

FACULTY OF BUSINESS MANAGEMENT
MBA-IV SEMESTER REGULAR/BACKLOG EXAMINATIONS, MAY 2013
COST AND MANAGEMENT ACCOUNTING

PAPER-II

Time: 3 hours]

[Max Marks: 70

Section -A

(5x3=15)

Answer the following questions in not more than **ONE** page each:

1. Define Management Accounting
2. What is BEP? State its significance.
3. What do you mean by variance?
4. What is Investment centre?
5. What is a cost Driver?

Section -B

(5x8=40)

Answer the following questions in not more than **FOUR** pages each:

6. a) Explain the Role of Accounting Information in Planning and Control.
(OR)
- b) In a factory two types of LCD sets are manufactured type 'A' and type 'B' models. Find the cost of LCD set and profit per LCD set sold.

	<u>Type -A</u>	<u>Type-B</u>
Materials	1,00,000	1,20,000
Labour	50,000	40,000
Other Expenses	5,000	4,000

Works on cost is charged at 75% on Labour and Administration cost is taken at 20% on works cost. Type 'A' sets sold during the period is 250 @ Rs.1500 each. And type 'B' are 300 @ Rs.1,800 each.

Find out the total profit as per cost books with the help of cost sheet. Assume that there is no opening or closing stock.

7. a) What is meant by marginal costing? How it is essential for making managerial decisions.

(OR)

- b) The following information for the year 2011 relates to a mechanical factory.

Material cost	1,20,000
Labour overheads	2,40,000
Fixed overheads	1,20,000
Variable overheads	60,000
Units produced	12,000 units
Total capacity	20,000 units
Selling price per unit	Rs.50

[PTO

The firm has an offer for the purchase of 5000 units at price of Rs.40 per unit. If the offer is accepted it would lead to (i) a saving of Rs.1 per unit in material cost on all units manufactured (ii) an increase in overhead by Rs.35000 and (iii) a drop in overall efficiency by 2 per cent on the entire production. Would you advise acceptances of the offer?

8. a) Define standard costing. In what type of Industry is standard costing employed?
(OR)
b) Discuss the essential elements of effective budgeting.
9. a) Define responsibility centre. What is the basis for evaluation of various responsibility centers?
(OR)
b) Explain the relationship between organization structure and Responsibility centre's.
10. a) Distinguish between Activity Based costing and traditional costing system.
(OR)
b) Discuss about:
i) Product life cycle costing.
ii) target Costing.

Section – C

(15 Marks)

Case Study:

Mr. Suman proprietor of Manya& Company since 20 years provides you the following information:

Normal capacity of the plant:	10,000 units
Fixed cost:	Rs. 1,00,000
Marginal cost per unit:	Rs. 75
Estimated selling price:	Rs. 80
Estimated sales volume at this selling price	5,000 units

Due to depression in the market, Mr. Suman wants to shut down the company temporarily.

Questions:

1. In the above situation, do you recommend Mr. Suman to continue the production or shutdown the company? Justify your answer.
2. Discuss the specific areas where marginal costing aids the management in decision making.

5

5022-13-672-028

CODE: 1242

2015-May

-2-

FACULTY OF BUSINESS MANAGEMENT
M.B.A. - IV SEMESTER REGULAR/BACKLOG EXAMINATIONS, APRIL, 2015
COST AND MANAGEMENT ACCOUNTING
PAPER - II

Time: 3 hours]

[Max. Marks: 70

Note: Answer all the following questions from Section - A, B and C.

Section - A

Answer the following questions in not more than ONE page each:

(5x3=15)

1. Process Costing
2. Key or Limiting factor
3. Variance analysis
4. Transfer Pricing
5. Product Life Cycle Costing

Section - B

Answer the following questions in not more than FOUR pages each:

(5x8=40)

6. a) State and explain the main difference between Financial Accounting and Cost Accounting. (OR)
- b) A manufacturer has shown an amount of Rs. 19310 in his books as "Establishment expenses" which really include the following expenses:

	Rs.
Interest on debentures	1200
Agents Commission	6750
Warehouse wages	1800
Warehouse repairs	1500
Office Lighting	70
Office Salaries	1130
Director's remuneration	1400
Traveling expenses of salesmen	1760
Rent, rates and insurance of warehouse	310
Rent, rates and insurance of office	230
Lighting of warehouse	270
Printing and Stationery	1500
Trade magazines	70
Donations	150
Bank charges	100
Cash discounts allowed	770
Bad debts	300
Total	19310

From the following information prepare a statement showing separately:

- i) Selling expenses
- ii) Administration expenses
- iii) Distribution expenses
- iv) Expenses which you would exclude from costs.

