

KATHMANDU UNIVERSITY
End Semester Examination
December, 2024

Marks Scored:

Level : B.E.

Year : IV

Exam Roll No. :

Time: 30 mins.

Course : MGTS 403

Semester : I

F. M. : 10

Registration No.:

Date : 2024-12-27

SECTION "A"

[20Q. × 0.5 = 10 marks]

Choose the most appropriate answer and **encircle**.

1. _____ is a simple method of forecasting future demand for a product by adding together what each member of the sales force expects to be able to sell in his or her territory.
a. Users' Expectation b. Delphi Method
c. Jury of Executive Opinion d. Sales Force Composite
2. The _____ organization structure is also referred to as a matrix organization structure.
a. Basic b. Functional c. Mixed d. Product
3. Which of the following are the category that manager may face when making decisions?
a. Certainty, Risk and Uncertainty b. Certainty, Risk-free and Uncertainty
c. Dependability, Risk and Uncertainty. d. Certainty, Dependability and Risk
4. _____ technique compares and ranks employees' performances relative to each other instead of against a pre-determined standard, where one person will be placed on each other.
a. Conventional Rating Scale b. Forced Ranking
c. Modified Ranking d. Percentile
5. The power granted by position with the ability to influence other through threat is termed as:
a. Legitimate Power b. Coercive Power
c. Reward Power d. Expert Power
6. _____ is the ability to influence other based on special skills, or knowledge.
a. Legitimate Power b. Coercive Power
c. Reward Power d. Expert Power
7. _____ states that employees compare what they get from a job (outcomes) in relation to what they put into it (inputs).
a. Equity Theory
b. Expectancy Theory
c. The Porter–Lawler Extension to Expectancy Theory
d. Reinforcement Theory
8. _____ of leadership encourage employees to grow their interpersonal and social skills.
a. Autocratic Style b. Paternalistic Style c. Participative Style d. Delegative Style
9. The Leadership Grid Theory states that _____ emphasizes high concern for people and little concern on production.
a. Country Club Management b. Impoverished Management
c. Produce Or Perish Management d. Team Management

10. _____ theory of leadership states that leadership style cannot be changed and adapted.
- The Myers–Briggs Type Indicator (MBTI) Theory
 - Servant Leadership Theory
 - Situational Theory
 - Contingency Theory
11. _____ under Reinforcement Theory, decrease the probability that undesired behavior will be repeated by imposing undesired consequences such as reprimands.
- Positive Reinforcement
 - Negative Reinforcement
 - Punishment
 - Extinction
12. _____ under The Hersey-Blanchard Situational Leadership Model, the subordinates are still lack the ability and have willingness to complete the tasks.
- Directing Leadership Style
 - Coaching Leadership Style
 - Supporting Leadership Style
 - Delegating Leadership Style
13. _____ of leadership involves employee feedback and ideas in the decision-making process.
- Autocratic Style
 - Paternalistic Style
 - Participative Style
 - Delegative Style
14. Assume that the number of periods is 4. NRs 1200, NRs 1500, NRs 1400, and NRs 1300 are the stock prices, with the first price being the most recent. Using the information given, the most recent weighting will be .40, the previous period before that will be .30, and the next period before that will be .20, and the initial period weighting will be .10 respectively. What is the weighted moving average of the stock prices?
- 1300
 - 1340
 - 1360
 - 1400
15. What is the full form of CBIS?
- Central Board of Information System.
 - Central Bureau of Information System.
 - Computer Based Information System.
 - Computer Built Information System
16. _____ of leadership encourage employees to grow their interpersonal and,
- Autocratic Style
 - Paternalistic Style
 - Participative Style
 - Delegative Style
17. _____ is monitoring issue at real-time that takes place during the process or activity.
- Feedback Control
 - Concurrent Control
 - Feed Forward Control
 - Non Concurrent Control
18. _____ is the value of the capital invested and the amount RETAINED from profit
- Owner's Equity
 - Assets
 - Liabilities
 - Budgets
19. _____ is the contract that require the buyer to pay all costs, plus an agreed-upon fee (profit).
- Cost Plus Incentive Fee Contract
 - Fixed-Price Incentive Contract
 - Cost Plus Fixed-Fee Contract
 - Time And Materials Contract
20. _____ is the contract that involves payment at agreed-upon rates (high enough to include profit) for hours worked, plus reimbursement of invoices for actual materials used.
- Cost Plus Incentive Fee Contract
 - Fixed-Price Incentive Contract
 - Cost Plus Fixed-Fee Contract
 - Time And Materials Contract

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December, 2024

Level : B.E.
Year : IV
Time : 2 hrs. 30mins.

