

**R7777**

**Sub. Code**

**652101**

**M.B.A. DEGREE EXAMINATION, NOVEMBER – 2022**

**First Semester**

**International Business**

**MANAGEMENT CONCEPTS**

**(CBCS – 2022 onwards)**

Time : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** questions.

1. The principles of management serve as a general guideline for \_\_\_\_\_
  - (a) Decision making
  - (b) Managerial actions
  - (c) Both (a) and (b) are correct
  - (d) Both (a) and (b) are incorrect
2. Henri Fayol is known as \_\_\_\_\_
  - (a) The father of general management
  - (b) The father of shop floor management
  - (c) The father of scientific management
  - (d) All of the above
3. Which of the following is the correct meaning of concentration of decision-making authority?
  - (a) Span of management
  - (b) Centralization
  - (c) Decentralization
  - (d) None of the above

4. Managerial skills involves
- (a) Technical skills
  - (b) Human skills
  - (c) Conceptual skills
  - (d) All the above
5. Formal authority flows from upwards to downwards in \_\_\_\_\_
- (a) Formal organization
  - (b) Informal organization
  - (c) Business organisation
  - (d) Strategic organization
6. Co-ordination is considered to be the essence of management because
- (a) It is a common thread that runs through all the activities within the organisation
  - (b) It is implicit and inherent in all functions of the organisation
  - (c) It is a force that binds all the functions of management
  - (d) All of the above
7. Successful organisations do not achieve goals by chance but by following a deliberate process known as
- (a) Planning
  - (b) Co-ordination
  - (c) Controlling
  - (d) Management
8. Grapevine is a form of
- (a) Formal communication
  - (b) Channel of communication
  - (c) Informal communication
  - (d) Barrier to communication



15. (a) Evaluate the 3 P's of Business writing for goodwill messages.

Or

- (b) Appraise the characteristics of report writing.

**Part C** (5 × 8 = 40)

Answer any **five** questions.

All questions carry equal marks and each answer should not exceed two pages.

16. Critically examine the managerial skills at different levels of management.
17. Discuss the contribution of scientific school of management thought.
18. Describe on Delegation of authority and its process.
19. Summarise the different Departmentation basis and formats.
20. Appraise the importance of Motivation in the organisation.
21. Discuss the Controlling process and its objectives.
22. Explain the development of electronic technology in global business communication.
23. Examine on report structure and its relevance.

**R7778**

**Sub. Code**

**652102**

**M.B.A. DEGREE EXAMINATION, NOVEMBER – 2022**

**First Semester**

**International Business**

**INTERNATIONAL ECONOMICS**

**(CBCS – 2022 onwards)**

Time : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** questions.

1. Trade between two countries can be useful if cost ratios of goods are \_\_\_\_\_ .
  - (a) Undetermined
  - (b) Decreasing
  - (c) Equal
  - (d) Different
  
2. Which of the following theories suggests that firms seek to penetrate new markets over time?
  - (a) Imperfect Market Theory
  - (b) Product cycle theory
  - (c) Theory of Comparative Advantage
  - (d) None of the above
  
3. Trade In differentiated products refers to
  - (a) Intra industry trade
  - (b) Inter industry trade
  - (c) Trade based on economies of scale
  - (d) None of the above

4. The paradox that Growth can make a country worse off is termed as
- (a) Leontiff Paradox
  - (b) Rybezinsky Theorem
  - (c) Immiserising Growth
  - (d) Triffin Dilemma
5. BOP includes
- (a) Current account
  - (b) Capital Account
  - (c) Official Reserve account
  - (d) All the above
6. \_\_\_\_\_ is the deliberate downward adjustment in the official exchange rate, reduces the currency's value.
- (a) Devaluation            (b) Depreciation
  - (c) Revaluation            (d) Appreciation
7. The net benefits to economic agents from being allowed an increase in voluntary trading with each other is called \_\_\_\_\_
- (a) Gains from Trade
  - (b) Depreciation from Trade
  - (c) Benefits from Trade
  - (d) Growth
8. The main aim of \_\_\_\_\_ is to cushion domestic businesses and industries from overseas competition and prevent the outcome resulting solely from the interplay of free market forces of supply and demand.
- (a) Protectionism
  - (b) Free Trade
  - (c) Unobstructed trade
  - (d) Globalization