7. a) Marginal Costing is an invaluable aid in management decision making. Discuss. (OR)
- b) A company wants to buy a new machine to replace an old one. It received offers for two modes M1 and M2. Further details regarding these models are given below:

P.T.O.

	M1	M2
Installed capacity (Units)	10000	10000
Fixed overhead per annum (Rs.)	240000	100000
Estimated profit at the above capacity (Rs)	160000	100000

The product manufactured using this type of machine (M1 or M2) is sold at Rs. 100 per unit. You are required to determine:

- i) Break-even level of sales for each model.
- ii) The level of sales at which both the models will earn the same profit
- iii) The model suitable for different level of demand for the product.

8. a) In a factory, standard estimates for material for the manufacture of 1000 units of product Z is 400kg. at Rs.2.50 per Kg. When 2000 units of product Z are produced it is found that 825 kg. of material are consumed at Rs.2.70 per Kg. Calculate MCV, MPV and MUV. (OR)

b) Define Budget and Budgetary Control. What are the various types of budgets?

9. a) Define and explain the concept of Responsibility Accounting. What are its advantages? (OR)

b) What is a Responsibility Centre? Explain the types of Responsibility Centre's.

10. a) Explain the steps in Activity Based Costing. (OR)

b) Describe the concept and importance of Competitor Accounting.

Section - C

(1x15=15)

The following particulars are extracted from the records of company:

Particulars	Product A	Product B
Selling Price (Per unit)	Rs.100	Rs.120
Consumption of material	2Kg	3Kg
Material cost	10	15
Direct wages	15	10
Direct expenses	5	6
Machine Hours used	3	2
Overhead expenses	-	-
Fixed	5	10
Variable	15	20
Direct wages per hour	5	5

- a) Comment on the profitability of each product (both use the same raw material) when:
 - i) Sales potential in value is limited
 - ii) Raw material is in short supply
 - iii) Production capacity (in terms of machine hours) is the limiting factor
- b) Assuming that raw material is the key factor, availability of which is 10,000 kg. and maximum sales potential of each product being 3500 units, find out the product mix which will yield the maximum profit.

---00---

FACULTY OF BUSINESS MANAGEMENT
M.B.A. – IV SEMESTER REGULAR/BACKLOG EXAMINATIONS, JULY- 2021
COST AND MANAGEMENT ACCOUNTING
PAPER – III

Time: 2 hours]

[Max. Marks: 70

Answer any **FIVE** from the following questions in not more than **FOUR** pages each: (5x14=70)

1. Explain briefly the meaning, nature, scope, objectives and advantages of cost accounting.
2. "Management Accounting is concerned with the Accounting information, which is useful to management" – Comment.
3. "CVP analysis is both simple and simplistic. If you want realistic analysis to underpin your decisions, look beyond CVP analysis." Do you agree? Explain.
4. Lattin Corp.'s breakeven point is revenues of Rs.1,500,000. Fixed costs are Rs.720,000.
 - i. Compute the contribution margin percentage.
 - ii. Compute the selling price if variable costs are Rs.13 per unit.
 - iii. Suppose 90,000 units are sold. Compute the margin of safety in units and Rupees.
5. What do you mean by Budget? Discuss the objectives of budgeting and various types of budgets. $M = \frac{\text{Profit}}{\text{Production}}$
6. What is standard costing? Explain various types of variances with your own illustrations.
7. What is Responsibility Accounting? Discuss the assumptions and types of responsibility centres with their functions
8. Explain and illustrate the basis for setting a transfer price using variable cost, full cost and the principles behind allowing for intermediate markets.
9. "Activity-based costing is the wave of the present and the future. All companies should adopt it." Do you agree?
10. The controller of a retail company has just had a Rs. 50,000 request to implement an ABC system quickly turned down. A senior vice president, in rejecting the request, noted, "Given a choice, I will always prefer a Rs. 50,000 investment in improving things a customer sees or experiences, such as our shelves or our store layout. How does a customer benefit by our spending \$50,000 on a supposedly better accounting system?" How should the controller respond?

