

**Nav-Sahyadri Charitable Trusts**  
**Institute of Business Management & Research, Chakan**  
**Institute of Management Science, Pimpri (BK)**

**G C-01 (101) : MANAGERIAL ACCOUNTING**  
**(Semester - I)**

*Time: 2½Hours*

*Max. Marks: 50*

*Instructions to the candidates:*

- 1. All questions are compulsory.*
- 2. Each question carries 10 marks.*
- 3. Answers to the questions should specific and to the point.*

**Q1) Solve any five. [5×2=10]**

- a) Write any four accounting concepts.
- b) What are the objectives of financial statements?
- c) What is Costing?
- d) What is a Break-Even point?
- e) Write the types of material variances?
- f) What are assets and liabilities?
- g) What are the elements of cost?
- h) Define Budget.

**Q2) Solve any two. [2×5=10]**

- a) Differentiate between capital and Revenue Expenditure.
- b) What is cost accounting? Explain its objectives.
- c) What is standard costing? Explain the advantages & disadvantages of standard costing.

**Q3) Solve anyone. [1×10=10] 1**

- a) From the following particulars taken out from the books of Sharvee Electricals prepare trading, P&LA/c for the year ended 31<sup>st</sup> March, 2022 and Balance Sheet as on that date.

## Trial Balance

Particulars	Debit Amount H	Credit Amount H
Sundry Debtors	52,000	
Cash in Hand	2,392	
Creditors		22,000
Furniture & Machinery	27,500	
Motor car	22,000	
Purchases	1,45,000	
Sales		2,92,000
Sales Return	2,600	
Salaries	8,420	
Opening stock	11,400	
Motor Car Expenses	6,108	
Rent, Rates and Taxes	3,600	
Insurance Premium		
Paid on 1 <sup>st</sup> November 2021	2,400	
Cash at Bank	6,200	
Wages	25,600	
General Expenses	2,680	
Carriage Inward	2,040	
Carriage Outward	1,630	
Fuel & power	6,430	
Capital		20,000
Drawings	8,000	
Total H	3,34,000	3,34,000

Adjustments:

- i) Closing stock amounted to H 35,000.
- ii) Goods of H 2,000 were distributed as free samples.
- iii) Further Bad debts of H 2,000 and a provision for bad debts @ 5% on Debtors. to be made.
- iv) Depreciate furniture & Machinery by 10% and motor car by 20%.
- v) Outstanding wages is H 6,400.

OR

- b) From the following information prepare a cost sheet for the month of June, 2022 to show the prime cost, factory cost, cost of production and total cost for Srisha manufacturing Ltd.

Particulars	H
Direct Material	1,14,000
Sales	2,32,000
Factory rent and rates	5,000
Direct wages	57,000
Factory Heating and lighting	800
Telephone and postage charges	400
Plant repairs	2,000
Office salary	3,200
Advertising	3,000
Factory Managers salary	4,000
Legal charges	500
Director's remuneration	3,000
Office rent	1,000
Plant maintenance and description	2,500
Salary of salesman	5,000
Showroom rent	1,000

**Q4)** Solve any one.

**[1×10=10]**

- a) The ABC Ltd. Furnish the following information:

	First Half	Second Half
Sales	20,00,000	30,00,000
Profit	2,00,000	4,00,000

You are required to calculate.

- i) P/V Ratio
- ii) Fixed expenses
- iii) BEP.
- iv) Sales to earn profit H 5,00,000.
- v) Profit when sales are H 15,00,000.

OR

- b) A company producing a single product charges selling price per unit for H 10. The marginal cost is H 6 and fixed cost H 400 p.a calculate.

- i) P/V ratio

vi) Q5) Solve any one.

[1×10=10]

- a) The standard mix for each batch of 250 units of product A is: Material A 15 kgs at H 15 = H 225

Materials B 10 kgs at H 10 = H 100	
<u>25 kgs</u>	<u>H 325</u>

During April, 10 batches were completed with actual consumption as following:

Material A 155 kgs at	H 2170
<u>110 kgs at</u>	<u>H 1,210</u>
<u>265 kgs</u>	<u>H 3,380</u>

Actual output was 2,400 units calculate:

- Material price variance.
- Material usage variance.
- Material cost variance.

