

Exam. Code : 225801

Subject Code : 504844

Master of Commerce 1st Sem. (Batch 2025-27) (CBGS)

MANAGERIAL ECONOMICS

Paper : MCO01001T

Time Allowed—3 Hours]

[Maximum Marks—100

Note :— Attempt **FIVE** questions in all, selecting at least **ONE** question from each section. The fifth question may be attempted from any section. All questions carry equal marks.

SECTION—A

1. Explain the nature, scope and relevance of managerial economics.
2. Explain different types of elasticity of demand and also discuss the various factors determining elasticity of demand.

SECTION—B

3. State and explain the law of equi-marginal utility with the help of a suitable example. What are the practical limitations of this law ?
4. Discuss the law of variable proportions and its underlying assumptions. Also, describe its three stages in detail with the help of a table and a diagram. Which stage is best for production ?

SECTION—C

5. Explain the traditional theory of cost in the short-run as well as long run. Also, discuss the interrelations of short-run and long-run cost curves.
6. What is monopolistic competition and how is it different from perfect competition ? Explain price-output decision of a producer under monopolistic competition in the short run as well as in the long run.

SECTION—D

7. What are the different methods of measuring national income ? Which of these methods are followed in India ?
8. Define inflation. What are the reasons for inflation ? Suggest some measures to control the same.

Exam. Code : 225801
Subject Code : 504846

Master of Commerce 1st Sem. (Batch 2025-27) (CBGS)

MANAGEMENT PRINCIPLES AND

ORGANIZATION BEHAVIOUR

Paper : MCO01004T

Time Allowed—3 Hours]

[Maximum Marks—100

Note :— Attempt **FIVE** questions in all, selecting at least **ONE** question from each section. The fifth question may be attempted from any section. All questions carry equal marks.

SECTION—A

1. What is planning ? What is the difference between planning and plan ? Describe the planning process.
2. Define the term 'delegation of authority' and state its characteristics. Also, explain the benefits of delegation.

SECTION—B

3. Compare and contrast Maslow's Hierarchy of Needs Theory and Herzberg's Two-Factor Theory of Motivation.
4. Write notes :
 - (a) Transformational Leadership 10
 - (b) Charismatic Leadership. 10

SECTION—C

5. Briefly explain personality and its types and factors influencing it with suitable examples.
6. What are the components of attitude ? How does attitude determine the behaviour of an individual ?

SECTION—D

7. What is perception, and what is its role in individual decision-making ?
8. What are the sources of emotions, and how does emotional intelligence play a role in effectively managing emotions in the workplace ?

Exam. Code : 225801
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Master of Commerce 1st Sem. (Batch 2025-27) (CBGS)

STATISTICAL ANALYSIS FOR BUSINESS

Paper : MCO01002T

Time Allowed—3 Hours]

[Maximum Marks—75

Note :— Attempt **FIVE** questions in all, selecting at least **ONE** question from each section. The **fifth** question may be attempted from any section. All questions carry equal marks.

SECTION—A

1. (a) A security analyst feels that the chances are 40 percent that the price of the shares of company A would increase next week, and 10 percent that the price of the shares of company B would rise. The two prices are expected to move independently of each other. Find the probability that in the next week,
 - (i) Both prices will increase.
 - (ii) Only one company's share prices will increase.
 - (iii) Neither of the prices would increase.

- (b) The following table gives the details of the consumer preference for a new product to be introduced in the market :

	Number of consumers		
	Like	Dislike	Neutral
Male	500	250	125
Female	200	350	75

What is the probability that a consumer selected at random from the group will be :

- (i) A male who disliked the product.
- (ii) One who likes the product, given that the person is a female.
- (iii) Either male or one who dislikes the product.

8,7

2. (a) A sales tax officer has reported that the average sales of the 500 businesses that he has to deal with during a year amount to Rs.36,000 with a standard deviation of Rs.10,000. Assuming that the sales in these businesses are normally distributed, find :
- (i) The number of businesses the sales of which are over Rs.40,000
 - (ii) The percentage of businesses, the sales of which are likely to range between Rs.30,000 and Rs.40,000

- (iii) The probability that the sales of a business selected at random will be over Rs.30,000.

Proportions of area under the Normal curve:

Z	0.25	0.40	0.50	0.60
Area	0.0987	0.1554	0.1915	0.2257

- (b) What do you understand by Binomial Distribution? Explain its features. Also, differentiate between Binomial Distribution and Normal Distribution. 9,6

SECTION—B

3. Define Sampling. Explain the various types of Non-Probability Sampling Techniques. Identify a situation where in a Non-Probability Sampling methods would be followed by a researcher over the Probability method.
4. What is Primary Data? Differentiate between primary data and secondary data. Also, discuss the various sources of primary data.

SECTION—C

5. (a) Define the term 'Hypothesis'. Explain in detail the procedure of testing a Hypothesis.
- (b) Describe the issues involved in pretesting a questionnaire. 8,7

6. What is a Questionnaire? Discuss the characteristics of a well-designed questionnaire. Also, differentiate between open-ended questions and close-ended questions with the help of suitable examples.

