

M.B.A. (Logistics Management) DEGREE EXAMINATION, DECEMBER 2011.

First Semester

MANAGEMENT CONCEPTS
(2011 Academic Year Onwards)

Time : Three hours

Maximum : 100 marks

PART A — (5 × 8 = 40 marks)

Answer any FIVE questions.

All questions carry equal marks.

1. Analyse the role of management in modern corporate activity.
2. Explain the nature and characteristic features of management.
3. State the steps involved in planning process.
4. Explain the objectives of planning.
5. Distinguish between dynamic and static concept of organization.
6. Explain the essentials to be followed in selection procedures.
7. State the objectives of co-ordination.
8. Explain the concept of 'Core Competence'.

PART B — (4 × 15 = 60 marks)

Answer any FOUR questions.

All questions carry equal marks.

9. Discuss about 'Span of Control' and its advantages.
 10. Explain the different steps in Decision Making.
 11. Briefly explain the various types of planning.
 12. Write an essay covering various issues of an organization.
 13. Explain the various sources of recruitment.
 14. Explain the principles and the benefits of co-ordination.
 15. Discuss the concept of 'Total Quality Management' and its relevance in the present context.
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DISTANCE EDUCATION

M.B.A. (Logistic Management) DEGREE EXAMINATION, DECEMBER 2011.

First Semester

ORGANISATIONAL BEHAVIOUR

(2011 Academic Year Onwards)

Time : Three hours

Maximum : 100 marks

PART A — (5 × 8 = 40 marks)

Answer any FIVE questions.

All questions carry equal marks.

1. State and explain the different models of individual behavior.
2. What is attribution theory? What is its application in OB?
3. What are values? How do they differ from attitudes?
4. Can money act as motivator? State reasons for your answer.
5. Define the term group. What are the types of group?
6. Explain why people join groups.
7. Define conflict. What are the sources of conflict?
8. Define organizational change. Describe the characteristics of change.

PART B — (4 × 15 = 60 marks)

Answer any FOUR questions.

All questions carry equal marks.

9. Define the term learning. State its impact on employee behavior.
 10. Compare and contrast Maslow's need theory with Herberg's two factor theory of motivation.
 11. Why is it important for managers to be familiar with the concept of group behavior?
 12. Explain the various sources of power.
 13. Critically examine the trait theory of leadership.
 14. Can organizations prevent resistance to change? If so, how?
 15. Define OD. What are its techniques?
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DISTANCE EDUCATION
M.B.A. (LM) DEGREE EXAMINATION, DECEMBER 2011.

Logistics Management
MANAGERIAL ECONOMICS
(2011 Academic year)

Time : Three hours

Maximum : 100 marks

PART A — (5 × 8 = 40 marks)

Answer any FIVE questions.

1. Explain the scope of managerial economics.
2. Define 'Demand' and explain its types.
3. What are the methods of cost control and cost reduction?
4. Explain the relationship between cost and output.
5. What is skimming the cream pricing? State its salient features.
6. What are the applications of cost-volume-profit analysis?
7. What are the various phases of business cycle? Explain them.
8. What are the various steps involved in profit planning?

PART B — (4 × 15 = 60 marks)

Answer any FOUR questions.

9. Explain the applications of managerial economics in business decisions.
 10. What are the determinants of demand? Explain them.
 11. What are the production functions? Explain them.
 12. Describe the relationship between pricing and output decisions under different competitive conditions.
 13. What are investment evaluation techniques? Explain them.
 14. Discuss the factors causing inflation and deflation.
 15. How do macro-economic factors influence managerial decisions? Explain.
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DISTANCE EDUCATION

M.B.A. (Logistic Management) DEGREE EXAMINATION, DECEMBER 2011.
FINANCIAL AND MANAGEMENT ACCOUNTING

Time : Three hours

Maximum : 100 marks

SECTION A — (5 × 8 = 40 marks)

Answer any FIVE questions.

1. Differentiate between Cash and Mercantile Systems of Accounting.
2. Briefly explain the difference between :
Real Accounts and Nominal Accounts.
3. What are Final Accounts? What purpose do they serve?
4. Explain the term "Suspense Account".
5. What do understand by analysis of Financial Statements? Describe the uses of such analysis?
6. Explain 'Flexible Budget' and Fixed Budget.
7. Explain Cash From Operation.
8. Explain the concept of DCF in Capital Budgeting.