OR

- b) Prepare a cash Budget of Sriyan Ltd. for April, May and June 2022.

Months	Sales(Rs.)	Purchases(Rs.)	Wages (Rs.)	Expenses(Rs.)
Jan (Actual)	80,000	45,000	20,000	5,000
Feb (Actual)	80,000	40,000	18,000	6,000
March (Actual)	75,000	42,000	22,000	6,000
April (Budget)	90,000	50,000	24,000	7,000
May (Budget)	85,000	45,000	20,000	6,000
June (Budget)	80,000	35,000	18,000	5,000

Additional information:

- 10% of the purchases and 20% of sales are for cash.
- The average collection period of the company is 1/2 month and the credit purchases are paid regularly after one month.
- Wages are paid half monthly and the rent of Rs. 500 included in expenses is paid monthly and other expenses are paid after one month lag.
- Cash balance on April, 1, 2022 May be assumed to be Rs. 15,000.

**Nav-Sahyadri Charitable Trusts**  
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**102-ORGANIZATIONAL BEHAVIORS**  
**Internal Paper (Semester I)**

*Time: 2½Hours*

*Max. Marks: 50*

*Instructions to the candidates:*

- 1. All questions are compulsory.*
- 2. Each question carries 10 marks.*
- 3. Answers to the questions should be specific and to the point.*

Q1.A) Briefly explain Evolution of Management.

OR

B) What is the Model of Evolution of Organizational Behavior?

Q2.A) What are Myer's and Brigg's type Indicator?

OR

B) Explain Johari Window?

Q3.A) What is Transaction Analysis?

OR

B) Write about Importance of Attitude in an Organization.

Q4.A) What is the variation between Behaviour and Attitude?

OR

B) What is Perception?

Q5.A) Explain Group Dynamics in detail.

OR

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103: Economic Analysis for Business Decisions  
**Internal Paper (October 2023)**  
**Academic year 2023-24**

*Time: 2½ Hours*

*Max. Marks: 50*

*Instructions to the candidates:*

- 1. All questions are compulsory.*
- 2. Each question carries 10 marks.*
- 3. Answers to the questions should be specific and to the point.*

Q1.A) Define Managerial Economics. Explain its scope and importance for managerial decision.

OR

B) Distinguish between the microeconomics and macroeconomics.

Q2.A) Define law of Demand and its Exception.

OR

B) Explain the price elasticity of demand in detail.

Q3.A) Explain the assumptions and exceptions of law of supply.

OR

B) Explain the meaning of and distinguish between the AFC, AVC, MC and AC.

Q4.A) What is monopolistic competition? How it differs from perfect competition?

OR

B) What do you understand by Break Even Analysis? Explain its importance.

Q5.A) What is Trade Cycle? Explain its characteristics.

OR

B) Write notes on:

- (a) Marginal Efficiency of capital
- (b) Marginal Efficiency of investment

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**105-BASICS OF MARKETING**  
**Internal Paper (SEM-I)**

*Time: 2½Hours*

*Max. Marks: 50*

*Instructions to the candidates:*

- 1. All questions are compulsory.*
- 2. Each question carries 10 marks.*
- 3. Answers to the questions should be specific and to the point.*

Q1.A) Write definition, Function and Scope of Marketing and Role of Marketing

OR

B) Explain Brick & Crick Model in detail, how it works?

Q2.A) Describe Holistic Marketing and Concept of Marketing Myopia?

OR

B) Describe the Stages (PLC) and graph of (PLC) mention the Strategies adopted at each level of (PLC) for a F.M.C.G Product?

Q3.A) Define marketing Environment with its types and major Forces affecting the Marketing Environment.

OR

B) What is consumer Behavior? Write five steps of Consumer buyer decision process and its importance?

