Code No: R17MBA11

MALLA REDDY COLLEGE OF ENGINEERING AND TECHNOLOGY
(Autonomous Institution – UGC, Govt. of India)
MBA I Year II Semester Regular Examinations
Human Resource Management
(HRM)

Roll No										

Model Question Paper-I

Time: 3 hours   **Max. Marks: 70**

Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION-I

1. Define HRM. Explain various functions of a HR Manager.

(OR)

2. What is Job design? Explain various techniques of Job design.

SECTION-II

3. Explain the significance of Recruitment and list out the various sources of recruitment.

(OR)

4. Explain the process of selection.

SECTION-III

5. What do you mean by Performance appraisal? Explain about different methods of performance appraisal system?

(OR)

6. What is Career management? Discuss about various stages in the career management.

SECTION-IV

7. Explain the basic factors in determining Pay structure?

(OR)

8. Define Job evaluation. What is the role of Job evaluation in deciding the pay structure for different jobs?

SECTION-V

9. Define collective bargaining. Explain the steps in collective bargaining process?

(OR)

10. How can you use Grievance Procedure to maintain cordial relations in the organizations?

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(HRM)

Roll No | | | | | | | | | |

Model Question Paper-II

Time: 3 hours   **Max. Marks: 70**
Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION-I

1. What is Job Analysis? Explain various methods for collecting job analysis information?

(OR)

2. Discuss important trends in the field of HRM?

SECTION-II

3. What are the objectives of interviews? Explain the different types of interviews.

(OR)

4. What is recruitment? Explain different steps involved in the process of recruitment.

SECTION-III

5. How do you assess the training needs? Explain.

(OR)

6. What are the different methods used in Management development program?

SECTION-IV

7. What is Compensation management? What are the objectives of Compensation management?

(OR)

8. Explain the various fringe benefits with suitable examples.

SECTION-V

9. Define a Trade union. Why do workers join trade unions?

(OR)

10. Explain briefly about different dispute settlement methods.

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(HRM)

Roll No | | | | | | | | | | |

Model Question Paper-III

Time: 3 hours   **Max. Marks: 70**
Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION-I

1. Explain various steps involved in Man power planning process?

(OR)

2. What are the various contemporary issues in HRM? Explain them in a detailed manner.

SECTION-II

3. Explain the basic types of interviews. What are the common interview errors?

(OR)

4. Explain the significance of different tests used in the selection process?

SECTION-III

5. Explain about different on-the-job and off-the-job training methods?

(OR)

6. Explain the process of performance appraisal?

SECTION-IV

7. What are the different components of remuneration?

(OR)

8. Explain the differences between wage and salary. List out various objectives of wage and salary administration.

SECTION-V

9. What are various causes for industrial disputes?

(OR)

10. What are the objectives of labor legislation? Discuss the various laws that are covered under labor legislation.

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MBA I Year II Semester Regular Examinations
Financial Management
(FM)

Roll No									

Model Question Paper-I

Time: 3 hours   **Max. Marks: 70**

Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION-I

1.   a) Rs 2,000 is to be received at the end of year 1, Rs.4, 000 at the end of year 2 and Rs. 5,000 at the end of each of next 8 years. These receipts are equivalent in value to how much to day, assuming an interest rate of 6% and 12%. (8 marks)

      b) Rs.1,000 deposited at the beginning of each of the next 4 years at an interest of 10% and 15% options equivalent to how much rupees at the end of 4 years if they compounded annually? (7 marks)

(OR)

2.   a) What is financial management? Explain its basic functions. (8 marks)
      b) Explain the goals of finance function with examples. (7 marks)

SECTION-II

3. Calculate the net present value of the two projects and suggest which of the two projects should be accepted assuming a discount rate of 10%.

	Project A	**Project B**
Initial investment	Rs. 40,000	Rs. 60,000
Estimated Life	5 Years	5 years
Scrap value	Rs. 2,000	Rs. 4,000

The profits before depreciation but after taxes are as follows:

Year	1	2	3	4	5
Project A	12,000	18,000	7,000	5,000	4,000
Project B	35,000	25,000	12,000	4,000	4,000

(OR)

4. Explain various capital budgeting techniques and enumerate its importance in Capital budgeting decisions. (15 marks)

SECTION-III

5. Explain the assumptions of Modigliani and Miller approach of capital structure and its importance in achieving optimal capital structure. (15 marks)

(OR)

6. From the information given below calculate the operating leverage, financial leverage and combined leverage of company 'x' and company 'y'. (15 marks)

Particulars	Company X (Rs)	Company Y(Rs)
Sales	50,00,000	80,00,000
Variable cost	20,00,000	25,00,000
Fixed cost	12,00,000	15,00,000
Interest	5,00,000	10,00,000

Which company in your opinion has greater risk and why?

