(i) Printed Pages : 2   Roll No. ....

(ii) Questions : 10   Sub. Code : $\boxed{2}\boxed{6}\boxed{1}\boxed{7}\boxed{2}$

Exam. Code : $\boxed{0}\boxed{5}\boxed{0}\boxed{1}$

Master of Commerce 1ˢᵗ Semester

(2124)

MANAGERIAL ECONOMICS (Same for CDOE Candidates)

Paper—M.C-101

Time Allowed : Three Hours]   [Maximum Marks : 80

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

UNIT—I

1. Enlist and explain the functional areas of business. How can managerial economics help in these functional areas ?

2. What is optimization ? How does optimization help in managerial decision making ? Explain.

3. Present the International framework of managerial economics. Highlight its need in present times.

UNIT—II

4. Demonstrate the applications of price, income and cross elasticity of demand with help of at least one suitable example for each type of elasticity.

5. Describe ordinal theory of consumer behaviour. Also highlight its importance in current times.

UNIT—III

6. Determine the equilibrium, output and price under imperfect competition in both short and long run.

7. Write short notes on the following :

   (a) Which degree of price discrimination gives highest profits to monopolist and how ?

   (b) Measurement of risk with probability distribution.

8. Discuss in detail the behaviour of risk averting investor in detail. Can risk averter investor foresee and avert uncertainties too ?

UNIT—IV

9. How technology can impact labour productivity and market structure ? Give your answer in Indian context.

10. How technology and industrial innovation are correlated and interdependent ? Give your agreement/disagreement to the statement and justify in detail.

(i) Printed Pages : 3   Roll No. ....

(ii) Questions   : 10   Sub. Code : $\boxed{2}\boxed{6}\boxed{1}\boxed{7}\boxed{3}$

Exam. Code : $\boxed{0}\boxed{5}\boxed{0}\boxed{1}$

Master of Commerce 1ˢᵗ Semester

(2124)

QUANTITATIVE METHODS FOR BUSINESS

(Same for CDOE Candidates)

Paper : MC-102

Time Allowed : Three Hours]   [Maximum Marks : 80

Note :— Attempt any **FIVE** questions but selecting at least **ONE** question from each Unit.

UNIT—I

1. (a) Fit a binomial distribution to the following data :

X	0	1	2	3	4	
Y	28	62	46	10	4	8

   (b) Explain Binomial Distribution and its properties.   8

2. (a) Between the hours of 2 PM and 4 PM the average number of phone calls per minute coming into a switch board of a company is 2.5. Find the probability that during one particular minute there will be :

   (i) no phone call at all

   (ii) exactly 3 calls

   (iii) at least 2 calls.

   (Given $e^{-2} = 0.1353$, $e^{-0.5} = 0.6065$).   8

   (b) Discuss Poisson distribution with example.   8

3. Define sampling and explain methods of probability sampling. 16

4. (a) A population consists of five values : 3, 4, 5, 6 and 7. List all possible samples of size 3 without replacement from this population and calculate the mean $\bar{x}$ of each sample. Verify that sample mean $\bar{x}$ is an unbiased estimate of the population mean. 8

   (b) Distinguish between point estimation and interval estimation. 8

5. Explain the term hypothesis and discuss procedure for hypothesis testing with suitable example. 16

UNIT—III

6. (a) In a sample of 500 persons from a village in Haryana, 280 are found to be rice eaters and the rest wheat eaters. Can we assume that both the food articles are equally popular ? 8

   (b) Explain test of hypothesis about population properties. 8

7. (a) Two salesmen A and B are working in a certain district. From a sample survey conducted by the Head office, the following results were obtained. State whether there is any significance difference in the average sales between the two salesmen :

	A	B	
No. of sales	20	18	
Average	170	205	8
Standard devication	20	25	

   (b) Explain f-test (variance Ratio Test) with example. 8

26173/PD-10082   2

8. The following figures relate to producing in kg of three varieties A, B and C of wheat sown in 12 plots :

A	14	16	18		
B	14	13	15	22	
C	18	16	19	19	20

Is there any significant difference in the production of these varieties ? 16

UNIT—IV

9. (a) Define Statistical Quality Control and advantages of Statistical Quality Control. 8

(b) A machine is set to deliver packet of a given weight. 10 samples of size 5 each were recorded in the data given below :

Sample No.	1	2	3	4	5	6	7	8	9	10
Mean $\bar{x}$	15	17	15	18	17	14	18	15	17	16
Range	7	7	4	9	8	7	12	4	11	5

Construct the Mean chart and Range chart and comment on state of control. (Conversion factors for n = 5 are $A_2 = .577$, $D_3 = 0$, $D_4 = 2.115$) 8

10. Calculate the Expected Opportunity Loss (EOL) from the following pay off table and hence decide which act is to be selected :

State of nature (Events)	Acts			
	A	B	C	D
S1	50	20	−10	−20
S2	120	50	200	300
S3	200	240	400	350

The probabilities of the states of nature are 0.2, 0.5 and 0.3 respectively. 16

(i) **Printed Pages : 2** Roll No. ....

(ii) **Questions : 10** Sub. Code : | 2 | 6 | 1 | 7 | 4 |

Exam. Code : | 0 | 5 | 0 | 1 |

Master of Commerce 1ˢᵗ Semester

(2124)

MODERN ACCOUNTING THEORY & REPORTING

PRACTICES (Same for CDOE Candidates)

Paper—M.C-103

Time Allowed : Three Hours]   **[Maximum Marks : 80**

Note :— Attempt *five* questions in all, selecting at least *one* question from each Unit. Each question carries **16** marks.