OR

Q4.A) Explain Marketing Mix and 7p's of Marketing Mix in detail.

OR

B) Write a Short Note on: Zero moment of Truth and Moment of Truth.

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Institute of Business Management & Research, Chakan  
Tal-Khed. Dist-Pune  
104– Business Research Methods**

**Internal paper (Oct/Nov 2023) (Semester 3)**

**Time: 2½Hours**

**Max. Marks: 50**

**Instructions to the candidates:**

- 1. All questions are compulsory. (Solve Any 5)**
- 2. Each question carries 10 marks.**
- 3. Answers to the questions should specific and to the point.**

**104– Business Research Methods**

- Q. 1 List the stages in the Research process.**
- Q. 2 Mention differences between descriptive type of research and Exploratory type of research**
- Q.3 Explain various types of variables any 2 in detail.**
- Q.4 What are the advantages of internet-based questionnaires from personal interviewing**
- Q. 5 What are the scientific differences between nominal, ordinal, interval and ratio scale**
- Q.6 Develop a questionnaire to determine how households plan to buy and use major appliances. This questionnaire is to be used in national wide study.**
- Q.7 What is research hypothesis? What are the good qualities of a hypothesis? Give one example of a hypothesis?**
- Q.8 List and scrutinize any four probability sampling methods with their relative merits and drawbacks**
- Q.9 Prepare a research proposal on Pune based households about their interest in home gardening**
- Q.10 Draw histogram for the following also find mode from the graph.**

Salary '000 in Rs	30-40	40-50	50-60	60-70	70-80	80-90	90-100
No. of Employees	30	45	65	78	114	110	65





**Nav-Sahyadri Charitable Trusts  
Institute of Business Management & Research, Chakan  
Tal-Khed. Dist-Pune  
106– Digital Business**

**Internal paper (Oct/Nov 2023) (Semester 3)**

**Time: 2½Hours**

**Max. Marks: 50**

**Instructions to the candidates:**

- 1. All questions are compulsory. (Solve Any 5)**
- 2. Each question carries 10 marks.**
- 3. Answers to the questions should specific and to the point.**

**106– Digital Business**

**Q. 1 What are limitations of E-commerce.?**

**Q.2 Identify the importance of social media marketing for country like**

**Q.3 Classify e-business models and discuss with suitable examples.**

**Q.4 Identify the major personal finance services available online and illustrate the factors for growth.**

**Q.5 Illustrate the role of intermediaries in e-market-place. Give suitable examples in relation to ecommerce company.**

**Q.6 Analyze the importance of e-training in IT organization and classify them with suitable examples.**

**Q.7. Analyze the difference between G2B and G2G models with suitable examples**

**Q.8 You have been appointed as Senior Manager in Multi-national company. Design the business model for digital gaming business you want to launch on digital platform.**

**Q.9 Design in detail the structure of Supply Chain Management of e-commerce company starting business in grocery items**

**Q.10 What you understand from Drivers of web 2.0 and its use in various areas of application.**

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**GE-UL-05 : 111 : LEGALASPECTS OF BUSINESS**

**(Semester - I)**

*Time : 2 Hours]*

*[Max. Marks 50]*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Marks are indicated in brackets.*

**Q1) Define any 5**

**[5×2=10]**

- a) Valid contract
- b) Implied warranty
- c) Negotiable instrument
- d) Consumer under consumer protection Act.
- e) Trade Mark
- f) Agent as per agency contract
- g) Unpaid seller
- h) Digital signature

**Q2) Answer any two (5 marks each) :**

**[2×5=10]**

- a) Distinguish between contingent contract and wagering agreement.
- b) Differentiate between private company and public company.
- c) Differentiate between promissory note and bill of exchange.