SECTION-IV

7. Given the following information about ABC ltd. Show the effect of the dividend policy on the market price per share, using Walter's model.   EPS =Rs.10, Ke=15%.
Assumed rate of return   A) 18% B) 12% C) 15%
(NOTE:-Consider 0%,25%,50%,75%,100% as payout ratios) (15 marks)

(OR)

8. What do you understand by working capital management? Explain the determinants of working capital. (15 marks)

SECTION-V

9. Prepare cash budget for the 3 months ending on 30.06.2014 from the following information.
(15 marks)

a)

Month	Sales	Materials	Wages	Overheads
Feb	34,000	15,600	6,000	2,700
Mar	25,000	14,000	5,000	2,900
Apr	26,000	14,200	5,200	3,000
May	27,000	25,000	5,600	3,200
June	28,000	17,400	6,000	3,300

b) Credit terms are:
Sales/debtors – 10% sales are on cash, 50 % of the credit sales are collected in the next month and the balance in the following month.
Creditors (suppliers) -2 Months
Wages-1/2 month; Overheads – ½ month
c) Cash balance as on 1st April 2014 is expected to be Rs. 10,000.
d) Other information:
Machinery will be installed in Feb. '14 at a cost of Rs. 80,000. The   monthly   installment of Rs. 3,000 is payable from April onwards.
Dividend at 5% on preference share capital of Rs. 1, 00,000 will be payable in the month of June.

Advance to be received for sale of vehicle Rs. 9,000 in June. Income Tax to be paid in June is Rs. 3,000.

(OR)

10.   a) A company purchases a component of a product at a rate of Rs.50 per piece. The annual consumption of that component is 25,000 pieces, if the ordering cost is Rs.230 per order and carrying cost is 20 percent per annum, what would be the EOQ?(8 marks)

b) Write a short note on ABC analysis. (7 marks)

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MALLA REDDY COLLEGE OF ENGINEERING AND TECHNOLOGY
(Autonomous Institution – UGC, Govt. of India)
MBA I Year II Semester Regular Examinations
Financial Management
(FM)

Roll No									

Model Question Paper-II

Time: 3 hours   **Max. Marks: 70**

Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION-I

1. Define Financial Management. Explain the nature and scope of FM.

(OR)

2. Discuss the role of a financial manager in this contemporary business world.

SECTION-II

3. Calculate ARR, NPV and PI for the below given two projects and suggest the best.

Year	Project A	Project B
1	2,00,000	60,000
2	3,00,000	80,000
3	2,00,000	1,00,000
4	1,50,000	80,000
5	2,00,000	1,00,000

The initial investment for project A is 6,00,000 Rs. Where the salvage value is 50,000 and the investment in project B is 2,50,000 Rs. The present value factor for both the projects is @10%.

(OR)

4. What is Cost of Capital? Illustrate different components of Cost of Capital with suitable Examples.

SECTION-III

5. Define financial and operating leverage. How do you measure the degree of operating and financial leverage? Explain with suitable example.

(OR)

6. Consider the following information about X Ltd.

EBIT	12,00,000
EBT	3,00,000
Operating Fixed Cost	24,00,000

Preference Dividend	60,000
Tax Rate	40%

Calculate the degree of Operating, Financial and Combined Leverage. By what percentage, the Operating profits would increase, if sales increase by 10%

SECTION-IV

7. Critically examine the relevance and irrelevance theories of dividend policies?

(OR)

8. ABC Ltd has a capital of ₹ 25, 00,000 in equity shares of ₹ 100 each. The shares are currently quotes at par. The company proposes declaration of dividend ₹ 5 per share at the end of the current financial year. The capitalization rate for the risk class to which the company belongs is 10%. What will be the value of the firm at the end of the year, if

- Dividend is not declared?
- Dividend is declared?

Assuming the company pays the dividend and has net profits of ₹ 10,00,000 and makes new investments of ₹ 15,00,000 during the period, how many new shares must be issued? Use the MM Model.

SECTION-V

5. The following are the data pertain to a shop. The owner has made the following sales forecasts for the first six months of the coming financial year.

April	May	June	July	August	September
₹ 50,000	₹ 55,000	₹ 60,000	₹ 70,000	₹ 65,000	₹ 60,000

30 percent sales are on cash basis. Credit sales are collected in the month following sale;

Cost of sales is 50 percent of sales;

The only other variable cost is a 10 percent commission to sales agents. The sales commission is paid in month after it is earned;

Trade creditors are paid in the following month after purchases;

Fixed costs are ₹ 8,000 per month.

Opening balance of cash ₹ 10,000

You are required to prepare a cash budget for each of the first four month of coming year.

(OR)

(b) Discuss the methods/ techniques of inventory management and their uses.