FACULTY OF BUSINESS MANAGEMENT
MBA-IV SEMESTER REGULAR/BACKLOG EXAMINATIONS, MAY 2013

INTERNATIONAL BUSINESS

PAPER-I

Time: 3 hours]

[Max. Marks: 70

Section -A

(5x3=15)

Answer the following questions in not more than **ONE** page each:

1. Challenges of International Business
2. Competitive advantage meaning
3. Need for Government is intervention in IB
4. Forms of Foreign Investment
5. Components of BOP

Section -B

(5x8=40)

Answer the following questions in not more than **FOUR** pages each:

6. a) Explain the factors that are driving International Business. Identify the benefits of International Business.
(OR)
b) Discuss the merits and limitations of the various modes of entry in International Business.
7. a) Compare the theories of absolute cost advantage and comparative cost advantage.
(OR)
b) Explain the relative factor Endowments theory.
8. a) Discuss the need for trade regulation.
(OR)
b) What are the objectives of regional trading blocks in general and explain the features of TRIPS agreements.
9. a) Examine the cost and benefits of FII.
(OR)
b) Discuss the merit and demerits of FITs
- 10.a) What are the causes of disequilibrium in the balance of payments? Suggest methods of correction.
(OR)
b) Examine the causes of BOP Crisis in India and suggest measures to overcome the crisis.

[PTO

Section – C

(15 Marks)

Case Study:

During the early years a view had taken hold in IBM that it is a Goliath surrounded by a number David's taking sling shots at the company and that to survive the IBM had to break itself into a number of subunits selling various components, applications software and services. A number of investment bankers and consultants had camped themselves in the company to carve out the company in various units so that IPO's could be launched.

When the computer industry appeared on the scene, its model was to deliver to customers a total, integrated package. When a company bought a computer, it came with all the basic technologies, like microprocessors and storage, incorporated in a system, all the software loaded on to the hardware. All the services to install and maintain the system were bundled into the pricing. The customer bought a total system and had it installed for a single price. This was a model created by IBM, and it had created a monopoly with the choke points. (Decades later this model was adopted by Microsoft to create a monopoly based in application software, based on its Windows operating system).

In mid 1980's a new model started to appear, which argued that vertical integration was no longer necessary nor inevitable. The new successful IT companies would offer a narrow horizontal slice of the total package. The database company selling only data, company's selling operating systems, storage devices companies and so on. Suddenly there were thousands of companies selling a single tiny price of computer solution.

In this new environment IBM faltered. Thus pundits inside and outside the company argued that the solution lay in splitting IBM into individual segments.

Customers wanted to break IBM's grip on the industry economics which allowed it to bundle price and achieve higher margins. The customer was interested in delivering computing power to individual employees (the term was 'distributed computing' in contrast to the mainframe's centralized computing).

However the customer had to integrate all the technologies into a usable solution to meet his or her business requirements, the job which earlier done by IBM. This was the undesirable consequence of this development that there was not integrator.

This was made more difficult by the absence of uniform standards. The operating system software, peripherals etc., had to be compatible with each company's main hardware. Imagine an electrical appliance industry where the plug or bulbs of say, Phillips could be fitted only in the Phillip's sockets.

Questions:

1. What is the major problem of IBM in this case?
2. How do you solve the problem if you were the manager?
3. Analyze the case properly and suggest.