9. \_\_\_\_\_ is an ownership stake in a foreign company or project made by an investor, company, or government from another country.
- (a) Foreign Portfolio Investment
  - (b) Foreign direct investment (FDI)
  - (c) Foreign investment
  - (d) None of these
10. \_\_\_\_\_ is defined as a transfer of knowledge which improves a country's technological capacity.
- (a) Technology Investment
  - (b) Investment transfer
  - (c) Knowledge transfer
  - (d) Technology transfer

**Part B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

All questions carry equal marks and each answer should not exceed one page or 250 words.

11. (a) Explain the scope of International Economics.
- Or
- (b) What are the bases of International trade?
12. (a) Write a short note on Imperfect competition and trade.
- Or
- (b) Describe on the technology gap model.

13. (a) Examine the components and significance of Balance of Trade.

Or

(b) What is exchange rate?

14. (a) Criticize the trade barriers in international trade.

Or

(b) "Trade as a substitute for growth" – Justify.

15. (a) Evaluate the significance of Foreign Direct Investment.

Or

(b) Appraise the factors involved in International Labour Migration.

**Part C**

(5 × 8 = 40)

Answer any **five** questions.

All questions carry equal marks and each answer should not exceed 2 page.

16. Critically examine the Comparative Cost Advantage Theory.

17. Discuss the Heckscher -Ohlin Model.

18. Describe the Theory of Immiserizing Growth with diagram.

19. Summarise the determinants of exchange rate.

20. Appraise the achievements of NAFTA.

21. Discuss the Technology transfer and its importance.

22. Give a brief account on Fixed and floating exchange rate system.

23. Examine on Free trade Vs Protection.



**R7779**

**Sub. Code**

**652103**

**M.B.A. DEGREE EXAMINATION, NOVEMBER – 2022**

**First Semester**

**International Business**

**ACCOUNTING FOR MANAGERS**

**(CBCS – 2022 onwards)**

Time : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** the questions.

1. Accounting concepts are based on
  - (a) Assumptions
  - (b) Facts and figures
  - (c) Accounting records
  - (d) Government guidelines
  
2. The unfavorable balance of profit and loss account should be
  - (a) Subtracted from liabilities
  - (b) Subtracted from capital
  - (c) Subtracted from current liabilities
  - (d) Added in liabilities

3. Financial statements mainly help in
- (a) Assumption of economic events
  - (b) Anticipation of economic events
  - (c) Recording of economic events
  - (d) Communication of economic events
4. \_\_\_\_\_ is a measure of liquidity that excludes generally the least liquid asset.
- (a) Liquid ratio, Accounts receivables
  - (b) Current ratio, Inventory
  - (c) Liquid ratio, Inventory
  - (d) Current ratio, Accounts receivables
5. Fund flow statement is tool for \_\_\_\_\_
- (a) Performance analysis
  - (b) Cost control management
  - (c) Budgeting
  - (d) Financial analysis
6. In fund flow statement depreciation is
- (a) Source of working capital
  - (b) Added to net profit
  - (c) Subtracted from net profit
  - (d) Ignored
7. Which of the following is a financial budget?
- (a) Cash budget
  - (b) Capital budget
  - (c) Working Capital Budget
  - (d) Sales budget

8. The budget is starts without any base is \_\_\_\_\_
- (a) Master budget  
 (b) Flexible budget  
 (c) Zero base budgeting  
 (d) Fixed budget
9. The cost which is to be incurred even when a business unit is closed is a
- (a) Imputed cost      (b) Historical cost  
 (c) Sunk cost      (d) Shutdown cost
10. Cost classification can be done in
- (a) Two ways      (b) Three ways  
 (c) Four ways      (d) Several ways

**Part B**

(5 × 5 = 25)

Answer **all** the questions, choosing either (a) or (b).

11. (a) Prepare Trail balance from the following.

