

Code No: **R18MBA21****MALLA REDDY COLLEGE OF ENGINEERING & TECHNOLOGY****(Autonomous Institution – UGC, Govt. of India)****M.B.A II-Year - I Semester Regular Examinations, November-2019****Strategic Management****(MBA)**

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

Note: This question paper Consists of 5 Sections. Answer **FIVE** Questions, Choosing **ONE** Question from each **SECTION** and each Question carries 14 marks.

SECTION-I

1 Explain external factors of strategic management. **[14M]**

OR

2 a) SWOT Analysis **[14M]**
 b) Goal
 c) What is Vision

SECTION-II

3 Discuss factors affecting the likelihood a competitor will take competitive actions. **[14M]**

OR

4 Identify the five competitive forces and explain how they determine an industry's profit potential. **[14M]**

SECTION-III

5 Describe seven problems that work against developing a competitive advantage using acquisition strategy. **[14M]**

OR

6 Explain the short- and long-term outcomes of the different types of corporate strategies. **[14M]**

SECTION-IV

7 Describe the 21st-century competitive landscape and explain how globalization and technological changes shape it. **[14M]**

OR

8 Explain the International barriers for business process. **[14M]**

SECTION-V

9 Define strategic leadership and describe top-level managers' importance as a resource. **[14M]**

OR

10 Describe the importance of entrepreneurial opportunities, innovation and entrepreneurial capabilities **[14M]**

Code No: R18MBA22

MALLA REDDY COLLEGE OF ENGINEERING & TECHNOLOGY

(Autonomous Institution – UGC, Govt. of India)

M.B.A II-Year - I Semester Regular Examinations, November-2019**Research Methodology**

(MBA)

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

Note: This question paper Consists of 5 Sections. Answer **FIVE** Questions, Choosing ONE Question from each SECTION and each Question carries 14 marks.

SECTION-I

- 1 Discuss in detail the various steps involved in the research process and explain your research work in this sequence. [14M]

OR

- 2 What do you mean by formulating a Research Problem and how can you identify the Research Problem [14M]

SECTION-II

- 3 Explain the research perspective guiding quantitative and qualitative research. Do you see any conflict among these research perspectives? [14M]

OR

- 4 Explain the term 'Research design' and design types. Also explain the research design suitable for your study with justification. [14M]

SECTION-III

- 5 Discuss different methods of collecting data? Discuss various data collection methods of primary data and secondary data. [14M]

OR

- 6 Discuss in detail various sampling methods and its techniques [14M]

SECTION-IV

- 7 Discuss in detail various types of measurements and also write errors in measurement. [14M]

OR

- 8 Discuss in detail various types of scaling techniques with suitable examples. [14M]

SECTION-V

- 9 Review of Literature enables in framing a research hypothesis, would you agree with this statement. Discuss in detail various steps involved in hypothesis testing. [14M]

OR

- 10 What is Report Writing? Explain the steps of Writing the Report. [14M]

Code No: R18MBA28**MALLA REDDY COLLEGE OF ENGINEERING & TECHNOLOGY****(Autonomous Institution – UGC, Govt. of India)****M.B.A II-Year - I Semester Regular Examinations, November-2019****Consumer Behaviour****(MBA)**

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Time: 3 hours**Max. Marks: 70****Note:** This question paper Consists of 5 Sections. Answer **FIVE** Questions, Choosing ONE Question from each SECTION and each Question carries 14 marks.

SECTION-I

- 1 What is market segmentation? Explain the bases of segmentation. [14M]

OR

- 2 Define consumer behaviour. Describe the steps in the consumer research process. [14M]

SECTION-II

- 3 Explain the factors which effect consumer behavior. [14M]

OR

- 4 Explain the concept of family life cycle and its implications for marketers. [14M]

SECTION-III

- 5 What is motivation? How does it influence consumer behavior? [14M]

OR

- 6 Define perception. What factors influence perception? [14M]

SECTION-IV

- 7 Explain about Howard-Sheth consumer decision making model. [14M]