12/10/22

FACULTY OF BUSINESS MANAGEMENT
M.B.A. - IV SEMESTER REGULAR EXAMINATIONS, APRIL 2015
INTERNATIONAL BUSINESS
PAPER - 1

Code No. 1241

Time: 3 hours]

Note: Answer all the following questions from Section - A, B and C

[Max. Marks: 70

Section - A

Answer the following questions in not more than ONE page each: (5x3=15)

1. Global business
2. Opportunity cost
3. TRIMS
4. Venture capitalists
5. Balance of trade

Section - B

Answer the following questions in not more than FOUR pages each: (5x8=40)

6. What are the challenges to international business? Discuss the role of MNC's in this context (OR)
7. What are the various modes of entry into international markets for conducting business? (OR)
8. What is the international trade theory? Discuss with examples (OR)
9. Explain the factor endowment theory with suitable examples (OR)
10. Explain the formation of EC and its contribution to global business regulation (OR)
11. Write short notes on the following i) NAFTA ii) ASEAN iii) SAARC (OR)
12. What are the factors influencing the growth of FDI in India? (OR)
13. Discuss any two theories supporting the growth of FDI in a country with suitable examples (OR)
14. What are the causes of disequilibrium in balance of payments? Discuss suitable methods for correction of disequilibrium in BOP (OR)
15. What were the major factors contributing to India's balance of payment crisis in 1990? What were the measures taken to overcome them? (1x15=15)

Section - C

When Toyota Camry and Mazda626 were moving up the market with bigger cars, Nissan motor Co. saw a vacuum developing for its new car Altima. Altima's price was about \$2000 less than those of Honda Accord and Toyota Camry. The price was aggressive, even more aggressive than the company's finance people thought it should be. But the strategy paid off, and Altima has sold well even in the sluggish market.

China's airlines either use or have ordered 46 engines made by General Electric and 200 more made by GE's joint venture with France's SNECMA. Most Chinese airlines have bought new Boeing 737's with the GE-SNECMA engine. But in the case of the other Boeing aircraft which offers airlines a choice of engines made by either GE its competitors, GE sharply discounts its prices. KIA is the world 20th largest automaker. Unfortunately its low sticker price is surpassed by its lower

Name recognition in the United States. Kia views Toyota and Honda as competitor. In addition to stressing its low price, Kia also wants to focus on quality and customer satisfaction. As a result, Kia's dealers were chosen based on how well they have satisfied customer with the brands that they represent.

1) Do a SWOT analysis for Toyota motor corp.
ii) Suggest suitable market entry strategies for the company to make a foray into global markets.

FACULTY OF BUSINESS MANAGEMENT
M.B.A. – IV SEMESTER REGULAR/BACKLOG EXAMINATIONS, MAY 2017
INTERNATIONAL BUSINESS
PAPER – I

Time: 3 hours]

[Max. Marks: 70

Note: Answer all the following questions from Section – A, B and C

Section – A

Answer the following questions in not more than ONE page each:

(5x3=15)

1. Drivers of International Business
2. Product life cycle theory
3. Non Tariff Barriers
4. Benefits of FDI
5. Balance of Payments

Section – B

Answer the following questions in not more than FOUR pages each:

(5x8=40)

6. a) Define International Business. Explain the significance and challenges of International Business in today's globalised context.
(OR)
b) Strategic Alliances have gained significant importance as the most utilized mode of market entry in International business. Discuss.
7. a) Explain the following:
I. Factor Endowment Theory
II. Global Strategic Rivalry Theory
(OR)
b) Explain the Theory of Absolute Advantage and its Limitations.
8. a) Explain the rationale for government intervention in International Business.
(OR)
b) Explain the following:
I. ASEAN
II. NAFTA
9. a) What is FDI? State and explain factors influencing FDI.
(OR)
b) Explain the following theories of FDI:
1. Product Life Cycle theory
2. International investment theory
10. a) Explain the monetary and non monetary measures taken to correcting the BOP.
(OR)
b) Explain in detail the components of Current Account of BOP.

Section – C

(1x15=15)

General Motors India started its journey in 1996 in India and has completed 18 years of Operation in India. The failure to understand the Indian market properly led GMI to neglect the small car segment which was crucial in India. Subsequently, GMI released two small cars, the Chevrolet Spark (Spark) in 2007 and the Chevrolet Beat (Beat) in January 2010.

The Beat proved a success in the market after its diesel version was released in the market in July 2011. GMI was planning to introduce more small car models as part of its portfolio to consolidate its position in the Indian market.