Particulars	Rs.	Particulars	Rs.
Capital	50,000	Bank	4,500
Sales	25,000	Opening stock	5,200
Purchase	20,000	Salaries	2,000
Insurance	300	Drawings	10,000
Debtor	2,500	Creditor	1,000
Rent	1,500	Cash	2,000
Plant	28,000		

Or

- (b) Distinguish between trail balance and balance sheet.

12. (a) Calculate Gross Profit ratio:

Sales	2,20,000	Purchases	1,75,000
Sales return	20,000	Purchase returns	15,000
Opening stock	30,000	Closing stock	40,000

Or

(b) Explain the managerial use of ratio analysis.

13. (a) From the following two balance sheets of X Ltd., Prepare a sources and uses of funds statement for 2020.

Particulars	31st December 2020	31st December 2021
Liabilities:		
Accounts payable	45,000	50,000
Bills payable	55,000	20,000
Capital stock	1,50,000	1,25,000
Retained Earnings	<u>75,000</u>	<u>60,000</u>
	<u>3,25,000</u>	<u>2,55,000</u>
Assets:		
Cash	75,000	35,000
Accounts Receivable	90,000	98,000
Inventory	1,20,000	87,000
Long term Investments	10,000	15,000
Land	<u>30,000</u>	<u>20,000</u>
	<u>3,25,000</u>	<u>2,55,000</u>

Or

(b) Explain the procedures for the preparation of cash flow statement.

14. (a) Prepare a production budget for three months ending March 31, 2022 for a factory producing four products, on the basis of following information:

Type of product	Estimated stock on January 1, 2022 UNITS	Estimated sales during January – March, 2022 UNITS	Desired closing stock March 31, 2022 UNITS
A	2,000	10,00	5,000
B	3,000	15,000	4,000
C	4,000	13,000	3,000
D	5,000	12,000	2,000

Or

- (b) Discuss budgetary control and state its advantages.
15. (a) The accounts of the Max Steel Engineering Co. Ltd. show for 2022.

Particulars	Rs.
Materials used	1,80,000
Market and machine labour wages directly chargeable	1,60,000
Works overhead expenditure	40,000
Establishment and general expenses	19,000

Show the works cost and total cost.

Or

- (b) State the advantages of cost volume profit analysis.

**Part C****(5 × 8 = 40)**Answer any **five** questions.

16. From following Trail Balances extracted from the books of Kamala. Prepare Trading and Profit and loss account and Balance sheet for the year ended 31-12-2022.

Debit balances	Rs.	Credit balances	Rs.
Cash at Bank	2,610	Creditors	4,700
Book debts	11,070	Discounts	150
Salaries	4,950	Creditors for expenses	400
Carriage inwards	1,450	Return outwards	2,520
Carriage outwards	1,590	Sales	80,410
Bad debts	1,310	Capital	40,000
Office expenses	5,100		
Purchases	67,350		
Return inwards	1,590		
Furniture and fixtures	1,500		
Stock	14,360		
Insurance	3,300		
Depreciation on property	1,200		
Freehold property	10,800		
Total	<u>1,28,180</u>		<u>1,28,180</u>

Adjustments:

- (a) Closing stock on 31.12.2022 as Rs. 10,700 including stationary stock Rs. 200.
- (b) Calculate discount on creditors @2%
- (c) Make a provision for doubtful debts at 5%.
- (d) Office expenses include stationary purchased Rs.800.
- (e) Carriage inwards includes carriage paid on purchase of furniture Rs.50.
- (f) Outstanding salaries Rs. 150 and Prepaid insurance Rs.300.

17. From the following particulars find out (a) Current ratio (b) Liquid ratio (c) Proprietary ratio (d) Debt-Equity ratio

Liabilities	Rs.	Assets	Rs.
5,000 Equity shares of 100 each	5,00,000	Land and Building	6,00,000
2,000 8% preference share of Rs. 100 each	2,00,000	Plant and Machinery	5,00,000
4,000 9% Debentures of Rs. 100 each	4,00,000	Stock	2,40,000
Reserves	3,00,000	Debtors	2,00,000
Creditors	1,50,000	Cash and Bank	55,000
Bank overdraft	50,000	Pre-paid expenses	5,000
	<u>16,00,000</u>		<u>16,00,000</u>

18. After taking into account the under mentioned items. Jain Ltd. made a Net profit of Rs. 1,00,000 for the year ended 31<sup>st</sup> Dec2021. Find out Cash from operations.