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MALLA REDDY COLLEGE OF ENGINEERING AND TECHNOLOGY
(Autonomous Institution – UGC, Govt. of India)
MBA I Year II Semester Regular Examinations
Financial Management
(FM)

Roll No | | | | | | | | | |

Model Question Paper-III

Time: 3 hours   **Max. Marks: 70**

Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION-I

1. What is the scope and objectives of financial management? Comment on the emerging role of finance manager in India.

(OR)

2. Explain the concepts of 'profit maximization' and 'wealth maximization' and difference between these two.

SECTION-II

3. After conducting a survey that cost Rs.200,000, X Ltd., decided to undertake a project for placing a new product in the market. The company's cut-off rate is 12 per cent. It was estimated that the project would cost RS.40,00,000 in plant and machinery in addition to working capital of Rs.10,00,000. The scrap value of plant and machinery at the end of 5 years is estimated at Rs.500,000. After providing for depreciation on straight-line basis, profits after tax were estimated as follows:

Year	1	2	3	4	5
PAT (Rs)	300000	800000	1300000	500000	40000

Ascertain the net present value of the projects with 12 % cost of capital

(OR)

4. Micro Industries Ltd. has assets of Rs. 320000 that have been financed with Rs.104000 of debt and Rs.180000 of equity and general reserve of Rs.36000. The company's initial profits after interest and taxes for the year 31/03/2014 were Rs27000. It pays 8 per cent interest on debt. The company is in the 50 per cent tax bracket. It has 1800 equity shares of Rs.100 each selling at a market price of Rs.120 per share. Calculate WACC.

SECTION-III

5. What do you mean by optimum capital structure? Discuss its features and type of leverage.

(OR)

6. The company needs Rs.10,00,000 for development of a new product. It would yield an annual operating profit of Rs.24000, share price is Rs.50. the company has the objective of maximizing

the earnings per share. Company is in the tax rate of 50 per cent. Funds can be raised at the following interest rates.

Up to Rs.100000 at 8 per cent

Over Rs.100000 to Rs.500000 at 12 per cent

Over Rs.500000 at 15 per cent

The company has developed three financing plans that are given below:

Raise Rs.100000 debt, with expected operating profit Rs.340000

Raise Rs.300000 debt, with expected operating profit Rs.440000

Raise Rs.600000 debt, with expected operating profit Rs.590000

Calculate EPS for all the above financing plans and give the best plan based on higher EPS.

SECTION-IV

7. The following information is available for Sky Way Company.

EPS = Rs.20

Dividend payout ratio = 50 per cent

Price earning ration = 10

Internal rate of return = 15 per cent

Determine share price using Walter's model and give optimal dividend policy to the company.

(OR)

8. The following information is available

EPS – Rs.5

Cost of capital – 15 per cent

Return on investment (a) 20 per cent, (b) 15 per cent and (c) 10 per cent

Compute value of share using Gordon's Model assuming the following

DP Ratio (%)	100	75	50	30
Retention Ratio	-	25	50	70

Comment on share price.

SECTION-IV

9. What are receivables management and its objectives? Discuss the various costs of receivables management.

(OR)

10. Venkat Industries have requested to prepare a cash budget for the period of 6 months from Jan to June 2004. They have provided the following information. (Rs. In lakhs)

Particulars	Jan	Feb	March	April	May	June
Sales	80	100	120	120	120	120
Purchases	2	3	4	4	4	2
Wages	12	14	16	16	16	12
Manufacturing expenses	26	27	28	28	28	26
Administration expenses	4	4	4	4	4	4
Distribution expenses	4	6	8	8	8	4

Additional financial cash flows:
- ✓ Receipt of interest Rs.2 lakhs each in the month of Jan and May

- ✓ Receipt of dividend Rs. 3 lakhs each in the months of March and June
- ✓ Sale of securities in the month of June for Rs.3 crores
- ✓ Payment of interest during January Rs.50000
- ✓ Payment of loan in the month of June for Rs.1500000
- ✓ Interim dividend payment of Rs.1000000 in the month of April
- ✓ Installment of machine in the month of June for Rs. 42 lakhs

You may assume: 10 per cent of each month's sales for cash, customers are allowed a credit period of one month, creditors are allowing a credit of two months, wages are paid on the 1st of the next month.

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MALLA REDDY COLLEGE OF ENGINEERING AND TECHNOLOGY
(Autonomous Institution – UGC, Govt. of India)
MBA I Year II Semester Regular Examinations
Marketing Management
(MM)

Roll No										

Model Question Paper-I

Time: 3 hours   **Max. Marks: 70**
Note: Answer FIVE questions, choosing one question from each SECTION and each
           question carries 14 marks

SECTION-I

1. Define Marketing. 'Marketing concept is still in its infant state in India'. Comment this statement with examples.

(OR)

2. Explain the various core marketing concepts.

SECTION-II

3. Discuss the New Product Development process in detail.

(OR)

4. Describe the various factors that affect Consumer Decision making.

SECTION-III

5. Explain the bases of Market Segmentation.

(OR)

6. Define Product positioning. Explain the various Positioning strategies.

SECTION-IV

7. Define Promotional Mix and explain the elements of Promotional Mix.

(OR)

8. What is Marketing Channel? Explain the various functions of Marketing Channels.

SECTION-V

9. Define Price. Explain the various Pricing methods.

(OR)

10. Explain the modes of entry into the Global Markets.

Code No: R17MBA13

MALLA REDDY COLLEGE OF ENGINEERING AND TECHNOLOGY
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MBA I Year II Semester Regular Examinations
Marketing Management
(MM)

Roll No										

Model Question Paper-II

Time: 3 hours   **Max. Marks: 70**

Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION-I

1. "Marketing involves satisfaction of consumer needs". Elucidate the statement.
(OR)
2. Explain the differences between Marketing & Selling.