The increase in the sales of the Beat in spite of the problems faced by the Indian automobile market like increasing fuel prices and high interest rates on vehicle loans was seen by many analysts as the sign that GMI was finally improving its performance in the Indian market. Analysts said that GMI has started to understand the preferences of the Indian customers. They said that high fuel efficiency and the low price tag were the main reasons for the success of the Beat diesel in India. But some analysts warned that the increase in the Indian market.

Questions:

1. Why GMI did not succeed initially in India?
2. Is the strategic decision of introducing small car models in Indian market is appropriate or not. Suggest the reasons.

--oOo--

FACULTY BUSINESS MANAGEMENT
M.B.A. IV – SEMESTER REGULAR/BACKLOG EXAMINATIONS, JULY- 2021
INTERNATIONAL BUSINESS
PAPER – I

Time: 2 hours]

[Max. Marks: 70

Answer any **FIVE** from the following questions in not more than **FOUR** pages each: (5x14=70)

1. Explain benefits and problems of host and home country in International Business.
2. What are the biggest challenges of International Business? How can overcome these challenges?
3. Briefly discuss about theories of International Trade.
4. What is meant by current account deficit? How do you deal with a current account deficit?
5. What are the most significant trading blocks in International Business? Discuss any two.
6. What do you mean by TRIPS and TRIMS? What is the purpose of TRIPS agreement? Is TRIMS concerned with foreign investment?
7. Define and discuss foreign exchange market, spot rates, and forward exchange rates.
8. What is LERMS? What are its features and implications in International Business?
9. What do you mean by International Capital Market? Discuss the functions and benefits of International Capital Market.
10. Explain theories of FDI in International Business.

--oOo--

1

2

FACULTY OF BUSINESS MANAGEMENT
MBA-IV SEMESTER REGULAR/BACKLOG EXAMINATIONS, MAY 2013
ENTREPRENEURIAL DEVELOPMENT

PAPER-III

Time: 3 hours]

[Max Marks: 70

Section -A

(5x3=15)

Answer the following questions in not more than **ONE** page each:

1. Define Entrepreneur.
2. What is meant by EDP?
3. What are the objectives of small enterprises?
4. Write about SIDBI.
5. What is meant by private equity?

Section -B

(5x8=40)

Answer the following questions in not more than **FOUR** pages each:

6. a) Explain the theories of Entrepreneurship.
(OR)
b) Discuss about the need for Rural Entrepreneurship. State its problem.
7. a) What are the factors affecting Entrepreneurial Growth? Explain.
(OR)
b) State the objectives of EDP and its phases.
8. a) What is the role of small Enterprises in Economic development?
(OR)
b) What are the challenges and opportunities for a small Entrepreneur in his career in the global scenario?
9. a) State the need for institutional support to Entrepreneurs. What are the benefits by institutional finance to them?
(OR)
b) Explain the role of IDBI and IFCI in financing Entrepreneurs.
10. a) Explain the importance and features of venture capital financing.
(OR)
b) Write about the performance of TDICI and other venture capital firms in India.

Section - C

(15 Marks)

Case Study:

M/s. NCL was established in 1991 to manufacture cosmetic and beauty products. It was promoted by two persons; one technocrat and the other who had experience in general administration. It's factory-cum-office was located in a rented shed in an

[PTO

industrial assistance by a public sector bank Rs. 40,000 for the purchase of machinery and Rs. 80,000 for working capital. The advances were guaranteed by a marketing executive of a big business house in the Cosmetic line 1993, the technocrat director and the son of the guarantor joined the NCL as Director. In 1994, the original Director also resigned.

The NCL had not submitted any financial statements to the bank, which could not, therefore, review its performance. The bank accounts became irregular; and in the absence of any review the bank did not extend further credit facilities to the NCL. The unit Manager is facing the problem of marketing. They were lacking in certain entrepreneurial characteristics when they encountered problem in the implementation of the project, the original Directors stated leaving the unit one by one.

They were also lacking in confidence to succeed in the business. They accepted the challenge, but they did not have the capacity do face the turmoil of the business activity. Sufficient hints had been available from the financing banks that something was wrong with the implementation of the project.