Loss on sale of machinery	10,000
Depreciation on building	4,000
Depreciation on machinery	5,000
Preliminary expenses written off	5,000
Provision for taxation	10,000
Goodwill written off	5,000
Gain on sale of buildings	8,000

19. State the main objectives and functions of budgetary control.
20. The following information has been obtained from X Ltd. for the period of 1<sup>st</sup> May to 31<sup>st</sup> may 2022 . Prepare a Cost Sheet.

Particulars	Amount (in Rs.)
Cost of raw materials in stock (01.05.2022)	30,000
Raw materials purchased during month	2,90,000
Direct labour	40,000
Factory overheads	24,000
Direct expenses	6,000



Particulars	Amount (in Rs.)
Office overheads	12,000
Stock of finished goods (01.05.2022)	60,000
Stock of finished goods (31.05.2022)	80,000
Stock of raw materials (3 1.05.2022)	45,000
Selling and distribution overheads	20,000
Selling and distribution overheads	20,000
Sales	4,00,000

21. Summarise the objectives and advantages of costing.
22. The expenses for budgeted production of 10,000 units in a factory are furnished below:

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

Prepare a budget for production of

- (a) 8,000 Units
- (b) 6,000 Units
- (c) Indicate cost per unit at both the levels. Assume that administration expenses are fixed for all levels of production.

23. Describe the nature and limitation of financial statements.

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**R7780**

**Sub. Code**

**652104**

**M.B.A. DEGREE EXAMINATION, NOVEMBER – 2022.**

**First Semester**

**International Business**

**ORGANISATIONAL BEHAVIOUR**

**(CBCS – 2022 onwards)**

Time : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** the questions.

1. Organizational behavior does not contribute to improve
  - (a) Motivation
  - (b) Efficiency
  - (c) Interpersonal relational
  - (d) Communication
  
2. At which level of an organization does a corporate manager operate?
  - (a) Middle level      (b) Functional level
  - (c) Operational level   (d) Top level
  
3. Every individual is \_\_\_\_\_ by their personality.
  - (a) Intellectual      (b) Specific
  - (c) Unique      (d) Systematic

4. How does an individual cope with stress?
- (a) The self-concept
  - (b) Self-motivation
  - (c) Self-control
  - (d) Regular exercise
5. Belief, opinion, knowledge, emotions feelings intention are the components of
- (a) Organizational behavior
  - (b) Job satisfaction
  - (c) Attitude
  - (d) Personality
6. Which of the following is/are not direct method to solve intergroup conflicts
- (a) Persuasion
  - (b) Domination by the management
  - (c) Removing key figures in conflict
  - (d) Problem solving
7. The most important definition of power is
- (a) Persuasion
  - (b) Potential
  - (c) Discretion
  - (d) Dependency
8. \_\_\_\_\_ is not an individual characteristic associated with political behavior.
- (a) Internal local of control
  - (b) Low self-monitor
  - (c) High need for power
  - (d) Machiavellianism

9. The core values, beliefs, and assumptions that are widely shared by members of an organization are termed as
- (a) Organizational culture
  - (b) Organizational climate
  - (c) Mission statement
  - (d) Strategic plan
10. The set of beliefs, values and attitudes shared by everyone in the organization is
- (a) Organizational climate
  - (b) Organizational design
  - (c) Organizational culture
  - (d) Organizational change

**Part B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

All questions carry equal marks and each answer should not exceed one page or 250 words.

11. (a) Discuss the elements of organizational behaviour.
- Or
- (b) How the socio-cultural difference influence International organizational behaviour.
12. (a) Evaluate the concept “Individual Difference”.
- Or
- (b) Explain the components and formation of attitudes.
13. (a) Determine the types and reasons for enforcement of group norms.
- Or
- (b) Discuss the advantages of group cohesiveness.

14. (a) Distinguish between power and authority.

Or

(b) Explain the political behaviour and organizational politics.

15. (a) List out the determinants and forms of organizational designs.

Or

(b) State the need for organizational development.

**Part C**

(5 × 8 = 40)

Answer any **five** questions.