SECTION-II

3. What is customer value? Why is it necessary to understand customer value?
(OR)
4. Explain the various types of customer values.

SECTION-III

5. What is positioning? What are the various steps in positioning process?
(OR)
6. "Target Marketing follows market segmentation." Discuss.

SECTION-IV

7. Explain the main features of Advertising and types of advertising used for communicating with the customers.
(OR)
8. Advertising is wastage of money. Develop your arguments in favor or against this statement.

SECTION-V

9. Explain the importance of pricing in a marketing mix. What are the determinants in pricing a product?
(OR)
10. Explain five key challenges that a marketer faces while entering into the Indian rural market.

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MBA I Year II Semester Regular Examinations
Marketing Management
(MM)

Roll No									

Model Question Paper-III

Time: 3 hours   **Max. Marks: 70**

**Note: Answer FIVE questions, choosing one question from each SECTION and each
              question carries 14 marks**

SECTION-I

1. Define Marketing Research. Explain the Research Process.

(OR)

2. Explain the Marketing Management Process.

SECTION-II

3. Discuss the value chain analysis in detail.

(OR)

4. Explain the factors affecting the consumer decision making.

SECTION-III

5. What is positioning? How are the following brands positioned in the Indian market?
   A) Cars B) Face creams C) Pens D) Toilet Cleaners E) Life Insurance

(OR)

6. Discuss the segmentation process in detail.

SECTION-IV

7. What is meant by a marketing channel? Explain the objectives of marketing channels.

(OR)

8. Define promotional mix. Explain the different elements of promotional mix.

SECTION-V

9. Explain the pros & Cons of Domestic marketing & Global marketing.

(OR)

10. What are the perspectives of social responsibility in Green marketing?

MALLA REDDY COLLEGE OF ENGINEERING AND TECHNOLOGY
(Autonomous Institution – UGC, Govt. of India)
MBA I Year II Semester Regular Examinations
Quantitative Analysis for Business Decisions
(QABD)

Roll No									

Model Question Paper-I

Time: 3 hours   **Max. Marks: 70**

Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION –I

1. Define operation Research. What is the Scope of Operation research?

(OR)

2. Write about various application Areas of Operation Research

SECTION –II

3. Solve the LP Problem by using Graphical method
Min $Z=15X_1+25X_2$ Subjected to constraints $X_1+3X_2 \geq 3$, $X_1+X_2 \geq 2$ and $X_1,X_2 \geq 0$

(OR)

4. Convert the following problems from Primal to Dual
Min $Z = 2X_1 +2X_2 + 4X_3$ subjected to the constraints
$2X_1+ 3X_2 +5X_3 \geq 2$, $3X_1 + X_2 + 7X_3 \leq 3$, $X_1 +4 X_2 + 6X_3 \leq 5$: $X_1,X_2,X_3 \geq 0$

SECTION –III

5. Consider the four bases of operations Bi and three targets Tj.The tones of bombs per aircraft from any base that can be delivered to any target are given in the table form below.

TargetTj			
Base bi	T1	T2	T3
B1	8	6	5
B2	6	6	6
B3	10	8	4
B4	8	6	4

   The daily sorties capability of each of the four bases is 150 sorties per day.The daily requirement of stores spread over each individual target is 200 make a optimal allocation.

(OR)

6. A steel company has sales force of 25 men who operates from three regional offices comapany produces 4 products lines. The sales feels that 6 sales man are needed to distribute product line 1, thn to product line 2, 4 for product line 2, 5 for product line 4

PRODUCT LINES			
I	II	III	IV
20	21	16	18
17	28	14	16

29	23	19	20

At the present time 10 sales man are allocated to office A,9 for office B, And 7 For office C how many sales man should be assign from each office to sell each product line in ordered to minimize cost.

