JIWALI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS)
FIRST SEMESTER

Max. Marks : 100
External : 70
Internal : 30
Min. Pass Marks : 28

MBA (BE): 101- MANAGEMENT PROCESS

Unit - I

Unit - II

Unit - III

Unit - IV
Direction - Definition, Techniques, Principle, Motivation - Meaning, Types, Significance, Motivation Theories - X, Y & Z Theory, Maslow's Hierarchy Theory, Herzberg Theory

Unit - V
Communication - Meaning, Types, Importance, Principles, Barriers & Measures to Remove Barriers, Controlling - Concept, Nature, Process, Techniques, Area of Control

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FIRST SEMESTER

Max. Marks : 100
External : 70
Internal : 30
Min. Pass Marks : 23

MBA (6E): 132 - BUSINESS STATISTICS

Unit – I
Concept & Role of Statistics in Business, Data- Primary and Secondary,
Classification and Tabulation of Data,
Measure of Central Value: Mean, Median, Mode, Standard Deviation,
Coefficient of Variation

Unit – II
Linear Correlation: Definition, Importance and Types, Methods of
Determining Correlation- Karl Pearson, Concurrent, Spearman’s Raking
Method
Regression Analysis- Meaning Importance, Regression Coefficient and
Equations

Unit – III
Analysis of Time Series- Components of Time Series, Methods of
Measuring Trend- Least Square and Moving Average, Computation of
Seasonal Index by Simple Average Method, Ratio by Link Relative Method,
Method, Importance of Index Number, Fisher’s Index Number, Family,
Budget Method

Unit – IV
Probability- Definition, Application as, Addition Theorem, Multiplication
Theorem and Bayes Theorem
Theoretical Distributions- Binomial Distribution, Poisson Distribution and
Normal Distribution

Unit – V
Sampling and its Methods, Test of Hypothesis- Large and Small
Attributes, Large Sample relating to Variable, t-test, F-test, Chi-Square
Test

Note-
At least one numerical question from each unit must be asked in
Examination.
Unit - I

Unit - II

Unit - III
Negotiable Instruments Act 1881 - Definition, Characteristics and Kinds of Negotiable instruments, Enforcement of their Kinds, Crossing of their Types, Holder and Holder in Due Course, Protection to Broker, Bailor of Negotiable instruments.

Unit - IV

Unit - V
JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS)
FIRST SEMESTER

Max. Marks : 100
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MBA (33): 104 ACCOUNTING FOR MANAGERS


Unit - II Preparation of Trial Balance, Final Accounts - Trading Account, Profit & Loss Account and Balance Sheet, Adjustments relating to Closing Stock, Outstanding Expenses, Prepaid Expenses, Accrued Income, Unearned Income, Provision for Bad Debts, Provision for Discount, Interest on Capital, Interest on Drawing and Depreciation

Unit - III Cost Accounting - Definition, Principles, Objectives, Methods, Advantages and Limitation, Elements of Cost, Cost Statement, Reconciliation between Financial and Cost Account, Profit Volume Analysis, BEP Analysis

Unit - IV Meaning, Nature, Purpose, Process, Types, Advantages and Limitations of Budget, Preparation of Sales Budget, Cost Budget, Flexible Budget, Concept relating to Zero-based Budgeting

Unit - V Meaning of Funds, Meaning of Fund Flow Statement, Uses and Limitations of Fund Flow Statement, Simple Problems of Fund Flow Statement

NOTE: At least one numerical question from each unit must be asked in Examination.
JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS)
FIRST SEMESTER

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MBA (B3): 105 MANAGERIAL ECONOMICS

Unit – I
Managerial Economics- Meaning, Nature, Scope, Fundamental Concepts-
Incremental Reasoning, Opportunity Cost, Time Perspective,
Contribution, Discounting Principle, Risk & Uncertainty, Theories of
Firms- Profit Maximization Theory, Managerial Theories of Firm and
Behavioural Theories of Firm.

Unit – II
Theory of Demand – Autonomous & Derived Demand, Function, Law of
Demand and its Exceptions, Elasticity of Demand : Price, Income & Cross
elasticity, Advertisements Elasticity of Sales, Elasticity of Price
Expectations

Law of Diminishing Marginal Utility & Equi-Marginal Utility,
Indifference Curves, Consumers Equilibrium, Price, Income &
Substitution Effects, Demand Forecasting

Unit – III
Short-Term and Long Term Production Functions, Law of Variable
Proportions & Returns to Scale, Law of Substitution in Production-
Isoquants, Least-Cost Combinations, Expansion Path, Ridge Lines,
Economically Region on Production Cost in Short Term and Long Term.
Different Cost, Concepts and Curves

Unit – IV
Price & Output Determination Under Different Market Structure-Perfect
Competition, Monopoly, Discriminating Monopoly, Monopolistic
Competition & Oligopoly – Price Leadership Model, Price Rigidity & A
Oligopoly.

Unit – V
Meaning of Profit, Theories of Profit, Accounting Profit and Economic
Profit, Profit Policy, Break Even Analysis & its Application in Business
Jiwaji University, Gwalior
M.B.A (Business Economics)
First Semester

Max. Marks: 100
External: 70
Internal: 30
Min. Pass Marks: 28

MBA (BE): 106  Economics of Industries

Unit - I  Industry - Definition, Importance of Industrialisation in Economy,
Classification of Industries, Objectives, Progress and Shortcomings of
Public Sector, Joint Sector, Social Responsibility of Business

Unit - II  Location of Industries - Meaning and Causes, Weber's Theory & Sargent
Florence's Theory of Location
Industrial Combination - Meaning, Types, Forms, Advantages,
Disadvantages

Unit - III  Role of Government in Industrial Development, Industrial Policy 1949,
1956 and 1991, Disinvestment Policy, Liberalisation, Privatisation and
Globalisation

Unit - IV  Industrial Finance - Forms and Sources
Financial Institutions - IFCI, ICICI, IDBI, SIDBI, SFC, SECI

Unit - V  Small Scale and Cottage Industries in India, Industrial Productivity,
Industrial Policies, Industrial Relations