



Sagar Institute of Research & Technology- , Bhopal

Question Bank Management Concept & Practices

- Q1. Explain the term Management with an example & discuss in brief the nature of management.
- Q2. “Management starts with planning & ends with controlling critically”. Examine this statement.
- Q3. Describe the role of the manager & How do the managerial skills differ in the organizational hierarchy?
- Q4. What are the issues involved in “social responsibility of business”? Give your suggestions & solutions.
- Q5. “From scientific management to modern management it is evolution of management thought”. Elaborate the statement.
- Q6. Write short note on recent trends & future challenges of management.
- Q7. “Planning is a waste of time & money”. Do you agree? Justify your answer.
- Q8. Discuss the process & theories of motivation. Describe the Maslow’s & Elderfer’s views & show their relevance to study of OB.
- Q9. Define the term „Motivation“ & discuss the various strategies & techniques used to motivate the workers in the organization particularly in the Indian context.
- Q10. What is MBO? Explain its principles, process & its implementation.
- Q11. Define the term strategic management? Elaborate the process of strategic management?
- Q12. What is decision making? Discuss the various techniques, process & importance of decision making.
- Q13. What are the components of organization structure? Discuss them and explain how they help in smooth functioning of the organization.
- Q14. Explain the principles of span of control. Discuss the factors influencing the proper span of control.
- Q15. Write notes on -
i) Departmentalization ii) Decentralization iii) Delegation of authority
- Q16. What do you understand by the term „Organization“? Explain its principles, process & importance.
- Q17. Define the term leadership. Explain the various theories & styles of leadership. What are the qualities of successful leader?
- Q18. What is controlling. Discuss the requirements & process for effective control.
- Q19. What is communication? Explain the various steps of communication process & its importance in organization.
- Q20. What do you mean by staffing? Explain the process and steps of staffing?



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International Business Environment

1. What do you mean by International Business? Highlight its important features.
2. Describe different types of International Business with the help of suitable example.
3. Why political and economic environment are important for International Business?
4. Write a note on socio- cultural environment and its impact on International Business.
5. Describe the various types of balance of payment and give justification in support of your answer.
6. Write an essay on World Trade Organization as Forum of International Trade policy decision holder. What are the advantages & disadvantages of India as a member of WTO?
7. Write about the objectives and functions of International Monetary Fund in detail.
8. Write a critical essay on „World Bank and its importance for India“.
9. What are fixed & flexible rates of exchange? Elaborate.
10. Discuss and differentiate between fixed and flexible exchange rates.
11. Critically comment on the concept of Convertibility of Rupee & its implications on the world trade.
12. What can be the important sources for attracting FDI by any country?
13. What do you understand by the term FII? Explain its significance for the economic development of a country.
14. How does the Euro Currency market influence the foreign currency market at the international level?
15. What are Regional Blocks? Choose any regional block of your choice & highlight its importance on the global platform.
16. What do you understand by „Hard & Soft Services“? Why, according to you, the importance of service sector has grown so much over a period of time?
17. Name some agencies which are important in the promotion of exports in India. What are the steps taken by the Indian government for the export marketing?
18. Explain the meaning & elaborate on the significance of „turnkey projects“? How Joint Ventures are vital for International Trade?
19. Write a critical essay on“ Globalization and Social Responsibility“.
20. Write a critical essay on“ Globalization and Human Resource Development“.



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Accounting for Managers

1. Discuss the importance & Steps of Financial accounting.
2. Discuss the importance and limitations of Financial Accounting.
3. Explain the following
 - a). Money measurement
 - b). Business entity concept
 - c). Saving concern concept
 - d).Dual aspect
 - e). Double entry system
 - f). Matching
 - g). Ledger
 - h). Trail balance
4. Define accounting? State its functions. State the person who should be interested in accounting information?
5. “A trail Balance tallies and can be concluded that there are no errors in the books of accounts”
6. “Every Transaction in double entry Book-keeping must have double entry”. Explain this statement using examples.
7. What are the objectives of preparing Financial Statement?
8. Define depreciation. Why is it charged?
9. What are the generally accepted accounting principles? Discuss the accounting process leading to the preparation of profit & loss a/c and Balance sheet.
10. What is meant by financial statement analysis?
11. What is fund flow statement? Examine its uses and significance for management.
12. What is the difference between fund flow statement and cash flow statement?
13. Explain the uses of Fund Flow Analysis?
14. Define ratio analysis in detail?
15. Discuss the importance, concept and need of management accounting?
16. What are the various elements of cost in cost accounting? Discuss the different basis of classification of cost?
17. Explain the format of reconciliation between Financial and cost accounts?
18. What is the need for inventory valuation? Discuss the various methods of inventory valuation.
19. What is marginal costing? How is it different from absorption costing?
20. Marginal cost is the cost of every additional unit and is a variable cost?
21. What are the applications of marginal costing?
22. Write a short note on costing for decision making and define various decision making costs?
23. Distinguish between cost accounting & financial accounting.
24. Distinguish between management accounting and cost accounting.



