

M.H.R.M. EXAMINATION – 2011-12
SEMESTER – I**MH: 102 - QUANTITATIVE METHODS**Time: Three Hours
Max. Marks : 70

Note :- Attempt any five questions. All questions carry equal marks.

- Q.1. Find out the missing frequencies of the following distribution if the Median and Mode the distribution are 16 and 16.67 respectively.

X	0-5	5-10	10-15	15-20	20-25	25-30	30-35	Total
Frequencies	6	13	?	?	?	4	2	100

- Q.2. What is Sheppard's correction? Under what conditions it is being applied.
- Q.3. Given the following distribution.

X	Frequency	
	Dist. A	Dist. B
0-5	5	5
5-10	15	20
10-15	30	15
15-20	30	45
20-25	15	10
25-30	5	5
Total	100	100

Required : (i) Which distribution is more variable? (ii) Which distribution is more Skewed?

- Q.4.(a) Give properties of Normal Distribution.
(b) When Poisson Distribution is applicable?

- Q.5. Write notes on :
(a) Time Reversal Test (b) Rank Correlation (c) Conditional Probability

- Q.6. The following information about advertisement and sales are available:-

	Advertisement exp. (X)	Sales (Y)
	(Rs. crores)	(Rs. crores)
Mean (\bar{X})	20	120
S.D. (σ)	5	25

Coefficient of correlation (r) = 0.8

Calculate the two regression equations and also estimate (a) Likely sales for a proposed advertisement expenditure of Rs. 30 crores and (b) The advertisement budget if company wants to attain a sales target of Rs. 200 crores.

- Q.7. From the following time series, determine trend using least square method.

Years	1999	2002	2004	2005	2007	2008	2010
Y	75	67	68	65	50	54	41

- Q.8. In an examination percentage of passed and distinctions were 46 and 9 respectively minimum pass and distinction marks are 40 and 75 respectively. Estimate the mean and standard deviation of marks obtained. Assuming that marks are normally distributed. Also determine what would have been the minimum qualifying marks for admission to a re-examination of failed candidates had it been desired that the best 25% of them should be given another opportunity of being re-examined?

M.H.R.M. EXAMINATION – 2011-12
SEMESTER – I
MH – 103: BUSINESS COMMUNICATION
Time: Three Hours
Max Marks: 70



Note : Attempt five questions. Question No. 8 is compulsory. All questions carry equal marks.

Q.1 Correct the following sentences:

- (a) Our country needs well educated peoples.
- (b) India beated Srilanka in recent match
- (c) He made one hundred two runs
- (d) I hating you.
- (e) The river is not very deep at the middle.
- (f) The India is a rich country.
- (g) I teach Ratan, Radha, Tina.

Q.2 "A good paragraph is generally short and ensure unity and coherence." comment.

Q.3 "Communication is the back bone of any business organization". Give examples to support your answer

Q.4 Differentiate communication system in formal and informal channels with illustrations.

OR

Discuss with examples the barriers and facilitators in the communication process.

Q.5 Select an advertisement in "Economic times" of a mobile you would like to purchase. Draft a Suitable enquiry letter for it.

OR

A regular customer of yours has not made payment for his last purchase that he made 4 months back. Write a collection letter to this customer.

Q.6 Discuss the essential features of a sound business report.

Q.7 Write a detailed note on communication- Yesterday, Today and Tomorrow.

Q.8 (a) Case Study.

A Supervisor -was annoyed with one of his workers. He went to the shop floor and gave a bit of his mind to the worker and returned back. The worker felt hurt and made a complaint to the Manager. The Manager called the Supervisor and advised him 'criticism should always be offered in private while praises in public'. The Supervisor did not agree with this view and argued that if criticism is offered in private, only the worker will know about it and since others will not know, they may think that mis-deed has gone unpunished. Therefore, unless admonition is given in public, it will not have a moral effect on others which is the maxim of discipline and punishment in an industry. The Manager said that a criticism, if offered in public would demoralize the employee and demotivate him. Also, a controversy may arise about the quantum of admonition given to the worker and a comparison may be made between other persons.

With whom do you agree and why?

Q.8 (b) Two top executives, one of whom was an engineer, working in a mine were on a vacation. A telegram was received stating.

COME BACK AT ONCE. STRIKE AT MINE

What will be the reaction of the executives and why?



