

ADIKAVI NANNAYA UNIVERSITY
M. Com I Semester
MODEL QUESTION PAPER
Paper: CP - 101: PRINCIPLES OF MANAGEMENT

Time: 3 hrs

Max Marks: 75

SECTION - A

1 Answer any FIVE of the following

5X5=25 M

- a. Concept of Management
- b. Game Theory
- c. Line and Staff
- d. Managerial Grid
- e. Span of Control
- f. CPM
- g. Decision Tree Analysis
- h. Management functions

SECTION – B

Answer the following

5X10=50 M

2 (a) Define Management. Explain the nature, scope and significance of Management.

(OR)

(b) Explain Henry Fayol's Principles of Management.

3 (a) What is meant by Planning? Explain objectives and characteristics of planning.

(OR)

(b) Define Decision Making. Explain its process.

4 (a) Distinguish between formal and informal organizations.

(OR)

(b) What do you mean by Decentralization of Authority? Describe in brief its advantages and limitations.

5 (a) Define Motivation. Compare and contrast of Maslow's Need Priority Theory and Herzberg Two Factors Theory.

(OR)

(b) What is leadership? Discuss Trait Theory and Situational Theory of Leadership.

6 (a) Discuss the essential feature and principles of control.

(OR)

(b) What do you mean by PERT? Explain briefly the uses of PERT.

ADIKAVI NANNAYA UNIVERSITY
M. Com I Semester
MODEL QUESTION PAPER
Paper: CP – 102 : BUSINESS ENVIRONMENT

Time: 3 hrs

Max Marks: 75

SECTION - A

1 Answer any FIVE of the following

5X5=25 M

- (a) Internal Business Environment
- (b) Economic Policy
- (c) Social Responsibilities
- (d) Trade Barriers
- (e) International Trade
- (f) Globalization
- (g) WTO
- (h) Public sector

SECTION – B

Answer the following

5X10=50 M

2 (a) Define Business Environment. What factors influencing business environment?

(OR)

(b) Describe the components and significance of business environment.

3 (a) What do you mean by Economic Planning? Explain brief view of Five-Year Plans.

(OR)

(b) Define Industrial Policy. What are the objectives of Industrial Policy 1991.

4 (a) What are the importance and regulations of New Economic Policy?

(OR)

(b) Explain emerging trends in Indian Business environment.

5 (a) Define BOP. Explain its concepts, advantages and limitations of BOP.

(OR)

(b) Explain Foreign Exchange Market Mechanism.

6 (a) Define International Trade Stocks. Explain its objectives and functions.

(OR)

(b) What are the objectives, functions and organization structure of WTO?

ADIKAVI NANNAYA UNIVERSITY
M. Com I Semester
MODEL QUESTION PAPER
Paper: CP – 103 : BUSINESS ECONOMICS

Time: 3 hrs

Max Marks: 75

SECTION - A

1 Answer any FIVE of the following

5X5=25 M

- (a) Nature and Scope of Business Economics
- (b) Criteria for Good Forecasting Method
- (c) Cobb-Douglas Production Function
- (d) CES Production Function
- (e) Monopolistic Competition
- (f) Criteria for Standard Profit
- (g) Trade Cycles
- (h) Inflation

SECTION – B

Answer the following

5X10=50 M

2 (a) Write about the alternative objectives of the Firm.

(OR)

(b) Explain the concept of demand forecasting and write about different methods of forecasting.

3 (a) Describe the concept of production function. Explain the production function with the help of Isoquant and Isocost curves.

(OR)

(b) Examine the cost oriented pricing methods.

4 (a) Explain the price and output determination under Perfect Competition.

(OR)

(b) Write an essay on Monopoly.

5 (a) Describe the different concepts in National Income Measurement.

(OR)

(b) Distinguish between Monetary and Fiscal Policies.

6 (a) Explain the concepts of theories of Profit.

(OR)

(b) Write advantages and disadvantages of Business Forecasting.

ADIKAVI NANNAYA UNIVERSITY
M. Com I Semester
MODEL QUESTION PAPER
Paper: CP – 104 : BUSINESS COMMUNICATION AND SOFTSKILLS

Time: 3 hrs

Max Marks: 75

SECTION - A

1 Answer any FIVE of the following

5X5=25 M

- (a) Audio Visual Communication
- (b) Listening Skills
- (c) Exchange Theory
- (d) Communication Styles
- (e) E-mail writing skills
- (f) Meetings
- (g) Formal Vs Informal Reports
- (h) Team building skills

SECTION – B

Answer the following

5X10=50 M

2 (a) Define Communication. Explain its objectives and importance in business organizations.