OR

- 8 Discuss the steps involved in Decision-making Process, give suitable Examples. [14M]

SECTION-V

- 9 What do you mean by Consumer Issues? Explain the marketer Responses in solving the Consumer Issues [14M]

OR

- 10 Discuss the Marketing Ethics towards Consumers [14M]

Code No: **R18MBA34****MALLA REDDY COLLEGE OF ENGINEERING & TECHNOLOGY**

(Autonomous Institution – UGC, Govt. of India)

M.B.A II-Year - I Semester Regular Examinations, November-2019**Security Analysis and Portfolio Management****(MBA)**

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

Note: This question paper Consists of 5 Sections. Answer **FIVE** Questions, Choosing ONE Question from each SECTION and each Question carries 14 marks.

SECTION-I

1a) If the expected returns of two stocks are same, but the standard deviation of the returns differ, which security is to be preferred and why? [7M]

b) What are Financial Markets and Instruments, how do they support investors and stock markets? [7M]

OR

2a) Explain the Economic and Financial meaning of Investment and differentiate between Investor and Speculator . [7M]

b) If an investor desires diversification should he/she seek Investments that have positive correlation or vice versa-explain your stance. [7M]

SECTION-II

3 What is Efficient Market Hypothesis, differentiate Strong, Semi strong and Weak form hypothesis in its assessment? [14M]

OR

4a) Elucidate on Fundamental Analysis. [7M]

b) What is technical analysis? Explain various charts and patterns to analyze a stock. [7M]

SECTION-III

5 What do you mean by CAPM. Elaborate on the various assumptions of CAPM. [14M]

OR

6 “Modern Portfolio theory helps in the optimal allocation of global resources” Comment. [14M]

SECTION-IV

7 Define the term Bond. Explain the various Bond Pricing Theorems. [14M]

OR

8 The Market Price of a bond with maturity of five years is Rs.950/-, its par value is Rs.1000/- and coupon rate is 14%? What is YTM of this bond. [14M]

SECTION-V

9 What is a Mutual Fund? Explain different types of Mutual Funds issued in Indian Markets. [14M]

OR

10 What is the difference between Sharpe’s and Treynor’s model of Portfolio performance? Discuss. [14M]

Code No: R18MBA40**MALLA REDDY COLLEGE OF ENGINEERING & TECHNOLOGY****(Autonomous Institution – UGC, Govt. of India)****M.B.A II-Year - I Semester Regular Examinations, November-2019****Performance Management****(MBA)**

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

Note: This question paper Consists of 5 Sections. Answer **FIVE** Questions, Choosing ONE Question from each SECTION and each Question carries 14 marks.

SECTION-I

- 1 Explain in detail the performance management strategic planning is the competitive advantage of an organization. [14M]

OR

- 2 Explain the process of Performance Management. [14M]

SECTION-II

- 3 Explain about implementation of Performance Management System. [14M]

OR

- 4 Discuss the performance measurement approaches in detail. [14M]

SECTION-III

- 5 Discuss in detail performance management skills. [14M]

OR

- 6 Explain how performance management helps the employee development. [14M]

SECTION-IV

- 7 What are the objectives and types of the Reward Systems? [14M]

OR

- 8 Explain the challenges of linking Performance and Rewards. [14M]

SECTION-V

- 9 Write about Bench marking steps in detail. [14M]

OR

- 10 Write about the Six – Sigma Practices. [14M]

Code No: **R18MBA29****MALLA REDDY COLLEGE OF ENGINEERING & TECHNOLOGY**

(Autonomous Institution – UGC, Govt. of India)

M.B.A II-Year - I Semester Regular Examinations, November-2019**Integrated Marketing Communications & Sales****(MBA)**

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Time: 3 hours**Max. Marks: 70****Note:** This question paper Consists of 5 Sections. Answer **FIVE** Questions, Choosing ONE Question from each SECTION and each Question carries 14 marks.