SECTION –IV

7. (a)What is the Game ?. Explain the Two persons Zero sum Game.
   (b).Solve the following game and find the value of game

   5   6
   7   5

(OR)

8. What is decision making process and explain the different kinds of decision making environments?

SECTION –V

9. What is Network Analysis? Explain the Network Analysis Techniques.

(OR)

10. Solve the following problem and calculate critical path method (CPM)

Activity	1-2	1-3	2-4	3-4	4-5	5-6	6-7	6-8	7-8
Duration	4	5	7	2	6	4	8	7	11

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MBA I Year II Semester Regular Examinations
Quantitative Analysis for Business Decisions
(QABD)

Roll No

Model Question Paper-II

Time: 3 hours   **Max. Marks: 70**

Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION –I

1. What are the different modelling techniques in operations research?

(OR)

2. Explain the scope and methodology of operations research.

SECTION –II

3. Solve the LP Problem by using big M method
Min $Z=15X_1+25X_2$ Subjected to constraints $X_1+3X_2 \geq 3$, $X_1+X_2 \geq 2$ and $X_1,X_2 \geq 0$

(OR)

4. Convert the following problems from Primal to Dual
Min $Z = 5X_1 +3X_2$ subjected to the constraints
$$2X_1+ 4X_2 <=12, 2X_1 +2X_2 =10\ 3, X_1,X_2 \geq 0$$

SECTION -III

5. Solve the following Transportation problem and find the solution.

	D1	D2	D3	D4
S1	19	30	50	10
S2	70	30	40	60
S3	40	8	70	20

Solve By using least cost method and NWCR

(OR)

6. Obtain an optimal solution to the following problem by using 'Modi' method.

	D1	D2	D3	D4	SUPPLY
S1	19	3	50	10	7
S2	70	30	40	60	9
S3	40	8	70	20	18
DEMAND	5	8	7	14	34

SECTION -IV

7. Two breakfast food manufactures, ABC and XYZ are competing for an increased market share. The payoff matrix, shown in the following table, describes the increase in market share for ABC and decrease in market:

ABC	Give coupons	Decrease Price	Maintain Present Increase	Increase strategy
Give Coupons	2	-2	4	1
Decrease Price Maintain	6	1	12	3
Present strategy	-3	0	2	6
3Increase Advertising	2	-3	7	1

Determine the optimal strategies for both the manufactures and the value of game.

(OR)

8. Construct the decisions tree and find the optimal choice.

Demand	Probability	S1	S2	S3
Low	0.1	10	-20	-150
Medium	0.5	50	60	20
High	0.4	50	100	200

SECTION -V

9. Draw the difference between PERT and CPM

(OR)

10. The following table gives data on normal time, and cost and crash time and cost for a project.

Activity	Normal		Crash	
	TIME	COST	TIME	COST
1-2	3	300	2	400
2-3	3	30	3	30
2-4	7	420	5	580
2-5	9	720	7	810
3-4	5	250	4	300
3-5	0	0	0	0
5-6	6	320	4	410
6-7	4	400	3	470
6-8	13	780	10	900
7-8	10	1000	9	1200

Indirect cost is Rs 50 per week

(a) Draw the network diagram for the project and identity the critical path.

(b) What are the normal project duration and associated cost?

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MALLA REDDY COLLEGE OF ENGINEERING AND TECHNOLOGY
(Autonomous Institution – UGC, Govt. of India)
MBA I Year II Semester Regular Examinations
Quantitative Analysis for Business Decisions
(QABD)

Roll No										

Model Question Paper-III

Time: 3 hours   **Max. Marks: 70**

Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION –I

1. Write about various application Areas of Operation Research.

(OR)

2. Write a brief History of operation research h.

SECTION -II

3. Solve the LP Problem by using two phase method

$MaxZ=3X_1+2X_2+2X_3$ Subjected to constraints $5X_1+7X_2+4X_3 \leq 7$, $-4X_1+7X_2+5X_3 \geq -2$,$3X_1+4X_2-6X_3 \geq 29/7$ and $X_1,X_2,X_3 \geq 0$

(OR)

4. Min $Z = 5X_1 +3X_2$ subjected to the constraints

   $2X_1+ 4X_2 <=12$, $2X_1 +2X_2 =10$ 3, $X_1,X_2 \geq 0$

SECTION -III

5. Solve the following Assignment problem and find the solution by using Hungarian method.

	D1	D2	D3	D4	D5
S1	9	11	15	10	11
S2	12	9	-	10	9
S3	-	11	14	11	7
S4	14	8	12	7	8

.

(OR)

6. Obtain an optimal solution to the following problem by using 'stepping stone method' .

	A	B	C	SUPPLY
X	2	4	4	20
Y	8	2	8	50
Z	2	8	12	30
DEMAND	40	25	35	

SECTION -IV

7. Solve the game from the following payoff matrix

	B1	B2	B3
A1	-5	10	20
A2	5	-10	-10
A3	5	-20	-20

(OR)

8. Determine the optimal strategies for both the manufactures and the value of game by using algebraic method.

$$\begin{bmatrix} -1 & 2 & 1 \\ 1 & -2 & 2 \\ 3 & 4 & -3 \end{bmatrix}$$

SECTION -V

9. Draw the network diagram and solve the following problem find the total duration of project.

Activity	Least time(days)	Greatest time(days)	Most likely time(days)
1-2	3	15	6
1-3	2	14	5
1-4	6	30	12
2-5	2	8	5
2-6	5	17	11
3-6	3	15	6
4-7	3	27	9
5-7	1	7	4
6-7	2	8	5

(OR)

