



M – 3033

Seat No.	
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M.Phil. Entrance Examination, 2011
COMMERCE AND MANAGEMENT

Day and Date : Saturday, 2-7-2011
Time : 10.00 a.m. to 1.00 p.m.

Total Marks : 100

Instructions : 1) *All questions are compulsory.*

2) *Marks for each question are as indicated on the right side.*

3) *Answers may be written in English or Marathi.*

4) *Candidates having M.Com. background should solve Section A.*

Candidates having M.B.A. background should solve Section B.

Candidates having M.C.A. background should solve Section C.

SECTION – A

1. Write an essay on 'Research in commerce and management'. 20
2. Write short answers to the questions (attempt **any two**) : 20
 - A) What are the functions of Management Accounting ?
 - B) What are the sources of business finance ?
 - C) Define organising and explain the basis of organizational structure.

P.T.O.



3. Write answers in brief (Attempt **any six**) :

30

- A) What is controlling ? Elaborate its process.
- B) Explain the concept of 'payback period'.
- C) What is cash flow statement ?
- D) Explain ERG theory of motivation.
- E) What are the determinants of demand ?
- F) What is 'simple random sampling' ?
- G) Explain the features of perfect competition.
- H) What are the characteristics of equity shares ?

4. Write short notes (Attempt **any six**) :

30

- A) Working capital
- B) Sales budget
- C) Venture capital
- D) CRISIL
- E) Types of planning
- F) Leadership
- G) Production function
- H) Census method



SECTION – B

1. Discuss the various sources adopted by the researcher for collecting primary and secondary data.

OR

Discuss the primary inputs, outputs and conversion sub-systems of the following organisations : (a) Dry-cleaning business (b) Factory making computers (c) Medical clinic (d) Fire stations (e) Public employment office. **20**

2. Write short answers to the questions (Attempt **any two**) : **20**

- A) Discuss the contribution of Henry Fayol in the field of management science.
- B) Enlist the sources of finance for entrepreneurs in Indian scenario.
- C) Explain the philosophy of marketing.

3. Write answers in brief (Attempt **any six**) : **30**

- A) What do you mean by computer added decision ?
- B) Explain the various phases of product life cycle.
- C) What do you mean by 'supply chain management' ?
- D) What is variance analysis ?
- E) What do you mean by backward and forward integration ?
- F) Enlist the various types of investment avenues.
- G) What is organisational development ?
- H) What is meant by whistle blowing ?

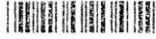
4. Write short notes (Attempt **any six**) : **30**

- A) Social Responsibility of business.
- B) Goal Congruence.
- C) Brand Management.
- D) Responsibility Accounting.
- E) Stratified Random Sampling.
- F) Industrial Safety.
- G) Correlation and Regression Analysis.
- H) Levels of Communication.



SECTION – C

1. Define KM Strategy. Discuss KM strategy and architecture for health organisation. 20
2. Write short answers to the questions (Attempt **any two**) : 20
 - A) What do you mean by windows management in TPC ? Explain it with suitable diagram.
 - B) Explain parsing techniques used in natural language processing.
 - C) What are the distinguish features of IT Act 2000 ? Explain the gray areas of IT Act 2000 and its implications.
3. Write answers in brief (Attempt **any six**) : 30
 - A) What is need of virtual destructor ? Discuss with the help of suitable example.
 - B) What is difference between flat file and database ?
 - C) Differentiate between Wi-fi and fixed wireless data.
 - D) Consider the following expression :
 $[a - (b + \{c*d\} *e)]$
Explain how stack can be used to check the validity of given expression based on parenthesis.
 - E) Explain the features of T-SQL.
 - F) What is Module ? What are the guidelines for planning the module ?
 - G) Define Coupling. Explain different types of coupling.
 - H) What do you mean by bridge ? Explain different types of bridges.
4. Write short notes (Attempt **any six**) : 30
 - A) Tree Traversal
 - B) Architecture of DSS
 - C) Dynamic Modelling
 - D) Socio-technical Design Approach
 - E) BPR
 - F) KDD
 - G) Virtual Memory
 - H) Risk Mitigation.



