## SUBJECT: - ORGANIZATION BEHAVIOUR (FT-CC-104)

**Note:- Attempt any 5 questions and word limit for each question should be minimum 300 words**

Que 1 :- “The rule of work are different from the rule of play” explain?

Que 2 :- What is the role of motivation in an organization? What does the theory of Vroom’s expectancy explains about?

Que 3 :- “ There is beauty in a strong personality” Explain the statement and define the type of determinants of personality?

Que 4 :- What is group? What are the importance of having good group dynamics? Que 5 :- Explain the ABC model of attitude with some of the positive traits of attitude?

Que 6 :- What qualities do you look into a good leader? Which style of leadership influence you a lot? Explain with reason

Que 7 :- Explain any one A] Fraud’s theory

B] Contingency theory

**SUBJECT: - Business and Legal Environment**

**Note:- Attempt any 5 questions and word limit for each question should be minimum 300 words**

* 1. What do you mean by business environment? Explain the process of environmental study in detail.
	2. Write an essay on Industrial Ecology.
	3. What are the various ways in which a contract may be discharged?
	4. Differentiate:
		1. Indemnity and Guarantee
		2. Bailment and Pledge
	5. Define unpaid seller. Explain the rights of unpaid seller.
	6. Discuss the nature and types of companies
	7. Write a detail note on:
		1. Articles of Association b. Memorandum of Association

**SUBJECT: - Accounts for Managers**

**Note:- Attempt any 5 questions and word limit for each question should be minimum 300 words**

1. “Accounting is the language of business.” Explain this Statement and discuss the significance of Accounting.
2. Discuss in detail various accounting concept and conventions.
3. Describe with illustrations **any four** of the following.
	1. Current Ratio
	2. Inventory Turnover Ratio
	3. Operating Ratio
	4. Debt to equity Ratio
	5. Return on Investment
4. What do you understand by Marginal Costing? State its usefulness as a tool for corporate decisions.
5. What is meant by ‘break even analysis’? Discuss the assumptions, uses and the limitations of this analysis.
6. What do you mean by Flexible Budget? Discuss its importance and limitations. Also differentiate between Fixed and flexible Budget.
7. Write notes on **(any 2)**:
	1. Responsibility accounting
	2. Human resource accounting
	3. Inflation Accounting
	4. Environment accounting

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## VIKRAM UNIVERSITY UJJAIN-OPEN BOOK EXAMINATION MAXIMUM MARKS 85

**M.B.A. 1st SEM**

**SUBJECT: - MANAGEMENT CONCEPTS AND PROCESSES**

**Note:- Attempt any 5 questions and word limit for each question should be minimum 300 words**

1. **Discuss the 14 principles of Henry Fayol.**
2. **Discuss Hawthorne Studies in details. Explain its relevance in today’s secanrio.**
3. **What is the concept of planning as an element of management process? Discuss the process of corporate planning.**
4. **What do you mean by MBO? Discuss its process.**
5. **Differentiate between Centralization and Decentralization. Discuss the importance of Decentralization of authority. How Decentralization can be made more effective.**
6. **Define decision. Explain the steps involved in Rational Decision making process.**
7. **What is controlling? Discuss any five techniques of controlling.**

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## VIKRAM UNIVERSITY UJJAIN-OPEN BOOK EXAMINATION MAXIMUM MARKS 85

**M.B.A. 1st SEM**

**SUBJECT: - MANEGERIAL ECONOMICS**

**Note:- Attempt any 5 questions and word limit for each question should be minimum 300 words**

1. What is managerial economics? Describe fundamental concept in managerial
	1. Economics.
2. Explain role and responsibility of managerial economist.
3. Define law & nature of demand and narrate demand determinants.
4. What is law of production? Explain law of return to scale with example.
5. What are economies of scale? Explain its type.
6. What are market structures? Explain the characteristics of perfect competition.
7. Write a note on decision making process