10. Calculate total float, free float and independent float for the project whose activities are given below.

Activity	1-2	1-3	1-5	2-3	2-4	3-4	3-5	3-6	4-6	5-6
Duration(in weeks)	8	7	12	4	10	3	5	10	7	4

MALLA REDDY COLLEGE OF ENGINEERING AND TECHNOLOGY
(Autonomous Institution – UGC, Govt. of India)
MBA I Year II Semester Regular Examinations
Production and Operations Management
(POM)

Roll No									

Model Question Paper-I

Time: 3 hours   **Max. Marks: 70**

Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION –I

1. Explain the concept of productivity.

(OR)

2. Give a detailed account on corporate strategies.

SECTION –II

3. What is the Process and how do you select it?

(OR)

4. Discuss value engineering procedure.

SECTION –III

5. The coordinate values of existing facilities are (30, 20), (40,50),(30,30),(15,30)and (20,40).The no. of tones of material transported per year from new facility to each of existing facility is given bellow. Find the optimal coordinates of new facility:

Existing Facility	1	2	3	4	5
New Facility Weights	1000	980	1500	2000	1150

(OR)

6. What are the factors influencing Plant Location.

SECTION –IV

7. Consider 2 machines and 5 jobs flow shop scheduling solve the problem by using Johnson's algorithm, find out make span and optimal sequence of the jobs:

JOB	1	2	3	4	5
M1	7	1	15	8	11
M2	8	4	12	5	6

(OR)

8. Consider 3 machines and 5 jobs flow shop scheduling solve the problem by using Johnson's extension rule, find out make span and optimal sequence of the jobs:

JOB	1	2	3	4	5
M1	7	9	5	6	10
M2	4	5	1	2	3
M3	3	8	7	5	4

SECTION –V

9. How do you conduct the operation of Inventory process in the stores?

(OR)

10. Differentiate ABC and XYZ Analysis.

Code No: R17MBA15

MALLA REDDY COLLEGE OF ENGINEERING AND TECHNOLOGY
(Autonomous Institution – UGC, Govt. of India)
MBA I Year II Semester Regular Examinations
Production and Operations Management
(POM)

Roll No										

Model Question Paper-II

Time: 3 hours   **Max. Marks: 70**

Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION –I

1. Explain about the generic competitive strategies.

(OR)

2. Discuss about the concept of World class manufacturing.

SECTION –II

3. What are the application areas of value engineering with its impact in production?

(OR)

4. What do mean by Standardisation and discuss about its advantages and process?

SECTION –III

5. The coordinate values of existing facilities are (20,8), (8,9),(15,30) and (10,30).The no. of tones of material transported per year from new facility to each of existing facility is given bellow. Find the optimal coordinates of new facility:

Existing Facility	1	2	3	4
New Facility Weights	9	5	4	5

(OR)

6. Explain about the different types of plant Layouts.

SECTION –IV

7. Consider 2 machines and 5 jobs flow shop scheduling solve the problem by using Johnson's algorithm, find out make span and optimal sequence of the jobs:

JOB	1	2	3	4	5
M1	9	3	12	7	12
M2	5	7	11	8	6

(OR)

8. Consider 3 machines and 5 jobs flow shop scheduling solve the problem by using Johnson's extension rule, find out make span and optimal sequence of the jobs:

JOB	1	2	3	4	5
M1	11	13	15	12	20
M2	10	8	6	7	9
M3	12	20	15	19	7

SECTION –V

9. What are the different methods of Inventory Handling techniques?

(OR)

10. How far the store accounting helpful to stores management?

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MALLA REDDY COLLEGE OF ENGINEERING AND TECHNOLOGY
(Autonomous Institution – UGC, Govt. of India)
MBA I Year II Semester Regular Examinations
Production and Operations Management
(POM)

Roll No | | | | | | | | | |

Model Question Paper-III

Time: 3 hours   **Max. Marks: 70**

Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION –I

1. Mention about various Production functions.

(OR)

2. Define GDP? Explain its calculation methods.

SECTION –II

3. What ate the different steps involved in product design?

(OR)

4. What do you understand by Enhanced Capacity using Optimisation?

SECTION –III

5. A small machine shop has 4 machines located at (8,20),(10,10),(16,30) &(30,10). If two more new facilities are added find the optimal coordinate values of new facilities from following data which has 4 trips per day.