SECTION-I

- 1 Discuss the various elements of the communication process. [14M]

OR

- 2 Compare and contrast the terms promotion and marketing communications and list the primary tools of marketing communications. [14M]

SECTION-II

- 3 Explain the objectives of direct marketing. [14M]

OR

- 4 What do you mean by Out of Home Media? Explain its advantages and disadvantages. [14M]

SECTION-III

- 5 i) Discuss about Advertising Controversial Products. [7M]
ii) Explain Social Aspects of Advertising. [7M]

OR

- 6 Discuss Social and Ethical Criticisms on Advertising. [14M]

SECTION-IV

- 7 What do you mean by Market Cost Analysis? Explain its advantages and disadvantages. [14M]

OR

- 8 Explain the different types of sales Quotas and discuss the procedure for setting of sales Quotas. [14M]

SECTION-V

- 9 Define Sale Force and explain the objectives and size of Sales Force. [14M]

OR

- 10 Discuss meaning, need and methods related to sales force training . [14M]

Code No: **R18MBA35****MALLA REDDY COLLEGE OF ENGINEERING & TECHNOLOGY****(Autonomous Institution – UGC, Govt. of India)****M.B.A II-Year - I Semester Regular Examinations, November-2019****Financial Institutions, Markets & Services****(MBA)**

| Roll No | | | | | | | | | |
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Time: 3 hours**Max. Marks: 70****Note:** This question paper Consists of 5 Sections. Answer **FIVE** Questions, Choosing ONE Question from each SECTION and each Question carries 14 marks.

SECTION-I

- 1 Describe in detail financial sector reforms of 1991. [14M]

OR

- 2 What is meant by equilibrium in Financial Markets [14M]

SECTION-II

- 3 Commercial banks are special among the intermediaries for the development of the economy [14M]

OR

- 4 Give a comparative analysis of the growth and structure of commercial banking before and after liberalization period in India [14M]

SECTION-III

- 5a) Define the different types of schemes floated by Mutual Funds briefly [7M]

- 5b) Elaborate on the major advantages of Investment through Mutual Funds [7M]

OR

- 6 Write short notes on the following [7M]

- a) Nature of Insurance Companies [7M]

- b) Objectives of LIC and GIC

SECTION-IV

- 7 What is the meaning of the Call Money Market?
Briefly discuss the nature of this market in US,UK and its working in India

OR

- 8a) Critically examine the various advantages of Stock Market for the Economic Growth in India [7M]

- 8b) Analyze the growth of Indian Stock Market [7M]

SECTION-V

- 9 Describe in brief the key features of leasing and hire purchasing. [14M]

OR

- 10 What is the scope and objectives of VCF's? [14M]
Categorize the important venture capital funds and their schemes in India

Code No: R18MBA41**MALLA REDDY COLLEGE OF ENGINEERING & TECHNOLOGY****(Autonomous Institution – UGC, Govt. of India)****M.B.A II-Year - I Semester Regular Examinations, November-2019****Training & Development****(MBA)**

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Time: 3 hours**Max. Marks: 70****Note:** This question paper Consists of 5 Sections. Answer **FIVE** Questions, Choosing ONE Question from each SECTION and each Question carries 14 marks.

SECTION-I**1** Discuss about aligning training design with learning process. **[14M]**

OR

2 Write about Career Opportunities in Training. **[14M]****SECTION-II****3** What do you mean by Training Need Analysis and explain its design. **[14M]**

OR

4 Write about the objectives of developing training programs in detail. **[14M]****SECTION-III****5** Discuss about games and simulations methods of training. **[14M]**

OR

6 Discuss about lecturers and demonstrations methods of training. **[14M]****SECTION-IV****7** What is the purpose of training evaluation and what are the types of evaluation? **[14M]**

OR

8 Explain about implementation and transfer of training. **[14M]****SECTION-V****9** Write about Training to prevent and control Sexual Harassment. **[14M]**

OR

10 Discuss about orientation training and diversity training. **[14M]**

Code No: **R18MBA36**

MALLA REDDY COLLEGE OF ENGINEERING & TECHNOLOGY

(Autonomous Institution – UGC, Govt. of India)

M.B.A II-Year - I Semester Regular Examinations, November-2019

Strategic Investment and Financing Decisions

(MBA)

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Time: 3 hours

Max. Marks: 70

Note: This question paper Consists of 5 Sections. Answer **FIVE** Questions, Choosing ONE Question from each SECTION and each Question carries 14 marks.

