

**Bachelor of Information Technology Examination, 2018**  
(4<sup>th</sup> Year, 2<sup>nd</sup> Semester)  
**Management**

Time: Three Hours

Full Marks: 100

Different parts of the same question should be answered together

CO 1 [ 20 ]	<p><b>1. Answer any one from (a) and (b) in this block</b> <span style="float: right;">1 x 20 = 20</span></p> <p>(a) Define 'Management'. Summarise 'Theory X &amp; Theory Y'. Make critical comments on 'Contingency Theory'. Classify and explain functions of management. <span style="float: right;">1 + 5 + 3 + 11</span></p> <p>(b) Who was the father of modern management? Enumerate 14 principles of management that he prescribed. the help of a diagram, present MBO process. Why does MBO fail sometimes? <span style="float: right;">1 + 7 + 8 + 4</span></p>												
CO 2 [ 10 ]	<p><b>2. Answer any one from (a) and (b) in this block</b> <span style="float: right;">1 x 10 = 10</span></p> <p>(a) Enumerate objectives of the Trade Union Act. <span style="float: right;">10</span></p> <p>(b) Describe your concept of theories of wages. <span style="float: right;">10</span></p>												
CO 3 [ 20 ]	<p><b>3. Answer any one from (a) and (b) in this block</b> <span style="float: right;">1 x 20 = 20</span></p> <p>(a) Illustrate Bath Tub Curve with explanations. Explain measures of maintainability. Summarise Corrective Maintenance in your own words. <span style="float: right;">6 + 4 + 10</span></p> <p>(b) Illustrate with appropriate explanation of MRP system. On which factors classification of production system depend on? Describe 'Job Production'. <span style="float: right;">10 + 2 + 8</span></p>												
CO 4 [ 10 ]	<p><b>4. Answer any one from (a) and (b) in this block</b> <span style="float: right;">1 x 10 = 10</span></p> <p>(a) Define 'Marketing' as per American Marketing Association. Differentiate 'Selling' from 'Marketing'. <span style="float: right;">2 + 8</span></p> <p>(b) Why and when new product development is required? Draw out a diagram of 'Marketing Information System' with appropriate interpretation. <span style="float: right;">3 + 7</span></p>												
CO 5 [ 10 ]	<p><b>5. Answer any one from (a) and (b) in this block</b> <span style="float: right;">1 x 10 = 10</span></p> <p>(a) What are the necessities of maintaining inventories? Derive this model without back-order and without quantity discount. <span style="float: right;">3 + 7</span></p> <p>(a) Project the business expenditure on new plant equipment for the year 2018 by trend projection method. <span style="float: right;">10</span></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 50%;">Year</th> <th style="width: 50%;">Expenditure (Rs. in Crore)</th> </tr> </thead> <tbody> <tr> <td>2011</td> <td>20</td> </tr> <tr> <td>2012</td> <td>30</td> </tr> <tr> <td>2013</td> <td>35</td> </tr> <tr> <td>2014</td> <td>45</td> </tr> <tr> <td>2015</td> <td>60</td> </tr> </tbody> </table>	Year	Expenditure (Rs. in Crore)	2011	20	2012	30	2013	35	2014	45	2015	60
Year	Expenditure (Rs. in Crore)												
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CO 6  
[ 30 ]

**6. Answer any one from (a) and (b) in this block**

1 x 30 = 30

(a) (i) From the following balances extracted from the books of Agni Co., prepare a trading account, a profit and loss account for the year ending 31<sup>st</sup> December, 2017, and a balance sheet as on 31<sup>st</sup> December, 2017.

	Rs.		Rs.
Stock on 1st January, 2017	11,000	Returns outwards	500
Bills receivables	4,500	Trade expenses	200
Purchases	39,000	Office fixtures	1,000
Wages	2,800	Cash in hand	500
Insurance	700	Cash at bank	4,750
Sundry debtors	30,000	Rent and taxes	1,100
Carriage inwards	800	Carriage outwards	1,450
Commission (Dr.)	800	Sales	60,000
Interest on capital	700	Bills payable	3,000
Stationary	450	Creditors	19,650
Returns inwards	1,300	Capital	17,900

Note The stock on 31<sup>st</sup> December, 2017 was valued at Rs.25,000.

(ii) For the production of 10,000 units of Surya Company, the following is the budgeted expenses:

	Rs. per unit
Direct materials	30
Direct labour	15
Variable overhead	12.50
Fixed overhead	7.50
Variable expenses (direct)	2.50
Selling expenses (10% fixed)	7.50
Administration expenses (Rs. 25,000 fixed for all levels of production)	2.50
Distribution expenses (20% fixed)	<u>2.50</u>
Total cost of sales per unit	80.00

Develop a flexible budget for 14,000 units of production and compare with that of 10,000 units of Production.

10

(b) Make journal entries, prepare respective ledger entries and finally prepare a month-end trial balance from the following transactions in the book of Durga Co:

8 + 16 + 6

- (i) On 01/01/18, Durga opened a business with a capital of Rs. 6 lakh.
- (ii) On 10/01/18, purchased Long-term Assets of Rs. 2 lakh in cash from Vishwakarma.
- (iii) On 20/01/18, purchased inventories of Rs.2 lakh on credit from Lakshmi Co.
- (iv) On 31/01/18, made credit sales of Rs. 2.5 lakh.

CO1: Classify various concepts and principles of management (K2)

CO2: Analyse concepts of personnel management. (K3)

CO3: Illustrate different problems of inventory management. (K2)

CO4: Interpret basics of marketing management. (K3)

CO5: Explain various concepts of maintenance and quality. (K2)

CO6: Solve simple accounting and finance related problems (K3)