**Q3) a)** Explain the essential elements of the contract of sale. **[10]**

OR

b) Define surety. Explain the rights of a surety against the creditor and against the co-surety. **[10]**

**Q4) a)** Define the term 'Agent' as per the contract of agency and explain the rights of an agent against the principle. **[10]**

OR

b) Define consumer as per the consumer protection act and explain the constitution as well as jurisdiction of state consumer forum. **[10]**

**Q5) a)** Define the term 'holder in due course'. Explain in detail how a negotiable instrument can be dishonoured. **[10]**

OR

b) Define company as per company act and explain in detail the memorandum of association. **[10]**



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**114 ENTERPRISE ANALYSIS AND DESK RESEARCH**  
**Internal Paper (Semester 1)**

*Time: 2½Hours*

*Max. Marks: 50*

*Instructions to the candidates:*

- 1. All questions are compulsory.*
- 2. Each question carries 10 marks.*
- 3. Answers to the questions should be specific and to the point.*

Q1.A) Write in brief Profile of Chairman , CEO and MD.

OR

B) Write in Detail about the use of Secondary- offline and online resources to profile a real world business organization.

Q2.A) Describe the regional, national and global footprint of real world in Business Organization?

OR

B) What are Share Market Value and Current Market Value

Q3.A) Write Short Note on – Market Capitalization and Shareholder.

OR

B) Write Short Note on- BSE and NSE.

Q 4.A) Explain in detail P/E ratio ?

OR

B) What are Share Market Value and Current Market Value?

Q5.A) What actions are taken by SEBI?

OR

B) explain in detail CRISIL Rating in detail?

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**116:MS Excel**

**Internal Paper (October2023)**  
**Academic year 2023-24**

*Time: 2½Hours*

*Max. Marks: 50*

*Instructions to the candidates:*

- 1. All questions are compulsory.*
- 2. Each question carries 10 marks.*
- 3. Answers to the questions should specific and to the point*

1 (A) Explain Spreadsheets.

OR

(1B) Explain and example of Editing, Copying and Moving Cells, Page Layouts in Excel, Proofing Workbooks, Basic Options, Ribbons and Toolbar

2(A) Defining Names in Excel, Sorting Data, Using Excel Tables

OR

2(B) Defining Design Options and Tools, Chart Format Tools, Combo Charts, Functions within Excel

3(A) Explain Data, Scenario Analysis, Data Tables in Scenario Analysis, What-if Analysis, Mats and Trig Functions, Text Functions in Excel, Using Lookup Functions

OR

3(B) Define the concept of Understanding Macros, Custom Number Formats in Excel, Using Custom Lists, Working with Templates, Tracking Changes in Excel, Merging and Compare Excel Workbooks.

4(A) Explain Using Pivot tables – Slicers -Report Filters for basic analytics, Contact Management and Marketing with Excel

OR

4(B) Creating Standard Excel Templates for routine business data management and analysis activities.

5(A) Explain Managing Money With Excel, Building & Tracking Budgets, Planning And Tracking Loans, Keeping Account Registers, Creating Formulas for Financial Applications.

OR

5(B) Explain Creating Balance Sheet, Investment Calculations, Depreciation calculations, Lab based Evaluation, Gauging Business Status with Excel, Configuring Cash Flow

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**Institute of Business Management & Research, Chakan**  
**Institute of Management Science, Pimpri (BK)**  
**191 Cyber Security -1**

**Internal Paper (October2023)**  
**Academic year 2023-24**

*Time: 2½Hours*

*Max. Mark: 50*

*Instructions to the candidates:*

- 1. Solve any 10 questions.*
- 2. Each question carries 5 marks.*
- 3. Answers to the questions should specific and to the point*

1. Types of Malware and Threats
2. Cyber Attacks and their Classification
3. Detection and Prevention Systems
4. User Authentication Methods
5. Information Security Models and Security Mechanisms
6. Web Security and Email Security
7. Evaluate network defense tools for DOS attack
8. Explore the Net Cat tool
9. Biometric Authentication Processes
- 10.RBI Act and IPR Act
- 11.Branches of Digital Forensics
- 12.Branches of Reporting
- 13.Branches of Management of Evidence
- 14.Cyber Crimes, Scams and Frauds
- 15.Security of Mobile Devices and Cloud Space

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**107- Management Fundamentals Sem. I**

**Note:**

- 1) All questions are compulsory with internal choices within the Question
- 2) Each question carries equal marks.
- 3) Give suitable examples & diagrams wherever necessary.