All questions carry equal marks and each answer should not exceed two page.

16. Explain the different models and approaches of organizational behaviour.

17. Enumerate the impact and consequences of stress.

18. Describe the types and factors influencing intelligence.

19. Examine the group dynamics and its types.

20. Elaborate the techniques of managing political behaviour.

21. Enumerate the approaches and factors of organizational effectiveness.

22. What is Resistance to change? How to manage resistance to change.

23. Analyse group conflict and explain the reasons and management of group conflict.

**R7781**

**Sub. Code**

**652105**

**M.B.A. DEGREE EXAMINATION, NOVEMBER – 2022**

**First Semester**

**International Business**

**INFORMATION TECHNOLOGY FOR BUSINESS**

**(CBCS – 2022 onwards)**

Time : 3 Hours

Maximum : 75 Marks

**Part A**

(10 × 1 = 10)

Answer **all** questions.

1. The most important software that runs on a computer and manages the computer's memory and processes.
  - (a) Operating system
  - (b) Application software
  - (c) Time-Sharing Operating System
  - (d) Embedded Operating System
  
2. \_\_\_\_\_ is the process of setting a network's controls, flow and operation to support the network communication of an organization and/or network owner.
  - (a) Network preferences
  - (b) Network configuration
  - (c) Network reset safe
  - (d) None of the above

3. \_\_\_\_\_ creating a batch of documents that are personalized for each recipient.
- (a) Mail Generation (b) Mail merge  
(c) Mail Forward (d) Spreadsheet
4. The tool demonstrations of data, methods or a sequence of steps by which something is done and contains drawings, charts and other images to communicate messages clearly.
- (a) PPT (b) Slide show  
(c) Animation (d) Chart
5. \_\_\_\_\_ is the use of appropriate language, conventions and formality in an email.
- (a) Business Email (b) Email etiquette  
(c) Netiquette (d) None of the above
6. Wi-Fi is the short form of \_\_\_\_\_
- (a) Wireless Fidelity (b) Wire Fidelity  
(c) Wireless Fixation (d) None of these.
7. \_\_\_\_\_ is the process of continuous (real-time) settlement of funds, which occurs individually, on an order by order basis, without netting.
- (a) RTGS (b) Internet security  
(c) E-Banking (d) All the above
8. The main types of e-commerce tool
- (a) Business-to-Business  
(b) Business-to-Consumer  
(c) Consumer-to-Consumer  
(d) All the above



9. \_\_\_\_\_ is an electronic representation of the available money assigned to someone (a person or a company).
- (a) E-cash                      (b) Digital cash
- (c) Investment Cash   (d) None of these
10. \_\_\_\_\_ allows individuals and corporations to access all the banking and financial facilities using networks such as the internet.
- (a) E-Banking
- (b) Investment Banking
- (c) Knowledge Banking
- (d) Technology Banking

**Part B**

(5 × 5 = 25)

Answer **all** questions, choosing either (a) or (b).

All questions carry equal marks and each answer should not exceed one page or 250 words.

11. (a) Explain the Operating System (OS) in computer.
- Or
- (b) Write short note on Network setting.
12. (a) Discuss on creating, saving and formatting documents in MS Word.
- Or
- (b) Evaluate the usage of MS Excel in business.

13. (a) Appraise the Email Etiquette followed in business.

Or

(b) Explain the usage of search engines and portals.

14. (a) What are the objectives of E-Commerce.

Or

(b) Assess the need for computerization in Banking.

15. (a) Describe on payment security and E-security.

Or

(b) Discuss Cryptography and its practices.

**Part C**

(5 × 8 = 40)

Answer any **five** questions.

All questions carry equal marks and each answer should not exceed two page.

16. Describe the fundamentals models of e-business.

17. Elucidate on E-Business initiatives in companies.

18. Examine the application of Power Point presentation in business.

19. Summarise on the modifying database and report generation in MS Access.

20. Determine the use of video conferencing in business.

21. Criticize the use of Internet Banking and Electronic Fund Transfer methods.

22. Evaluate the modern E-payment system and its advantages in business.

23. Appraise the usage and benefits of Mail Merge system.