Questions:

1. What is the problem related to this case?
2. How do you solve this problem as an entrepreneur?
3. Suggest few measures to improve the small scale industries like NCL.

-- oOo--

5022-13-672-028

Code No. 1243

FACULTY OF BUSINESS MANAGEMENT
M.B.A. - IV SEMESTER REGULAR EXAMINATIONS, APRIL 2015
ENTREPRENEURIAL DEVELOPMENT
PAPER - III

Time: 3 hours]

Note: Answer all the following questions from Section - A, B and C

[Max. Marks: 70

Section - A

Answer the following questions in not more than ONE page each:

(5x3=15)

1. Concept of entrepreneurship
2. Entrepreneurial Competencies
3. Micro finance institutions
4. NABARD
5. Private equity

Section - B

Answer the following questions in not more than FOUR pages each:

(5x8=40)

6. a) Explain the concept and theories of entrepreneurship. (OR)
- b) Describe the meaning of rural entrepreneurship and the problem faced. (OR)
7. a) Describe the factors affecting entrepreneurial growth. (OR)
- b) Explain FIDPs and their evaluation. (OR)
8. a) Explain the definition and characteristics of small enterprises. (OR)
- b) Describe salient features of the MSME act. (OR)
9. a) Explain the need for and role of financial institutions in providing institutional finance to entrepreneurs (OR)
- b) Describe the role of NSIC, SSIS, TCOs and Industrial estates in providing support to entrepreneurs (OR)
10. a) Explain the concept and features of venture capital. (OR)
- b) Describe the exit strategies of venture capital financing. (OR)

Section - C

(1x15=15)

Cherian manages a team of 10 in Mountain Bakery at Hyderabad. He himself has studied Baking at UK. He is good at his work. One of the key challenges of Cherian's job is to ensure his team produces the right products to meet demand at key times. His usual management approach is to allow the team to take responsibility for achieving the desired result. In this way, the team not only buys into the activity, but also develops new skills. For example, when the bakery expanded its product range and Cherian needed to ensure that all the products would be on the shelves by 8:00am, rather than enforce a solution, he turned to the team for ideas. The team solved the problem by agreeing to split break times so that productivity could be maintained. Cherian's approach produced a positive outcome and increased team motivation. The bakery is now one year old.

Now Cherian feels that his expertise as an entrepreneur is enough for him to extend his operations to the whole of Telangana. Money is not at all issue for Cherian as he has inherited some money from his grandfather:

- i. What are the strengths of the business according to you?
- ii. What are the problems that are likely to occur in a business of this kind?
- iii. How do you think the problems can be resolved through entrepreneurship competencies?

FACULTY OF BUSINESS MANAGEMENT
M.B.A. – IV SEMESTER REGULAR/BACKLOG EXAMINATIONS, MAY 2017
ENTREPRENEURIAL DEVELOPMENT
PAPER – III

Time: 3 hours]

[Max. Marks: 70

Note: Answer all the following questions from Section – A, B and C

Section – AAnswer the following questions in not more than **ONE** page each:

(5x3=15)

1. What is entrepreneurship?
2. What do you mean by EDPs?
3. Concept of Project appraisal
4. District industries centers (DICs)
5. First Chicago method

Section – BAnswer the following questions in not more than **FOUR** pages each:

(5x8=40)

6. a) Explain the types of Entrepreneurs.
(OR)
b) What is meant by women entrepreneurs? Discuss the functions performed by women entrepreneurs?
7. a) Explain how non-economic factors help in developing entrepreneurship.
(OR)
b) What do you understand by the term entrepreneurial competency? Can they be acquired?
8. a) Small scale-scale industries serve as seed of entrepreneurship development? Explain.
(OR)
b) What are the different ownership forms available to entrepreneurs? Discuss each forms in brief?
9. a) How do the SFCs contribute to the development of small – scale enterprises in the country?
(OR)
b) Briefly discuss about technical consultancy organizations and its functions?
10. a) What is venture capital? Explain the need relevance and development of venture capital funds.
(OR)
b) What are the policy imperatives of VCF development in India?

