z = -2$

**Unit-II**

- Differentiate between measures of central tendency and measures of variation. Discuss the merits and demerits of median and standard deviation.
- Calculate the values of median and co-efficient of variation for the following frequency distribution:

Monthly Salary (Rs.)	No. of Employees	Monthly Salary (Rs.)	No. of Employees
1000-1400	2	3400-3800	10
1400-1800	4	3800-4200	8
1800-2200	4	4200-4600	4
2200-2600	8	4600-5000	6
2600-3000	12	5000-5400	4
3000-3400	16	5400-5800	2

**Unit-III**

- Discuss the advantages and limitations of regression analysis and time series analysis. What is the role of time series analysis in forecasting?
- Calculate Karl Pearson's co-efficient of correlation between heights of fathers (X) and heights of sons (Y)

X	65	66	67	68	69	70	71
Y	67	68	66	69	72	72	69

**Unit-IV**

- (a) Explain the classical approach to probability. How is probability calculated in this approach?  
(b) State and explain Bayes' theorem.  
(c) Describe the properties of normal distribution.
- Height of 10000 soldiers is normally distributed with a mean of 69 inches and standard deviation of 2 inches. Find the number of soldiers whose heights are (i) less than 66 inches (ii) more than 71.5 inches (iii) between 64 and 67 inches. (iv) between 67.5 and 72 inches. Also find the minimum height of tallest 1000 soldiers.

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