(OR)

(b) Explain the barriers of communication and gateways to effective communication.

3 (a) Explain the advantages and limitations of Interpersonal Communication.

(OR)

(b) Draft an application for the post of a Lecturer in Commerce.

4 (a) What is meant by Business Correspondence? Explain the scope and significance of Business Correspondence.

(OR)

(b) Define Report Writing. Explain its significance in Business Organizations.

5 (a) Describe the structure of the Effective Presentation.

(OR)

(b) Explain the oral and written conventions for expressing numerical information in English.

6 (a) What do you mean by Feedback and Evaluation? Discuss the importance of feedback and evaluation in Business Communication.

(OR)

(b) Describe the use of tone and intonation in good/bad feedback.

ADIKAVI NANNAYA UNIVERSITY

M. Com I Semester

MODEL QUESTION PAPER

Paper: CP – 105 : ADVANCED MANAGEMENT ACCOUNTING

Time: 3 hrs

Max Marks: 75

SECTION - A

1 Answer any FIVE of the following

5X5=25 M

- (a) Management Accounting
- (b) Margin of Safety
- (c) Optimal Pricing Decisions
- (d) Special Order
- (e) Joint Products
- (f) Zero based budgeting
- (g) Cash budget
- (h) Cost Analysis

SECTION – B

Answer the following

5X10=50 M

2 (a) Explain the nature and scope of management accounting.

(OR)

(b) Distinguish between Management Accounting Vs Financial Accounting and Cost Accounting.

3 (a) What is meant by CVP Analysis? Explain its advantages and limitations.

(OR)

(b) Given : Jan. 2015 - Sales Rs. 15000 Profit 800
Feb. 2015 - Sales Rs. 18000 Profit 1400

Calculate : (a) The P/V ratio (b) BEP (c) Profit when sales are Rs. 12000
(d) Sales required to earn a profit of Rs. 2000.

4 (a) Explain the impact of special order pricing on regular sales and overall profits.

(OR)

(b) Monk Company manufactures calculators. Watson Company has approached Monk with a proposal to sell the company a component use in its calculators at a price of \$12,000 for 4,000 units. Monk is currently making these components in its own factory. The following costs are associated annually with this part of the process when 4,000 units are produced:

| | |
|---|-----------------|
| Direct material | \$4,000 |
| Direct labor | 2,000 |
| Manufacturing overhead (fixed & variable) | <u>6,800</u> |
| Total | <u>\$12,800</u> |

All but \$3,000 of the manufacturing overhead costs will continue if Monk discontinues making the components. Monk will be able to eliminate machine rental of \$1,800 per year if the components are no longer manufactured.

5 (a) Explain the cost analysis for product decisions.

(OR)

(b) XYZ Ltd. is manufacturing three products, A, B and C. All the products use the same raw material which is available to the extent of 61000 kg only. The following information is available from the books and records of the company.

| Particulars | Product A | Product B | Product C |
|--|------------------|------------------|------------------|
| Selling price per unit | Rs.100 | Rs.140 | Rs.90 |
| Variable cost per unit | Rs.75 | Rs.110 | Rs.65 |
| Raw material requirement per unit [kg] | 5 | 8 | 6 |
| Market demand - units | 5000 | 3000 | 4000 |

Advise the company about the most profitable product mix and also compute the amount of profit resulting from such product mix if the fixed costs are Rs.1, 50,000.

6 (a) Define budgeting. Explain types of budgets.

(OR)

(b) A factory engaged in manufacturing plastic toys is working at 40% capacity and produces 10, 000 toys per month. The present cost break up for one toy is as under.

| | |
|-----------|--------------------|
| Material | : Rs.10 |
| Labour | : Rs.3 |
| Overheads | : Rs.5 [60% fixed] |

The selling price is Rs.20 per toy. If it is decided to work the factory at 50% capacity, the selling price falls by 3%. At 90% capacity, the selling price falls by 5% accompanied by a similar fall in the price of material. You are required to prepare a statement showing the profits/losses at 40%, 50% and 90% capacity utilizations.