Section – C

(1x15=15)

Dennis Darby owns a small of manufacturing firm that produces electronic components for use in Helicopters most of his business is a result of military and aircraft manufactures contract, although 10 percent of revenues come firms that own or rent helicopters. The latter are typically large fortune 500 companies or leasing/rental firms that work on a contractual basis of clients Dennis would like to increase his revenues from sales to private corporations that own their own helicopters. Specifically, he would like to do more business with oil companies that maintain helicopter fleets for ferrying people to and from oil rigs in the Gulf of Mexico and other offshore locations. Early this week Dennis received a request from Oil Company for 120 electronic components. He turned the order over to his chief estimator, who estimates that the fixed costs associated with producing these components will be \$800.

Dennis will not accept any order on which the return on the sales is less than 20 percent. Additionally, the estimator has told that a 1,000 expense can be classified as either fixed or variable. Dennis intends to take this information and make a decision whether to accept the contract from the oil company. He has to make a decision within the next three days.

Questions:

- i. What is the break-even point for this project? Will the company make money if it manufactures the components? Show your calculations.
- ii. If the project will be profitable, will it provide Dennis with the desired 20 percent return? Explain.

Code: 1242

FACULTY OF BUSINESS MANAGEMENT
M.B.A. – IV SEMESTER REGULAR/BACKLOG EXAMINATIONS, JULY- 2021
ENTREPRENEURSHIP DEVELOPMENT
PAPER – II

Time: 2 hours]

[Max. Marks: 70

Answer any **FIVE** from the following questions in not more than **FOUR** pages each: (5x14=70)

1. What are the recent trends in the development of women entrepreneurship in India.
2. Discuss the role of entrepreneurship in the development of Indian Economy.
3. Explain how non-economic factors help in developing entrepreneurship.
4. What do you understand by the term entrepreneurial competency? Can they be acquired.
5. What is the rationale behind the development of micro and small scale enterprises in India.
6. Appreciate the role of micro enterprises in the economic development of your state.
7. What are District Industries Centers? Explain the functions of DICs.
8. Discuss the role of which National Small Industries Corporation Ltd. Play in developing small scale industries in the country.
9. Highlight the philosophy behind introducing the concept of venture capital in entrepreneurship development.
10. What is the status of venture capital in India?

--oOo--

FACULTY OF BUSINESS MANAGEMENT
MBA-IV SEMESTER REGULAR/BACKLOG EXAMINATIONS, MAY 2013
TRAINING AND DEVELOPMENT

PAPER-VII

Time: 3 hours]

[Max. Marks: 70

Section -A

(5x3=15)

Answer the following questions in not more than **ONE** page each:

1. Benefits of training
2. Trainer's styles
3. Objectives of training evaluation
4. Training environment
5. Computer assisted training.

Section -B

(5x8=40)

Answer the following questions in not more than **FOUR** pages each:

6. a) Distinguish education, training and development.
(OR)
b) What is the role of performance appraisal in training?
7. a) What are the steps in Training design?
(OR)
b) Outline the various styles and roles of trainers.
8. a) Can a training programmer's success be evaluated? How?
(OR)
b) Explain methods of training.
9. a) Write an essay on Action research.
(OR)
b) How are training needs identified?
- 10.a) What are the pre-requisites for effective management development programme?
(OR)
b) Describe technology based training.

Section - C

(15 Marks)

Case Study:

Rajput Insurance Company (RIC), is a large insurance brokerage firm operating out of the beautiful town of Udaipur in Rajasthan. The company was founded in 1922 by Mr. Rann Singh, grandfather of the present owner, Madhoe Singh ji, RIC offers complete line of insurance services. RIC faces stiff competition. As is true with other insurance

[PTO

companies, RIC places emphasis on sales. In fact, over half of all the employees are involved in sales to some degree.

Because the sales activity is so important to RIC, the company spends a considerable amount of time, effort and money on sales training. Its training director, Shiv Raman, is constantly on the lookout for new training techniques that can improve sales and profits. He recently uncovered one that he had never heard of before, but which seemed to have some promise. He immediately scheduled a meeting with his boss, R.L. Agarwal, Vice-President (Human Resource) at RIC, to discuss the possibility of sending some sales people to this new training course.