Seat No.	4316
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M.Phil./Pre-Ph.D. Examination, 2009
(Commerce and Management)
RESEARCH AND TEACHING METHODOLOGY (Paper - I)

Day and Date: Monday, 18-5-2009
Time: 11.00 a.m. to 2.00 p.m.

Total Marks: 100

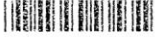
- Instructions:*
- 1) Answer two questions from each Section.
 - 2) Answer to both the Sections should be written in one and the same answer book.
 - 3) All questions carry equal marks.

SECTION - I

1. What is research ? Discuss recent trends in research in the field of management.
2. Briefly describe the different steps involved in research process.
3. What is sampling ? Discuss methods of sampling which are useful in carrying research in commerce and management.
4. Write short notes on :
 - a) Secondary Data
 - b) Steps in Report writing

SECTION - II

5. What is teaching learning process ? Discuss its main features and importance.
6. Critically evaluate various teaching aids. Which teaching aids are useful in teaching management subjects ? Why ?
7. Compare and contrast between the various methods of teaching.
8. Write short notes on :
 - a) Pre-requisites and functions of Lesson Plan.
 - b) Methods of Evaluation of Student Knowledge.



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M.Phil./Pre-Ph.D. Examination, 2009
COMMERCE AND MANAGEMENT
(Recent Trends in Commerce and Management and Commerce and Management Education) (Paper - II)

Day and Date: Wednesday, 20-5-2009
Time: 11.00 a.m. to 2.00 p.m.

Total Marks: 100

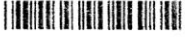
- Instructions: 1) Attempt any two questions from each Section.
2) All questions carry equal marks.
3) Answer to the two Sections should be written in the same answer book.*

SECTION - I

- ✓ 1. 'Environment affects business decisions'. Explain the various factors to be considered in analysis of business environment.
- ✓ 2. Explain the role of government of regulator, promotor and caretaker in Industry and Commerce.
3. Write a critical note on Industrial licencing policy of government.
4. Bringout the meaning of the term non profit organization. What special considerations are involved in the organization and management of these organizations ?

SECTION - II

5. Adoption of case study and seminar method will improve the effectiveness of teaching. Explain your views in this regard.
 - ✓ 6. How does the Refresher course and faculty development programmes help the teacher ?
 7. What are the major issues to be considered for making Commerce and Mgtt. education more effective ?
 8. Write short notes on **any two** of the following :
 - 1) Institute of Cost and Work Accountants of India, Calcutta
 - 2) Federation of Chamber of Commerce.
 - 3) Institute of Foreign Trade, New Delhi.
 - 4) Administrative Staff College, Hyderabad.
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M.Phil./Pre-Ph.D Examination, 2009
Paper – III : COMMERCE AND MANAGEMENT
Personnel Management and Industrial Relations

Day and Date : Friday, 22-5-2009
Time : 11.00 a.m. to 2.00 p.m.

Total Marks : 100

- Instructions :** 1) Answer any two questions from each Section.
2) Answer to both Sections should be written in the same answer book.
3) All questions carry equal marks.

SECTION – I

1. "Management of personnel is a basic responsibility of every manager". Discuss.
2. What do you mean by recruitment? Explain various methods of it. Which method will you use for recruitment of Software Engineers in a Software Company?
3. Define the concept of labour welfare and explain various labour welfare activities with its impact on labour force in an industry.
4. Write short notes on :
 - a) Wage and Salary Administration
 - b) Occupational Safety.

SECTION – II

5. Discuss industrial relation concept and explain its trends in public sector in India.
6. "Existence of strong trade union is helpful in preventing industrial disputes". Comment.
7. Define workers participation in management. Explain its utility in preventing industrial unrest in India.
8. Write short notes on :
 - a) Collective Bargaining
 - b) Labour Welfare.