SECTION-I

- 1 Discuss the various investment decisions techniques which can be applied under Risk and uncertainty. [14M]

OR

- 2 Find out Net Present Value for the following ‘A’ and ‘B’ projects. [14M]

| Cost | Project – ‘A’ Rs. 4500 | | Project – ‘B’ Rs. 4500 | |
|--------------|------------------------|-------------|------------------------|-------------|
| Cash Inflows | Amount | Probability | Amount | Probability |
| 1 | 2500 | 0.3 | 6200 | 0.3 |
| 2 | 4500 | 0.5 | 7500 | 0.5 |
| 3 | 6500 | 0.3 | 5000 | 0.3 |
| 4 | 10000 | 0.2 | 4500 | 0.2 |

Expected cost of capital is 12%. Suggest which project is profitable.

SECTION-II

- 3 Phoenix Company is considering two mutually exclusive investments, Project P and Project Q . The expected cash flows of these projects are as follows. [14M]

| year | 0 | 1 | 2 | 3 | 4 | 5 |
|-----------|--------|--------|------|------|-------|-------|
| Project P | -1,000 | -1,200 | -600 | -250 | 2,000 | 4,000 |
| Project Q | -1,600 | 200 | 400 | 600 | 800 | 100 |

What is each project’s MIRR If the cost of capital is 12 percent.

OR

- 4 a) Explain the impact of inflation on capital budgeting decisions. [7M]
 b) Write brief notes on i) Multiple IRR and ii) Modified IRR [7M]

SECTION-III

- 5 a) Original outlay, Rs.10, 000; life of the project, 5 years; cash inflows, Rs. 4,000 each for 5 years; and cost of capital (k), 10 per cent. [7M]

Expected interest rates at which cash inflows will be reinvested.(Use Terminal Value Method)

| Years | 1 | 2 | 3 | 4 | 5 |
|----------|---|---|---|---|---|
| Per cent | 6 | 6 | 8 | 8 | 8 |

- b) Write short notes on i) Equivalent Annual Cost ii) Surplus life and Surplus Payback [7M]

OR

- 6 From the given information calculate i) Payback period ii) Post payback period of the following projects and rank them. [14M]

| | Project A | Project B | Project C |
|---------------------------|-----------|-----------|-----------|
| Initial Investment | 2,00,000 | 2,00,000 | 2,00,000 |
| CFAT at the end of year 1 | 25,000 | 30,000 | 20,000 |
| 2 | 45,000 | 40,000 | 40,000 |
| 3 | 50,000 | 45,000 | 60,000 |
| 4 | 50,000 | 45,000 | 60,000 |
| 5 | 50,000 | 60,000 | 40,000 |

SECTION-IV

- 7 Differentiate between Operating Lease and Finance Lease. Why is sale and lease back prepared and when? [14M]

OR

- 8 a) Explain the method of splitting the hire purchase instalments into interest and principal repayment. [7M]
b) Discuss the main advantages of leasing an asset instead of buying it. [7M]

SECTION-V

- 9 Examine the guidelines of the Indian companies Act governing corporate takeovers [14M]

OR

- 10 Distinguish between 'friendly takeover' and 'hostile takeover'. What strategies are adopted by the acquiring firm in the case of hostile takeover? [14M]

Code No: R18MBA42**MALLA REDDY COLLEGE OF ENGINEERING & TECHNOLOGY****(Autonomous Institution – UGC, Govt. of India)****M.B.A II-Year - I Semester Regular Examinations, November-2019****Management of Industrial Relations****(MBA)**

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Time: 3 hours**Max. Marks: 70****Note:** This question paper Consists of 5 Sections. Answer **FIVE** Questions, Choosing ONE Question from each SECTION and each Question carries 14 marks.