M.H.R.M. EXAMINATION – 2011-12
SEMESTER – I

MH – 101: PRINCIPLES & PRACTICE OF MANAGEMENT

Time: Three Hours

Max Marks: 70

Note : Attempt any five questions. All questions carry equal marks.

- Q.1 Define Management? And discuss the "Manager at all levels requires some competence in each of the technical, human and conceptual skills albeit with difference in emphasis"? Analyse this statement with suitable examples.
- Q.2 Discuss the attributes of scientific Management School and compare it with Administrative Theory School?
- Q.3 What do you understand by standing and single use- plan? Describe the basic types of standing plans?
- Q.4 Distinguish between programmed and non- programmed decision? What are the various steps involved in the decision making process?
- Q.5 What do you understand by 'Span of Management'? How is this taken into account in preparing an organization Structure?
- Q.6 Define the concepts "Authority" and explain the difference between delegation and decentralization of authority.
- Q.7 Write short notes on:-
(a) Difference between formal and an Informal organization.
(b) Theories of formation of informal groups
(c) Stages of group development
- Q.8 What factors create the need for control? Discuss the techniques and methods of control?

M.H.R.M. EXAMINATION – 2011-12
SEMESTER – I
MH – 104: H.R.M FUNCTIONS

Time: Three Hours
Max Marks: 70



Note : Attempt any five questions. All questions carry equal marks.

- Q.1 Define HRM. What are its objectives?
- Q.2 Distinguish between 'Absenteeism' and 'Employees Turnover'. What are the causes of Absenteeism, suggest suitable remedies to remove them.
- Q.3 Describe the procedure of recruitment and selection of personnel in an organization?
- Q.4 Define Performance Appraisal? Discuss its objectives and kinds.
- Q.5 Develop an induction training programme for the executives working in a small sector industry having 40 executives.
- Q.6 What are main objective of employee compensation?
- Q.7 Describe the various grievance handling techniques.
- Q.8 Write short notes on any two:-
- (i) Career and succession planning.
 - (ii) Performance Appraisal
 - (iii) How are the wages determin
 - (iv) Cause of Indiscipline.

M.H.R.M. EXAMINATION – 2011-12
SEMESTER – I
MH - 105: FUNCTIONAL AREAS OF MANAGEMENT

Time: Three Hours

Max Marks: 70



Note : Attempt five questions in all. Questions No.8 is compulsory. All questions carry equal marks.

- Q.1 What do you understand by the term marketing? Explain the difference between old and modern concept of marketing.
- Q.2 Describe the concept of Product Life cycle. What strategies should be adopted by marketing manager at different stages of product life cycle?
- Q.3 Write short notes on any two of the following:-
(a) STP strategies.
(b) Customer Relationship Management
(c) Value and Quality
(d) Marketing organization.
- Q.4 (a) Distinguish between Job design and work design.
(b) Types of Production systems
- Q.5 Write a note on statistical Quality control.
- Q.6 Discuss the concept and approaches of working capital financing.
- Q.7 Discuss the various sources of finance that can be tapped by an newly established industrial concern in meeting its financial requirements
- Q.8 Write short notes on any two of the following: -
(a) Service Marketing
(b) Acceptance Sampling
(c) Risks in Financial Management
(d) Factors affecting Dividend Policy



M.H.R.M. EXAMINATION – 2011-12
SEMESTER – I
MH - 106: COMPUTER APPLICATIONS IN MANAGEMENT
Time: Three Hours
Max Marks: 70

Note : Attempt any five questions including question number one (1) which is compulsory. All questions carry equal marks.

- Q.1 (a) Give the configuration of latest computer system. (3.5 X 4= 14)
(b) Discuss the roles of ALU, CU and Register Unit of a computer.
(c) Discuss characteristics of Operating System.
(d) Differentiate between Master and Transactions files.
- Q.2 Describe the features of various commercial computers used in the business. (14)
- Q.3 Discuss the features of Windows. How it differs from Dos? (14)
- Q.4 What are the characteristics of Spread sheet software? What is Absolute and Relative cell Addressing? (14)
- Q.5 Discuss various steps of Software Development Process. (14)
- Q.6 What is Flow Chart? Give its characteristics and symbols used in flow chart design. (14)
- Q.7 Define Networking. Give its characteristics. Discuss different Network Topologies. (14)
- Q.8 Define Database. Discuss the model by which a file is organized in computer. (14)