R.L. Agarwal: Come in Shiv Raman, what is this I hear about a new sales training course.

Shiv Raman: Well as you see sir, I always try to keep myself up to date on the latest training techniques so that we can remain competitive. I got flyer yesterday in the mail announcing a new approach to sales training. The course offered by revered Bagwan Sri Lansing, apparently the course involves flying the trainees off to a secluded spot in the Himalayas near Leh, where they undergo a week of intensive training, personal growth exercise, synchronized chanting and transcendental meditation.

Shiv Raman: It's not bad. Only rupees 50,000 per person and there is an 10% discount if we send more than five people.

R.L. Agarwal: I don't know Shiv Raman that sounds a little sleep to me as you know sales and profits are down this quarter and I am afraid that if we can't demonstrate a pay-off somehow for our training courses.

Shiv Raman: But we evaluate all our training programmes.

R.L. Agarwal: Before we buy any sales training programmes., I want you to develop a plan about evaluation of the training effort.

Questions:

1. What is meant by the statement that training is "faddish"?
2. How can Rajput Insurance Company avoid becoming a victim of the faddishness of training business?
3. Develop a detailed training evaluation strategy that Shiv Raman can present to R. L. Agarwal, which would provide evidence of the effectiveness of a particular training technique?

FACULTY OF BUSINESS MANAGEMENT
M.B.A. – IV SEMESTER REGULAR/BACKLOG EXAMINATIONS, MAY 2017

TRAINING AND DEVELOPMENT

PAPER – VII

Time: 3 hours]

[Max. Marks: 70

Note: Answer all the following questions from Section – A, B and C

Section – A

Answer the following questions in not more than ONE page each:

(5x3=15)

1. What are the benefits of training?
2. Trainer's Style
3. Training Evaluation
4. Multimedia training
5. CBT

Section – B

Answer the following questions in not more than FOUR pages each:

(5x8=40)

6. a) Explain the objectives and functions of training.
(OR)
b) What is performance appraisal and how it is inter connected to training needs.
7. a) Discuss the modular approach to program design?
(OR)
b) Explain the factors in the selection of training methods.
8. a) Explain the approaches to training evaluation. Discuss the reasons contributing to training evaluation failures.
(OR)
b) Write the objectives of training evaluation program?
9. a) Explain about training and system design. Discuss about action research for training.
(OR)
b) Discuss the measurement of trainee behaviour before and after the training process.
10. a) Explain the pre-requisites to effective management development program and executive development program.
(OR)
b) Discuss the emerging trends in training and development.

Section – C

(1x15=15)

For a business to be competitive, it is important that it has the right number of people with the right skills in the right jobs. Workforce planning enables Siemens to audit its current staff numbers and the skills it has in place as well as identify where it has skills gaps needed to meet its business objectives. Siemens offer a variety of technical apprenticeships, aimed at school leavers who want to earn as they learn. Apprentices can join a variety of engineering / IT apprenticeships across a variety of locations in the UK, although the majority start their working life from their home town working at their related field. Entry requirements vary depending on the programme, but fundamentally applicants require good communication skills and the ability to work in a team. Siemens believes apprenticeship provide a clear route in developing staff for the further growth of the organization.

The Siemens Commercial Academy was launched in 2005 to further enhance the pipeline of financial and commercial capability within Siemens. The programme lasts four years and is regarded as an alternative to going directly to university. To measure the effectiveness of its training and development, Siemens uses an appraisal system, known as a Performance Management Process. Employees and their line managers agree objectives at the beginning of a placement and progress is then monitored formally and informally throughout the placement. This helps to focus everyone on the developing needs of the business. Siemens has a clear focus on having a well-motivated and trained workforce. The company needs to have motivated and confident staff who have up-to-date skills in order to remain competitive. In addition, well-trained staff are an asset to the business and help to retain customers.

Questions:

1. Analyze how Siemens uses training and development to ensure growth in its business.
2. Identify four benefits to Siemens of its in-depth training and development of workers.

--oOo--