SECTION-I**1** Briefly explain the Theories of Industrial Relations. **[14M]**

OR

2 Describe the types and structures of the Trade Unions in India. **[14M]****SECTION-II****3** Define the Industrial Dispute and causes for Industrial Dispute. **[14M]**

OR

4 Briefly explain the Grievance procedure under Industrial employment and standing orders Act 1946. **[14M]****SECTION-III****5** Define the Collective Bargaining, types and it's features. **[14M]**

OR

6 Briefly explain the welfare Officer rights and duties under statutory provisions. **[14M]****SECTION-IV****7** Briefly explain the main features of Payment of Wages Act 1936. **[14M]**

OR

8 Define the Wage policy and methods involved in determining the Wage Policy. **[14M]****SECTION-V****9** Briefly explain Need, Significance and objectives of Factories Act 1948. **[14M]**

OR

10 Briefly explain the significance and objectives of Mines Act 1952.. **[14M]**

Code No: **R18MBA31****MALLA REDDY COLLEGE OF ENGINEERING & TECHNOLOGY**

(Autonomous Institution – UGC, Govt. of India)

M.B.A II-Year - I Semester Regular Examinations, November-2019**Services Marketing****(MBA)**

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

Note: This question paper Consists of 5 Sections. Answer **FIVE** Questions, Choosing ONE Question from each SECTION and each Question carries 14 marks.

SECTION-I

1 What are the characteristics of services? How we can classify the services? [14M]

OR

2 Discuss in detail the Gap's model of service quality? [14M]

SECTION-II

3 How do you listen your customer requirement through research. [14M]

OR

4 What are the consumer expectations in Telecom sector? [14M]

SECTION-III

5 What is new service development? Discuss the process of new service development? [14M]

OR

6 Explain the different types of service innovations with suitable examples? [14M]

SECTION-IV

7 Explain service delivery. 'Customers play a significant role in service delivery' – Critically analyse the statement. [14M]

OR

8 (a) Who are intermediaries in services marketing? Why they are important? [7M]

(b) Explain the role of intermediaries in enhancing the value of services with suitable examples? [7M]

SECTION-V

9 What is the role of communication in services marketing? What are the different channels of communication? [14M]

OR

10 Explain the different pricing strategies linked with different value definitions? [14M]

Code No: **R18MBA37****MALLA REDDY COLLEGE OF ENGINEERING & TECHNOLOGY**

(Autonomous Institution – UGC, Govt. of India)

M.B.A II-Year - I Semester Regular Examinations, November-2019**International Financial Management****(MBA)**

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Time: 3 hours**Max. Marks: 70****Note:** This question paper Consists of 5 Sections. Answer **FIVE** Questions, Choosing ONE Question from each SECTION and each Question carries 14 marks.

SECTION-I**1** Explain international business methods in detail. **[14M]**

OR

2 Explain the recent changes and challenges in International Financial Management. **[14M]****SECTION-II****3** a) What is BOP? Distinguish between current account and capital account. **[7M]**b) Discuss the advantages and disadvantages of the gold standard. **[7M]**

OR

4 a) What are the main economic factors that influence the balance of payments? **[7M]**b) What were the main objectives of the Bretton Woods system? **[7M]****SECTION-III****5** Explain the features of Foreign exchange markets. Write about the participants in the foreign exchange market and discuss its organisation. **[14M]**

OR

6 a) What is the essence of the international foreign exchange market? **[7M]**b) What is the Eurocurrency market? Explain **[7M]****SECTION-IV****7** How are inflation rates and foreign exchange rates related? Illustrate with the help of an example. **[14M]**

OR

8 Explain the need for foreign exchange exposure management. Discuss the factors influencing exchange rates. **[14M]****SECTION-V****9** a) Explain the role of EXIM Bank in helping the exporters. **[7M]**b) What are the risks inherent in an international portfolio? **[7M]**

OR

10 Define EXIM policy. Explain the recent amendments in EXIM policy. **[14M]**

Code No: R18MBA43**MALLA REDDY COLLEGE OF ENGINEERING & TECHNOLOGY****(Autonomous Institution – UGC, Govt. of India)****M.B.A II-Year - I Semester Regular Examinations, November-2019****International Human Resource Management****(MBA)**

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Time: 3 hours**Max. Marks: 70****Note:** This question paper Consists of 5 Sections. Answer **FIVE** Questions, Choosing ONE Question from each SECTION and each Question carries 14 marks.