SECTION B — (4 × 15 = 60 marks)

Answer any FOUR questions.

9. Explain the different categories in which the accounting transactions can be classified. Also state the rule of 'debit and credit' in this connection.
10. Explain the role of ratio analysis in the interpretation of financial statements. Examine the limitations of ratio analysis.
11. "A Funds Flow statement is a better substitute for an income statement". Discuss.
12. From the following information, prepare a summarized balance sheet as on 31st March, 2007 :

(a) Working Capital	1,20,000
(b) Reserves and Surplus	80,000
(c) Bank Overdraft	20,000
(d) Assets (fixed)- Proprietary Ratio	0.75
(e) Current Ratio	2.5
(f) Liquidity Ratio	1.5
13. From the following Trial Balance and Additional Information, you are required to prepare Final Accounts.

Trial Balance as on 31st December 1999

Particulars	Dr. Amount	Cr. Amount
	Rs.	Rs.
Capital		20,000
Sundry Debtors	5,400	
Drawings	1,800	
Machinery	7,000	
Sundry Creditors		2,800
Wages	10,000	
Purchases	19,000	
Opening stock	4,000	
Bank Balance	3,000	
Carriage charges	3,000	
Salaries	400	
Rent and taxes	900	29,000

Particulars	Dr. Amount Rs.	Cr. Amount Rs.
Sales	51,800	51,800

Additional Information

- (a) Closing Stock Rs. 1,200
- (b) Outstanding Rent and Taxes Rs. 100
- (c) Charge depreciation on machinery at 10%
- (d) Wages prepaid Rs. 400

14. Calculate the funds from operations from the following Profit and Loss Account

Particulars	Rs.	Particulars	Rs.
To Salaries	5,000	By Gross profit	50,000
To Rent	3,000	By Profit on sale of Buildings	
To Depreciation on plant	5,000	Book value Rs. 10,000	
To Printing and Stationery	3,000	Sold for	15,000
To Preliminary expenses written off	2,000		5,000
To Goodwill written off	3,000		
To Provision for tax	4,000		
To Proposed Dividends	6,000		
Net Profit taken to balance sheet	<u>24,000</u>		
Total	<u>55,000</u>		<u>55,000</u>

15. The expenses for budgeted production of 10,000 units in a factory are furnished below:

	Per Unit (Rs.)
Materials	70
Labour	25
Variable Overhead	20
Fixed Overhead (Rs. 1,00,000)	10
Variable Expenses (Direct)	5
Selling Expenses (10% Fixed)	13
Distribution Expenses (20% Fixed)	7
Administration Expenses (Rs. 50,000)	5
Total Cost per unit (to make and sell)	155

Prepare a budget for production: 8,000 units

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DISTANCE EDUCATION
M.B.A. (LM) DEGREE EXAMINATION, DECEMBER 2011.

Logistics Management
PRINCIPLES OF LOGISTICS MANAGEMENT
(2011 Academic Year onwards)

Time : Three hours

Maximum : 100 marks

PART A — (5 × 8 = 40 marks)

Answer any FIVE questions.

1. What are the functions of Logistics system?
2. Explain the factors determining logistics requirements of FMCG companies.
3. What are the functions of materials management?
4. Write a short note on 'market channel structure'.
5. What are the strategies followed to fulfill customer service expectations?
6. What do you understand by six-sigma quality in supply chain?
7. What are the principal characteristics of logistics system?
8. Explain the various types of transport facilities involved in logistics function.

PART B — (4 × 15 = 60 marks)

Answer any FOUR questions.

9. What are the objectives of integrated logistics management? Explain them.
 10. Describe the salient features of supply chain management.
 11. Discuss the strategic planning models for location analysis under materials management.
 12. Explain the significance of transportation in supply chain management.
 13. What are the international issues in logistics? Explain them.
 14. Discuss the role of Government in enhancing international logistics.
 15. What is E-logistics? Explain its applications for the effective logistics management.
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