2024-12-27

Course : MGTS 403
Semester : I
F. M. : 40

SECTION "B"

[6 Q. × 4 = 24 marks]

Attempt *ANY SIX* questions.

1. The following Project consists of the following activities with their respective durations (in days) and dependencies:

Activity	Optimistic Time	Pessimistic Time	Most Likely Time	Predecessor
A	3	9	6	None
B	2	8	5	A
C	4	10	6	A
D	3	7	5	B
E	5	9	7	C
F	6	12	9	D, E

- a. Using PERT, calculate the expected time (TE) for each activity. [2]
b. Draw the PERT network diagram for this project. [1]
c. Determine the critical path and the total project duration. [1]
2. Explain organizing and the three characteristics of Organizing. [1+3]
3. Explain the "Tannenbaum and Schmidt Continuum of Leadership". [4]
4. Discuss comprehensively how is leadership and motivation interconnected? [4]
5. An engineer proposes to buy a machine. S/He has two options.
The first option cost the organization for NRs 10, 00,000 today that will save NRs 800,000 in labor costs at the end of first year and NRs 400,000 in the end of 2nd year and the return on investments is 10 %.
The second option cost the organization NRs 15, 00,000 today that will save NRs 900,000 in labor costs at the end of first year and NRs 800,000 in the end of 2nd year and the return on investments is 15 %.
What the net present worth (NPW) of the both the options? And which option should be funded? [4]
6. Differentiate between Programmed and Non Programmed Decision with examples. [4]
7. Explain the Continuous Improvement of TQM. [4]

SECTION "C"

[2 Q. × 8 = 16 marks]

Attempt *ANY TWO* questions.

8. Cost of Quality is a method that allows organizations to determine the costs associated with producing and maintaining quality product. Explain the types of "Cost of Quality", comprehensively with examples. [8]

P.T.O.

9. Delegation is the process of assigning tasks, responsibilities, and authority from a manager or leader to subordinates or team members.
- Explain four barriers of Authority Delegation in the organization. [4]
 - Elaborate four ways how will you overcome the barriers to Authority Delegation? [4]
10. Following are the information provided:

Income Statement

Particular	Amount (NRs)	Amount (NRs)
Gross Sales	35,00,000	
Less - Allowance and Returns	3,00,000	
Net Sales		32,00,000
Less - Cost of Goods Sold	10,00,000	
- Administrative Expense	700,000	
- Office Expense	4,00,000	
Gross Income		11,00,000
Less - Interest	3,50,000	
- TAX	1,50,000	
Net Income		7,00,000

Balance Sheet (showing assets and liabilities)

Assets	Amount (NRs)	Amount (NRs)	Liability	Amount (NRs)	Amount (NRs)
Current Assets			Current Liabilities		
Cash	3,00,000		Account Payable	200,000	
Account Receivable	8,00,000		Other Current Liabilities	3,00,000	
Inventory	15,00,00				
Total Current Assets		26,00,000	Total Current Liabilities		5,00,000
Fixed Assets			Long Term Liability		
Equipment	20,00,000		Loan	15,00,000	
Vehicle	10,00,000				
Total Fixed Assets		30,00,000	Total Long Term Liabilities		15,00,000

Particulars	Industry Mean/ Standard/ Benchmark
Acid Test Ratio	2
Inventory Turnover Ratio	2 times
Account Receivable Ratio	3
Profit Margin Ratio	30%

Calculate and interpret briefly the following ratios:

- Acid Test ratio [2]
- Inventory Turnover Ratio [2]
- Account Receivable Ratio [2]
- Profit Margin Ratio [2]