SECTION-I

- 1 Explain the various Employment Policies across the countries. [14M]
OR
- 2 Briefly explain the nature, scope and components of International Human Resource Management strategy? [14M]

SECTION-II

- 3 Briefly explain the factors effecting in Expatriate Selection process? [14M]
OR
- 4 Explain cross cultural issues in International Human Resource Management? [14M]

SECTION-III

- 5 Briefly explain various ethical issues involved in Human Resource Management? [14M]
OR
- 6 Briefly explain advantages and disadvantages of virtual organisations? [14M]

SECTION-IV

- 7 Explain the Future Organisations and challenges for upcoming Global Managers? [14M]
OR
- 8 Describe the MNCs skill based approach to employee training and development. [14M]

SECTION-V

- 9 Define the significant role of Out Sourcing? What are the advantages and disadvantages in International Human Resource Management? [14M]
OR
- 10 Briefly explain Women Expatriates and their Problems in current Global HR Scenario? [14M]

Code No: R18MBA32**MALLA REDDY COLLEGE OF ENGINEERING & TECHNOLOGY****(Autonomous Institution – UGC, Govt. of India)****M.B.A II-Year - I Semester Regular Examinations, November-2019****Retailing Management****(MBA)**

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Time: 3 hours**Max. Marks: 70****Note:** This question paper Consists of 5 Sections. Answer **FIVE** Questions, Choosing ONE Question from each SECTION and each Question carries 14 marks.

SECTION-I

1 What is FDI? Explain the role of FDI in Indian retail business development? [14M]

OR

2 Explain the Wheel of retailing theory. [14M]

SECTION-II

3 What are the exteriors and interiors factors? How does it influence the design decision in retail store? [14M]

OR

4 Explain the various types of retail layouts in India. [14M]

SECTION-III

5 Explain shopping environment and discuss shopping process with suitable example. [14M]

OR

6 Explain the different types of shopping behaviour with suitable examples. [14M]

SECTION-IV

7 Explain the different pricing strategies used by the retailer. Give examples. [14M]

OR

8 What is EDI? Explain the role of EDI in Supply Chain Management. [14M]

SECTION-V

9 What are the changes may takes places in retail sector in future? How to cope up with these expected changes in future? [14M]

OR

10 Discuss store based and non-store based models of store format choices in detail. [14M]

Code No: **R18MBA38****MALLA REDDY COLLEGE OF ENGINEERING & TECHNOLOGY**

(Autonomous Institution – UGC, Govt. of India)

M.B.A II-Year - I Semester Regular Examinations, November-2019**Strategic Management Accounting****(MBA)**

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

Note: This question paper Consists of 5 Sections. Answer **FIVE** Questions, Choosing ONE Question from each SECTION and each Question carries 14 marks.

SECTION-I

- 1 How do management accounting and financial accounting differ? [14M]

OR

- 2 “Cost may be classified in a variety of ways according to their nature and the information needs of management.” Explain and discuss this statement. Illustrate with examples the classification required for different purpose. [14M]

SECTION-II

- 3 What is cost sheet? Explain the purpose served by it. [14M]

OR

- 4 Explain normal and abnormal wastage and state how they should be dealt with in process cost accounting. [14M]

SECTION-III

- 5 “Break-even analysis is fundamentally on a static analysis.” Discuss and explain the advantages and limitations of break-even analysis. [14M]

OR

- 6 You are given the following information: [14M]

| | |
|----------------------------|--------|
| | Rs. |
| Fixed cost | 4,000 |
| B.E. sales | 20,000 |
| Profit | 1,000 |
| Selling price (per unit) | 20 |

Calculate (a) Sales and marginal cost of sales

(b) New B.E. Point if selling price is reduced by 10%.