SECTION—D

7. A motion study is conducted for assembling of wall clocks. After thorough training, four assemblers are made to work on five work designs. The number of clocks assembled by each mechanic on each design for a day is recorded below :

Assembler	Work design				
	1	2	3	4	5
A	10	13	9	14	11
B	5	10	5	10	6
C	6	12	5	10	6
D	4	8	4	11	5

Test at 5% level of significance whether:

- (a) Assemblers are same in productivity
- (b) Work designs are same in efficiency

8. (a) You are given the following :

X_1 = Job satisfaction level, X_2 = Salary and X_3
= Working conditions

Co-efficient of correlation between X_1 and X_2 = 0.65

Co-efficient of correlation between X_1 and X_3 = 0.80

Co-efficient of correlation between X_2 and X_3 = 0.70

Calculate the co-efficient of correlation between X_1
and X_3 eliminating the effect of X_2 .

- (b) A market research firm used a sample of individuals to rate the purchase potential of a particular product before and after the individuals saw a new television commercial about the product. The purchase potential ratings were based on a scale from 0 to 10, with higher values indicating a higher purchase potential. Test the hypothesis that the commercial improved the mean purchase potential. Use a level of significance of 5% and comment on the value of the commercial.

Individual :	1	2	3	4	5	6	7	8
Purchase rating after :	6	6	7	4	3	9	7	6
Purchase rating before :	5	4	7	3	5	8	5	6

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Exam. Code : 225801
Subject Code : 504847

Master of Commerce 1st Sem. (Batch 2025-27) (CBGS)
BUSINESS ENVIRONMENT
Paper : MCO01005T

Time Allowed—3 Hours] [Maximum Marks—100

Note :— Attempt **FIVE** questions in all, selecting at least **ONE** question from each section. The fifth question may be attempted from any section. All questions carry equal marks.

SECTION—A

1. What are the salient features of economic systems ? Explain in detail.
2. Discuss globalization as a part of India's reform strategy. How has the Indian economy progressed towards globalization since 1991 ?

SECTION—B

3. What is meant by social responsibilities of business ? Discuss the views in favour of and against social responsibilities of business.
4. Explain the priorities of the XIth Five-Year Plan.

SECTION—C

5. Discuss the objectives and instruments of fiscal policy. Why is coordination between monetary and fiscal policies necessary ?
6. "Because of the overall poor performance, there has been disinvestment of public enterprises in India." Do you agree with the statement ? Give your views.

SECTION—D

7. What are the various types of accounts on Balance of Payments ? Discuss the measures adopted to improve India's Balance of Payments.
8. Define demonetization. Explain and illustrate its impact on the Indian economy.

Exam. Code : 225801
Subject Code : 504848

Master of Commerce 1st Sem. (Batch 2025-27) (CBGS)
MANAGEMENT ACCOUNTING AND
CONTROL SYSTEMS
Paper : MCO01006T

Time Allowed—3 Hours] [Maximum Marks—100

Note :— Attempt **FIVE** questions in all, selecting at least **ONE** question from each section. The **fifth** question may be attempted from any section. All questions carry equal marks.

SECTION—A

1. Discuss various concepts of accounting along with their implications.
2. What is management control system ? Discuss its nature and scope.

SECTION—B

3. Define responsibility accounting. What are responsibility centers ? Explain different types of responsibility centers.
4. Monu Products Ltd. produce a standard product. The estimated cost per unit is given below :

	Rs.
Raw Material	10
Direct wages	8
Direct expenses	2
Variable overheads	3
	23

Semi-variable overheads at 100% activity level (10,000 units) are expected to be Rs. 40,000 and these overheads vary in steps of Rs. 2000 for each change in output of 1000 units. Fixed overheads are estimated at Rs. 50,000. Selling price per unit is expected to be Rs. 40.

Prepare a flexible budget at 50%, 70% and 90% level of activity.

SECTION—C

5. What is variance analysis ? Explain different kinds of variances. How are these calculated ?
6. (A) From the following data plot a Break-even chart showing :
 - (i) Break-even point
 - (ii) Margin of safety and profit
 - (iii) Number of units to be sold for a profit of Rs. 2000.

	Rs.
Selling price	5 per unit
Variable cost	3 per unit
Fixed cost	3000

Total number of units sold = 2000 units

Show mathematical computations to verify your calculations. 10

(B) From the following data calculate break-even point and net sales value at this point :

Direct material cost per unit = Rs. 8

Direct labor cost per unit = Rs. 5

Fixed overheads = Rs. 24000

Variable overheads @ 60% on direct labour

Selling price per unit = Rs. 25

Trade discount = 4%.

If sales are 15% and 20% above the break-even point, determine the net profit. 10

SECTION—D

7. What is Balance Score Card ? How is performance evaluated with the help of Balance Score Card ?

8. (A) What is ratio analysis ? Explain liquidity and turnover ratios. 10

(B) Solve :

The following are the ratios relating to the activities of AB Traders Ltd.

Stock velocity = 6 months

Creditors velocity = 2 months

Debtors velocity = 3 months

Gross profit ratio = 25%

Gross profit for the year ended 31st December 2021 amounts to Rs. 500,000. Closing stock of the year is Rs. 20,000 above the opening stock. Bills receivable amount to Rs. 30,000 and Bills Payable Rs. 20,000.

Find out :

- (i) Sales
- (ii) Closing stock
- (iii) Purchases
- (iv) Sundry Creditors
- (v) Sundry Debtors.

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