Q. 1. Answer any 5 out of 8 (2 marks each) [10]

- a) List out managerial competencies?
- b) Explain organization structure.
- c) List down the Approaches of Management.
- d) Explain the concept of chain of command.
- e) List out the types of Plan.
- f) Discuss the concept of Span of Control.
- g) What are the managerial skills needed for managers?
- h) What is MBO?

Q. 2. Answer any 2 out of 3 (5 marks each) [10]

- a) The role of a manager is changing in today's world - Justify this statement.
- b) Analyse various factors affecting structural choice in an organisation.
- c) An effective decision making is a process and not an activity - Discuss the statement by explaining the process.

Q. 3. Answer 3 (a) or 3 (b) [10]

- a) Define and describe any 3 types of traditional organisational designs with examples.

OR

- b) Explain Mintzberg's managerial roles with suitable example.

Q. 4. Answer 4 (a) or 4 (b) [10]

- a) Discuss in details the Types of Decisions & Decision-Making Conditions?

- b) Compare centralization and Decentralization concept in organisation structure (State minimum 5 points). Explain at what levels they function in organisation hierarchy.

Q. 5. Answer 5 (a) or 5 (b)

[10]

- a) Explain in detail the need and importance of Controlling?

OR

- b) Choose a suitable type of organisation structure for a charitable organization run Handloom and Handicraft Industry.

NSCT'S BMR, Chakara



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**109: ENTREPRENEURSHIP DEVELOPMENT**

**Internal Paper Oct 2023**

**Academic Year 2023-24**

**Time: 2½Hours Max. Marks: 50**

**Instructions to the candidates:**

- 1. All questions are compulsory.**
- 2. Each question carries 10 marks.**
- 3. Answers to the questions should be specific and to the point.**

**Q.1 “Entrepreneurship Development Programme (EDP) is essential for the growth of the potential entrepreneurs”. Discuss.**

**Q.2 Small Scale Industries (SSI) is the back bone of the economy”. Discuss the rationale & objectives behind the development of SSI.**

**Q.3 The social Entrepreneurs are governments best friend-Evaluate the statement.**

**Q.4 Discuss the theory of profit by knight. Theory of social change by Everett**

**Hagen cile examples supporting the theories.**

**Q.5 Evaluate the opportunities available in case of export-oriented units (EOU)**

**with reference to support by government agencies.**

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113: Verbal Communication Lab

Internal Paper Oct 2023

Academic Year 2023-24

*Time: 2½Hours*

*Max. Marks: 50*

*Instructions to the candidates:*

- 1. All questions are compulsory.*
- 2. Each question carries 10 marks.*
- 3. Answers to the questions should be specific and to the point.*

Q1 Difference between Verbal and non-verbal communication.

Q.2 What are types of Managerial speeches?

Q.3 How does body language supplement to verbal communication? Explain.

Q.4 Discuss the significance of written communication for any organization. What are its merits and demerits?

Q.5 What do you understand by oral communication? Explain in brief the methods of oral communication

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191: Human Rights  
**Internal Paper Oct 2023**  
**Academic Year 2023-24**

*Time: 2½Hours*

*Max. Mark: 50*

*Instructions to the candidates:*

- 1. All questions are compulsory.*
- 2. Each question carries 10 marks.*
- 3. Answers to the questions should specific and to the point.*

Q1) why should governments be at all concerned with human rights in faraway countries?

Q2) what do you mean by conflict? Distinguish between the various kinds of Conflict.

Q3) Describe the Supreme Court guidelines to look after the human rights in India.

Q4) What improvements/amendments are needed in the Legal Services Authorities Act, 1987 to make it more effective?

Q5) How is public accountability essential to prevent abuse of power and human rights violations.