SECTION-IV

- 7 “The technique of marginal costing can be a valuable aid to management”. Discuss [14M]

OR

- 8 A company manufactures three products. The budgeted quantity, selling prices and unit costs are as under: [14M]

| | A | B | C |
|---------------------------------|-------|-------|-------|
| | Rs. | Rs. | Rs. |
| Raw materials (@ Rs. 20 per kg) | 80 | 40 | 20 |
| Direct wages (@ Rs. 5 per hour) | 5 | 15 | 10 |
| Variables overheads | 10 | 30 | 20 |
| Fixed overheads | 9 | 22 | 18 |
| Budgeted production (in units) | 6,400 | 3,200 | 2,400 |
| Selling price per unit (in Rs.) | 140 | 120 | 90 |

Required:

- (i) Present a statement of budgeted profit.
(ii) Set optimal product-mix and determine the profit, if the supply of raw materials is restricted to 18,400 kg.

SECTION-V

- 9 From the following information prepare a monthly cash budget for the four months ending 31st December, 2019. [14M]

| Month | Sales (Rs.) | Materials (Rs.) | Wages (Rs.) | Production (Rs.) | Admin. Selling (Rs.) |
|-------|-------------|-----------------|-------------|------------------|----------------------|
| June | 3,000 | 1,800 | 650 | 225 | 160 |
| July | 3,250 | 2,000 | 750 | 225 | 160 |
| Aug. | 3,500 | 2,400 | 750 | 250 | 175 |
| Sep. | 3,750 | 2,250 | 750 | 300 | 175 |
| Oct. | 4,000 | 2,300 | 800 | 300 | 200 |
| Nov. | 4,250 | 2,500 | 900 | 350 | 200 |
| Dec. | 4,500 | 2,600 | 1,000 | 350 | 225 |

- (i) Credit terms are:
a) Sales: 3 months to debtors. 10% of sales are on cash. On an average, 50% of credit sales are paid on the due dates while the other 50% are paid in the month following.
b) Creditors for material: 2 months
(ii) Lag in payment:
Wages 1/4month, overheads 1/2 month
(iii) Cash and Bank balance on 31st October expected Rs.1,500.
(iv) Plant and Machinery to be installed in August at a cost of Rd.24,000. It will be paid for by monthly installments of Rs.5,000 each from 1st October.
(v) Preference share dividend @ 5% on Rs.50,000 is to be paid on 1st December.
(vi) Calls on 250 equity shares @ Rs. 2 per share expected on 1st November.
(vii) Dividends from investments amounting to Rs.250 are expected on 31st December
(viii) Income-tax (advance) to be paid in December Rs.500

OR

- 10 From the following particulars, compute: [14M]

- (a) Material cost variance, (b) Material price variance, and (c) Material usage variance

| | |
|---|-------------------|
| Quantity of materials purchased | 3,000 units |
| Value of materials purchased | Rs. 9,000 |
| Standard quantity of materials required per ton of output | 30 units |
| Standard price of material | Rs. 2.50 per unit |
| Opening stock of materials | Nil |
| Closing stock of materials | 500 units |
| Output during the period | 80 tons |

Code No: R18MBA44**MALLA REDDY COLLEGE OF ENGINEERING & TECHNOLOGY****(Autonomous Institution – UGC, Govt. of India)****M.B.A II-Year - I Semester Regular Examinations, November 2019****Compensation & Reward Management****(MBA)**

| | | | | | | | | | |
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| Roll No | | | | | | | | | |
|----------------|--|--|--|--|--|--|--|--|--|

Time: 3 hours**Max. Marks: 70****Note:** This question paper Consists of 5 Sections. Answer **FIVE** Questions, Choosing ONE Question from each SECTION and each Question carries 14 marks.