UNIT—I

I.   What do you mean by first time adoption of International Financial Reporting Standards ? Explain the genesis and main features of IFRS–I.

II. What are the challenges in the convergence of International Accounting Standards in the context of India ? Explain the advantages of harmonization of accounting practices.

III. What do you mean by Financial Statement ? Explain in detail the objectives and characteristics of Financial Statements.

26174/PD-9384   1   [Turn over

UNIT—II

IV. Explain the provisions related to measurement and disclosure of Inventories as per IAS 2.

V. Explain the difference between the deferred tax liabilities and deferred tax assets. Explain the accounting treatment of Income Tax as per IAS 12.

UNIT—III

VI. Write a note on the recognition and measurement principles applicable to an interim report.

VII. Explain the calculation and presentation of earnings per share (EPS) and diluted earnings per share as per IAS 33.

VIII. What do you understand by segment reporting ? Explain presentation and additional disclosures related to segment reporting as per International financial reporting standards.

UNIT—IV

IX. What is a cash flow statement ? Prepare a cash flow statement with imaginary figures as per IAS 7.

X. What are the steps involved in preparation of external financial reports related to proportionate consolidation and joint ventures for combined entities and joint ventures ?

Master of Commerce 1ˢᵗ Semester

(2124)

ORGANIZATION THEORY AND BEHAVIOUR

(Same for CDOE Candidates)

Paper—M.C-104

Time Allowed : Three Hours]   **[Maximum Marks : 80**

Note :— Attempt *five* questions in all, selecting at least *one* question

from each Unit. Each question carries **16** marks.

UNIT—I

I.   Critically evaluate the contributions of classical and new classical

thinkers to organizational theory. Which one do you think is

more relevant today and why ? Explain.

II.   What is Personality ? Discuss the various factors which affect

personality development of an individual.

III.   How do we consider the understanding of perception is important ?

Explain it with the process of perception formation.

UNIT—II

IV. Discuss the situations under which group decision-making is better than individual decision-making. Suggest some measures to improve group decision-making.

V. Communication is necessary for successful running of organization. What are the barriers to the organizational communication ?

VI. Critically examine Herzberg's two-factor theory. Make a comparison between theories of Herzberg and Maslow.

UNIT—III

VII. What do you understand by Leadership Style ? How will you secure effective leadership in the management of an Organisation ?

VIII. What do you understand by transactional analysis ? How is it important in understanding or improving interpersonal relations at the workplace ?

UNIT—IV

IX. What are the various determinants of the Organizational Culture ? What is the role of top management in the culture creation ?

X. What is work stress ? What are the various types of stress an employee faces during its work environment ?

Master of Commerce 1ˢᵗ Semester
(2124)
MARKETING MANAGEMENT
(Same for CDOE Candidates)
Paper-M.C. -105

Time Allowed : Three Hours]   **[Maximum Marks : 80**

Note :—Attempt **FIVE** questions in all, selecting at least **ONE** question from each Unit. All questions carry equal marks.

UNIT—I

1. Define Marketing. Explain the evolution of Marketing Approaches.

2. What do you mean by Marketing Information System ? How is the Marketing Information System helpful for the Marketing Manager ?

3. What is Marketing Mix ? Is the concept of Marketing Mix dynamic or static ? Explain your answer with suitable examples.

UNIT—II

4. What is Marketing Environment ? How do changes in the economic and social-cultural aspects affect marketing decisions ? Justify your answer with suitable illustrations.

5. What is Demand Forecasting ? Explain the quantitative methods of demand forecasting.

6. What is Consumer Buying Behaviour ? What are the factors that affect Consumer Buying Behaviour ?

UNIT—III

7. Write notes on :

   (a) Maturity stage of product life cycle.

   (b) Idea generation and screening.

8. What is a Product ? Explain the different ways in which products can be classified.

UNIT—IV

9. What is Pricing ? Explain the various factors that influence pricing.

10. What is Public Relations ? What are the different elements of Public Relations ?

Master of Commerce 1ˢᵗ Semester

(2124)

MANAGEMENT INFORMATION SYSTEM

(Same for CDOE Candidates)

Paper : M.C.–106

Time Allowed : Three Hours]   **[Maximum Marks : 80**

Note :— Attempt **FIVE** questions in all. Choose at least **ONE** question from each unit. Each question carries **16** marks.

UNIT—I

1. (a) What is the need of MIS for Managers ? Explain features of MIS.

    (b) Why the knowledge of sub-parts of MIS is necessary for the appropriate design of MIS ?   8+8

2. Write notes on :

    (a) MIS and Computer Science.

    (b) MIS and Management.

    (c) MIS and OB.   6+5+5

3. (a) Which various types of information can be generated and used for the betterment of information system ? Explain.

    (b) Explain various techniques to manage information overload.   8+8

UNIT—II

4. Explain the basic structure of MIS. What are various approaches to describe MIS structure? 16

5. (a) Differentiate the 'formal information system' from 'informational information system'.

   (b) Explain 'Activity' sub-system of MIS. 8+8

UNIT—III

6. What do you understand by TPS? Explain features of an ideal TPS. 16

7. (a) Write a note on 'Executive Support System'.

   (b) How information reporting system is important to handle business? 8+8

UNIT—IV

8. Write a detailed note on security system for Risk Management. 16

9. (a) How SDLC approach works for system development? Give suitable example.

   (b) How 'system documentation' and 'system audit' are important? 8+8

10. (a) Explain 'system analysis' and 'system design' in detail.

    (b) Give salient features of an ideal ERP. 8+8