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Quantitative Methods

1. What is the meaning of statistics? Define its characteristics, scope and importance in business and management.
2. What is meant by classification and frequency distribution? Explain different types of frequency distribution.
3. Explain the measures of central tendency. What is the characteristic of an ideal average?
4. Define the term dispersion. Write short note on their types and properties.
5. Write about Standard Deviation and Mean Deviation. Explain their features, merits and demerits.
6. How to measure Skewness? Write short notes on
 - (i) Karl Pearson's coefficient of skewness
 - (ii) Bowley's coefficient of skewness
 - (iii) kurtosis
 - (iv) moments
7. What is probability? Write its definition and Write short notes on
 - (i) Sample Space
 - (ii) Event
 - (iii) Elementary Event
 - (iv) Equally likely Events
 - (v) Independent Event
 - (vi) Dependent Event
 - (vii) Favorable Event
 - (viii) Trail
8. What is conditional probability? Give Example.
9. Write the importance of probability in managerial decision.
10. Write about Binomial Distribution. Write the properties, characteristics and uses.
11. Write about Poisson distribution. Write the properties, characteristics and uses.
12. Write about Normal Distribution. Write the properties, characteristics and uses.
13. What is meant by correlation? Show that Karl Pearson's correlation coefficient lies between -1 and +1.
14. Define Karl Pearson's correlation coefficient and Rank correlation coefficient. Explain their properties, merits and demerits.
15. What do you meant by Regression Analysis? Explain about their types and properties of Regression Coefficient. Find the relation between coefficient of correlation and regression.
16. What is time series? Explain its features, functions and utility. What is the need to analysis the time series?
17. Distinguish between trends, seasonal, cyclical and erratic (irregular) variations.
18. What do you understand by sampling? Write methods of sampling.
19. What is Hypothesis? Explain about Null and Alternative Hypothesis.
20. Write short notes on
 - (i) T-test
 - (ii) Z-test
 - (iii) F-test
 - (iii) Chi Square test
 - (iv) Level of Significance
 - (v) Degree of freedom

**** Solve all numerical questions which are repeated in various examination papers of previous years and topic related questions.**



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Managerial Economics

● Short Answer Questions:-

1. Define ME and describe its nature & scope.
2. What is law of Demand? What are its exceptions?
3. Discuss Income and substitution effect on demand.
4. Describe the following cost concepts:
 - (a) Opportunity Cost
 - (b) Historical Cost
 - (c) Social Cost
 - (d) Economic Cost
5. Describe the economies and diseconomies of Large Scale Production.
6. How does Break in Analysis help decision making?
7. What is meant by Non-price competition? Give examples.
8. What is the basis of price Discrimination? Give some examples.
9. Describe the features of Perfect Market.
10. Explain the terms – GDD, GND NNP & PDI.
11. Define Mauro- Economies and describe the economic activities of maro economies.
12. Discuss the object of Monetary Policy. How is money supply requested through monetary policy?
13. What is meant by Consumption Function? Discuss the factors which affect consumption.
14. What is meant by propensity to consume? How does it affect aggregate consumption?
15. Describe WPI and CPI. How are the calculated?

● Essay type Questions:-

1. “Managerial Economics is the integration of Economic theories with business practices for the purpose of facilitating the management in decision making and forward planning” elucidate this statement and describe the areas where Managerial Economics helps decision making.
2. Explain critically the Law of Demand. Why does the demand curve slopes down to right? How does thus help in decision making about pricing & product?
3. Discuss various methods of Demand Forecasting. Which method.
4. What the Law of Diminishing Return is as applied to any production system? Does it apply in the field of agricultural and industrial production both?
5. “Among the multiplicity of objectives that a modern firm has profit maximization continues to be the most important”. Comment and describe the other objectives.
6. How does Break-even-Analysis helps in business decision making. Illustrate you answer.
7. Distinguish between perfect market and imperfect market. Is perfect market a reality?
8. How is price and output decision take by a monopolist? Describe the causes of the emergence of Monopoly. Give Indian examples.
9. What is oligopoly? How is price determined under oligopoly? Give examples of oligopolies in India.
10. “Advertisement plays a very important role in the present day imperfect market conditions”. Elaborate thus statement.
11. Define National Income. What are the methods of the measurement ONO in India? What are the difficulties experienced in India in its measurement?



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MBA Department
Communication Skills

1. What do you mean by Communication? Discuss its Nature & Scope.
2. How communications is important for managers? Explain.
3. "Communication is a two way process". Explain in the context of the elements of communication process.
4. Distinguish between oral and written communication. In your opinion, which communication can be more effective and why? Also discuss its merits & demerits.
5. Define Barriers. Explain various types of barriers.
6. Discuss various communication theories in detail.
7. Discuss the various methods of communication. Under what circumstances would you recommend written communication?
8. What is meant by Business Letter? Explain the functions and objectives of business letter. Also explain the DO's & DON't's of business letter.
9. What is the importance of writing a resume? Explain the essentials of drafting an effective Resume.
10. Write short note on:
 - a) Business Memos
 - b) Dunning Letter
 - c) Communication for employment
11. Define Effective communication. Discuss the significance and the strategies to develop effective communication skills.
12. Differentiate between speech and presentation. What are the characteristics of Public speaking? Also discuss the DO's & DON'T's of public speaking.
13. Define Interview. Discuss its purpose & types. Also explain the various steps of preparing and conducting an interview.
14. What is meant by Group Discussion? Write the DO's & DON'T's for an effective group discussion.
15. Differentiate between Hearing & Listening. What are the essentials of effective listening? Also explain the process of listening.
16. Define GRAPEVINE. Discuss its types and effective use of GRAPEVINE.
17. What is the importance of Non-verbal Communication? Explain the various components or elements of non-verbal communication.
18. What is KINESICS? What are the various aspects of Kinesics?
19. Write short notes on:
 - a) Business Etiquette
 - b) Dressing & Grooming
 - c) Designing & Delivering Business Presentation
 - d) Electronic Communication
20. What are the basic features of business report? Discuss various factors which are to be considered while preparing a business report. Also write about the steps of a good business report.
21. Draft a report for submission to the Board of Directors about the location of new showroom proposed to be opened by the company.