SECTION-I**1** Discuss the process of performing internal alignment, with pay model strategy. **[14M]**

OR

2 Explain the person based pay. Discuss on the techniques of job evaluation. **[14M]****SECTION-II****3** Discuss the process of designing pay for performance by taking an example of your choice. **[14M]**

OR

4 Explain the evidence for pay for performance plans with suitable example. **[14M]****SECTION-III****5** Elaborate on traditional methods in performance appraisals and errors in performance appraisal. **[14M]**

OR

6 Write in detail about statutory and non statutory benefits . Write short notes on old-age and retirement benefits. **[14M]****SECTION-IV****7** Elaborate on the trade union role in wage and salary administration. Give a note on perquisites. **[14M]**

OR

8 Discuss in detail the compensation extended to special groups. What are the components of expatriate pay? **[14M]****SECTION-V****9** Illustrate the public sector pay management with an example. **[14M]**

OR

10 Collective bargaining is the important tool of fixing wages. Comment. Discuss the challenges faced in implementing renewed wage structure. **[14M]**

Code No: **R18MBA39****MALLA REDDY COLLEGE OF ENGINEERING & TECHNOLOGY**

(Autonomous Institution – UGC, Govt. of India)

M.B.A II-Year - I Semester Regular Examinations, November-2019**Financial Derivatives**

(MBA)

| | | | | | | | | | |
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| Roll No | | | | | | | | | |
|----------------|--|--|--|--|--|--|--|--|--|

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

Note: This question paper Consists of 5 Sections. Answer **FIVE** Questions, Choosing ONE Question from each SECTION and each Question carries 14 marks.

SECTION-I

- 1 Define the term Financial Derivative. Explain Development and Growth of Derivative Markets [14M]

OR

- 2 Explain The Role of Derivatives Market, Uses & Misuses of Derivatives. [14M]

SECTION-II

- 3 What are the various types of futures traded in Indian stock market. Discuss with specifications of each contract. [14M]

OR

- 4 Differentiate between Forwards and Futures contract. [14M]

SECTION-III

- 5 What do you mean by binomial option pricing model? What are the assumptions? Briefly discuss its important characteristics. [14M]

OR

- 6 From the following data, calculate the value of a call of option: [14M]

Style of option=European

Current price of stock= Rs. 600/-

Option period= 6 months

Time intervals for change at each=3 months

Up movement factor(U)=1.1

Down movement factor (d)=0.9

Exercise interest rate=12% p.a.

SECTION-IV

- 7 What is an option strategy? Explain the significance of choosing a right option strategy. [14M]

OR

- 8 Write a detailed note on basic objectives and principles of option trading. [14M]

SECTION-V

- 9 Explain different types of swaps. [14M]

OR

- 10 Briefly discuss evolution of swap market. [14M]

Code No: R18MBA45**MALLA REDDY COLLEGE OF ENGINEERING & TECHNOLOGY****(Autonomous Institution – UGC, Govt. of India)****M.B.A II-Year - I Semester Regular Examinations, November-2019****Leadership & Change Management****(MBA)**

| | | | | | | | | | |
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| Roll No | | | | | | | | | |
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Time: 3 hours**Max. Marks: 70****Note:** This question paper Consists of 5 Sections. Answer **FIVE** Questions, Choosing ONE Question from each SECTION and each Question carries 14 marks.

SECTION-I

- 1 Explain the Blake and Mouton's leadership Grid. Describe its strengths and its criticism. [14M]

OR

- 2 Describe the various components of leadership with suitable examples. [14M]

SECTION-II

- 3 Elaborate on each leadership style, its applicability covering strengths and criticism. [14M]

OR

- 4 Describe about servant leadership and discuss its implications on the current workforce. [14M]

SECTION-III

- 5 Define organization change? Discuss various levels of organization change. [14M]

OR

- 6 Discuss the various sources of power. Explain how politics influence the organisation with suitable example. [14M]

SECTION-IV

- 7 What is employee relation discuss the significance and impact of employee relation in manage changing. [14M]

OR

- 8 Discuss on the various steps involved in managing change. [14M]

SECTION-V

- 9 Describe the role of communication in change management. Elaborate on the process of developing feedback mechanism. [14M]

OR

- 10 Explain on how to rejoice the abilities of followers. Discuss the mapping process in change. [14M]