Existing Facility	1	2	3	4
New Facility I	8	6	4	5
New Facility II	2	3	4	6

(OR)

6. Discuss about advantages and disadvantages of Group technology Layout.

SECTION –IV

7. Consider 2 machines and 5 jobs flow shop scheduling solve the problem by using Johnson's algorithm ,find out make span and optimal sequence of the jobs

JOB	1	2	3	4	5
M1	5	9	8	7	4
M2	3	12	6	9	2

(OR)

8. Consider 5machines and 2jobs flow shop scheduling. find out make span using following data minimising make span jobs:

Machines					
JOB I	A	B	C	D	E
TIME	4	3	6	2	7
JOB II	C	B	E	D	A
TIME	6	3	5	3	7

SECTION –V

9. Describe about different approaches to find EOQ?

(OR)

10. Expand and explain the terms FSN analysis and SDE analysis?

MALLA REDDY COLLEGE OF ENGINEERING AND TECHNOLOGY
(Autonomous Institution – UGC, Govt. of India)
MBA I Year II Semester Regular Examinations
Business Ethics & Corporate Governance
(BECG)

Roll No | | | | | | | | | | |

Model Question Paper-I

Time: 3 hours   **Max. Marks: 70**

Note: **Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks**

SECTION-I

1. "Business Ethics is receiving serious consideration in today's corporate world" Examine the statement.

(OR)

2. Explain carol Gilligan's theory of moral development. Explain the role of these principles in business ethics.

SECTION-II

3. Outline the ethical and unethical aspects of Finance and Accounting.

(OR)

4. Explain the ethical responsibilities of marketing professionals.

SECTION-III

5. What resources are available to combat cyber crimes?

(OR)

6. Explain the skills required for hackers to get the protection from cybercrimes.

SECTION-IV

7. Critically comment on cooperate governance practices in India.

(OR)

8. Corporate governance is a system and process by which companies are regulated and controlled in the best interest of all stakeholders. Explain this statement.

SECTION-V

9. Bring out the impact of kumara Mangalam committees recommendations on corporate governance in India.

(OR)

10. Explain the principles of corporate social responsibilities.

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MBA I Year II Semester Regular Examinations
Business Ethics & Corporate Governance
(BECG)

Roll No

Model Question Paper-II

Time: 3 hours   Max. Marks: 70

Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION-I

1. Define Ethics and explain basic levels of business Ethics.

(OR)

2. What are the various new approaches for organizing Ethics in a business?

SECTION-II

3. What are professional ethics? Explain various domains in an organization.

(OR)

4. Explain various steps involved in ethics of Human resource Management.

SECTION-III

5. What do you mean by cyber crime? Explain about different methods of cyber crimes.

(OR)

6. Write an impact on Intellectual property Rights in cyber space. Discuss about various social needs.

SECTION-IV

7. Explain the basic principles of good governance. Does good governance really matters in corporations?

(OR)

8. What do you mean by corporate governance? Explain board structure of corporate governance.

SECTION-V

9. Define OECD principles. Explain the guidelines of OECD committee report.

(OR)

10. What are the recommendations of IRANI committee report?

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MBA I Year II Semester Regular Examinations
Business Ethics & Corporate Governance
(BECG)

Roll No										

Model Question Paper-III

Time: 3 hours   **Max. Marks: 70**

Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION-I

1. Define business ethics and explain five myths of business ethics.

(OR)

2. Discuss various stages of moral development.

SECTION-II

3. Define ethical dilemma and explain various techniques of ethical issues.

(OR)

4. Define preparatory ethics. How can you justice on professional ethics?

SECTION-III

5. How do you assess the psychological mind set of cyber criminal and explain their motives.

(OR)

6. What are ethical dimensions of cyber crime? Explain ethical hacking.

SECTION-IV

7. How does corporate governance help an organization to achieve its strategic objectives?

(OR)

8. What is Indian model of corporate governance? Explain its process and evaluation.

SECTION-V

9. What is an important role of corporate governance in India board structure processes in director independence?

(OR)

10. Narrate clearly corporate governance in banks in India.

Code No: R17MBA17
MALLA REDDY COLLEGE OF ENGINEERING AND TECHNOLOGY
(Autonomous Institution – UGC, Govt. of India)
MBA I Year II Semester Regular Examinations
Management Information Systems &ERP
(MIS&ERP)

Roll No										

Model Question Paper-I

Time: 3 hours   **Max. Marks: 70**

Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION-I

1. Define MIS. Explain the Nature and Scope of MIS.

(OR)

2. Describe the structure and classification of MIS with the help of diagram.

SECTION-II

3. Discuss in detail competitive advantages of Information Systems.

(OR)

4. Write in short notes:
   a) Features of DSS.
   b) Advantages of Business Intelligence.

SECTION-III

5. Write about the importance of IS Security and Control in the business organizations?

(OR)

6. Describe the steps involved in System Acquisition?

SECTION-IV

7. Define ERP? Explain the features and advantages of ERP.

(OR)

8. Explain the different types of modules in ERP?

SECTION-V

9. What are the different Types of financial modules in ERP?

(OR)

10. Discuss about the management control process in sales and marketing?

MALLA REDDY COLLEGE OF ENGINEERING AND TECHNOLOGY
(Autonomous Institution – UGC, Govt. of India)
MBA I Year II Semester Regular Examinations
Management Information Systems &ERP
(MIS&ERP)

Roll No									

Model Paper-II

Time: 3 hours   **Max. Marks: 70**

Note: Answer FIVE questions, choosing One question from each SECTION and each question carries 14 marks

SECTION-I

1. Discuss in detail importance/advantages of MIS in an Organization?

(OR)

2. Explain types of information and the role of Information systems for competitive advantage

SECTION-II

3. Define E-commerce? List out the advantages and challenges of E-commerce.

(OR)

4. Explain DSS and its components.

SECTION-III

5. Discuss the steps in IS Planning Process?

(OR)

6. Write briefly about the implementation & maintenance of IS with an example of any Manufacturing/Service Industry?

SECTION-IV

7. Explain different types of challenges to implement the ERP system in organization?

(OR)

8. What are the business benefits of ERP?

SECTION-V

9. Explain ERP customer relation ship management?

(OR)

10. What is the role of ERP in Accounting & Finance control process?

MALLA REDDY COLLEGE OF ENGINEERING AND TECHNOLOGY
(Autonomous Institution – UGC, Govt. of India)
MBA I Year II Semester Regular Examinations
Management Information Systems &ERP
(MIS&ERP)

Roll No										

Model Paper-III

Time: 3 hours   **Max. Marks: 70**

Note: Answer FIVE questions, choosing One question from each SECTION and each question carries 14 marks

SECTION-I

1. Explain how MIS is useful in various functional operations with suitable example

(OR)

2. List out advantages of various Information Systems.

SECTION-II

3. What are the key features of Business Intelligence systems?

(OR)

4. Describe how Customer Relationship Management benefits with the help of Knowledge Management System.

SECTION-III

5. Discuss need and importance of various Security Controls.

(OR)

6. Write about Cybercrimes impact and the measures need to be taken to control?

SECTION-IV

7. Explain how ERP enabled SCM to enhance the performance of Ecommerce companies.

(OR)

8. Discuss the various benefits of ERP system with respect to any Service Industry?

SECTION-V

9. What are the features of Accounting and Financing process of ERP systems?

(OR)

10. Explain the key features of ERP enabled CRM.

Code No: R17MBA20

MALLA REDDY COLLEGE OF ENGINEERING AND TECHNOLOGY
(Autonomous Institution – UGC, Govt. of India)
MBA I Year II Semester Regular Examinations
Personal Effectiveness
(PE)

Roll No

Model Question Paper-I

Time: 3 hours   **Max. Marks: 70**

Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION-I

1. Explain briefly about Need and Scope of Personal Effectiveness?

(OR)

2. Describe briefly about SWOT analysis?

SECTION-II

3. What do you mean by Communication and Basic English?

(OR)

4. Explain the process of JAM Session and Debate?

SECTION-III

5. What do you mean by Presentation and PPT making?

(OR)

6. Explain Demonstrative Methods and Writing Skills?

SECTION-IV

7. Explain Behavioral Techniques?

(OR)

8. How can you check your Mental Balance and Ability in outer environment?

SECTION-V

9. Discuss about Role Efficacy?

(OR)

10. What do you mean by Self Assessment Process?

Code No: R17MBA20

MALLA REDDY COLLEGE OF ENGINEERING AND TECHNOLOGY
(Autonomous Institution – UGC, Govt. of India)
MBA I Year II Semester Regular Examinations
Personal Effectiveness
(PE)

Roll No | | | | | | | | | |

Model Question Paper-II

Time: 3 hours   **Max. Marks: 70**

Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION-I

1. What do you mean by Personal Effectiveness and its impact towards Job Market?

(OR)

2. Explain the methods of Improvement in SWOT analysis?

SECTION-II

3. Discuss about various Techniques for Group Discussions?

(OR)

4. Describe briefly about Content Development?

SECTION-III

5. What do you mean by Analytical Skills and how it is useful to your job?

(OR)

6. Explain writing skills in different methods?

SECTION-IV

7. Describe briefly about Body Language?

(OR)

8. What do you mean by Personal Etiquette and Emotional Intelligence?

SECTION-V

9. Explain Corporate Roles and responsibilities?

(OR)

10. How can you organize yourself and organize others?

Code No: R17MBA20

MALLA REDDY COLLEGE OF ENGINEERING AND TECHNOLOGY
(Autonomous Institution – UGC, Govt. of India)
MBA I Year II Semester Regular Examinations
Personal Effectiveness
(PE)

Roll No									

Model Question Paper-III

Time: 3 hours   **Max. Marks: 70**

Note: Answer FIVE questions, choosing one question from each SECTION and each question carries 14 marks

SECTION-I

1. Explain briefly about Need and Scope of Personal Effectiveness?

(OR)

2. Explain the methods of Improvement in SWOT analysis?

SECTION-II

3. What do you mean by Communication and Basic English?

(OR)

4. Describe briefly about Content Development?

SECTION-III

5. What do you mean by Presentation and PPT making?

(OR)

6. Explain writing skills in different methods??

SECTION-IV

7. Explain Behavioral Techniques?

(OR)

8. Write a short note on Emotional Intelligence?

SECTION-V

9. Discuss about Role Efficacy?

(OR)

10. Explain Corporate Roles and responsibilities?