Rajiv Gandhi University of Health Sciences, Karnataka

VI Semester Bachelors in Hospital Administration Degree Examination - 29-May-2024

Time: Three Hours **Max. Marks: 80 Marks**

HOSPITAL ADMINISTRATION
MATERIAL PLANNING AND MANAGEMENT - (RS)
Q.P. CODE: 3249

Your answers should be specific to the questions asked
Draw neat, labeled diagrams wherever necessary

LONG ESSAYS (Answer any Two) **2 x 10 = 20 Marks**

1. What is stores documentation and explain the documents used for stores recording?
2. What is contract administration? Plan contract administration for dietary services for a 500-bed multi speciality hospital
3. Define purchasing. Explain the principles and factors of material purchasing

SHORT ESSAYS (Answer any Eight) **8 x 5 = 40 Marks**

4. What is the role and responsibilities of Purchase Officer?
5. Write a note on imports of equipments and medicines for hospitals
6. Relevance of material management to hospital
7. Explain the concept of letter of credit
8. Explain briefly purchasing procedure
9. Write a note on Sale of Goods Act
10. Stock verification
11. Management needs in blood bank
12. Write about Total Quality Management
13. Explain the essential conditions of a valid contract

SHORT ANSWERS (Answer any ten) **10 x 2 = 20 Marks**

14. What is lead time?
15 Relevance of material management to hospital
16. Define procurement
17. What is material planning?
18. What is quality assurance in equipment maintenance?
19. What is buffer stock?
20. What is purchase cycle?
21. Discuss inventory control techniques
22. What is economic order quantity?
23. List out the advantages of codification of stock
24. Write the principles of storage
25. What is the importance of Drug Control Act?

Rajiv Gandhi University of Health Sciences, Karnataka

VI Semester Bachelors in Hospital Administration Degree Examination - 12-Jun-2024

Time: Three Hours **Max. Marks: 80**

MANAGEMENT ACCOUNTING IN HEALTHCARE - (RS)

Q.P. CODE: 3251

(QP contains two pages)

Your answers should be specific to the questions asked
Draw neat, labeled diagrams wherever necessary

LONG ESSAYS (Answer any Two) **2 x 10 = 20 Marks**

1. **Calculate the following**
   a) **EPS**
   b) **Current ratio**
   c) **Liquid ratio**
   d) **Debt-equity ratio**
   e) **Gross profit ratio**

2. Management accounting has evolved to meet the needs of management. Discuss
3. A business budget is a dynamic concept. Explain the statement in the light of essentials of a good budget

SHORT ESSAYS (Answer any Eight) **8 x 5 = 40 Marks**

4. From the following calculated
   a) Contribution
   b) P/V ratio
   c) BEP
   d) Profit when sales are Rs.4,00,000

   Sales – Rs.3,50,000
   Variable cost – Rs.1,50,000
   Fixed cost – Rs.50,000

5. What are the objectives of financial statement analysis?
6. What is the different classification of ratios?
7. State the usefulness of marginal costing
8. Differentiate between fund flow statement and cash flow statement
9. Differentiate between common size and comparative financial statement
10. Write a note on long term and short term solvency ratio
11. What is zero budgeting? Explain process
12. Differentiate between management accounting and cost accounting
13. What are the different tools and techniques used in financial statement analysis?

Rajiv Gandhi University of Health Sciences, Karnataka

SHORT ANSWERS (Answer any ten) **10 x 2 = 20 Marks**

14. Define the term financial statement analysis
15 How cash flow from financing activity is calculated?
16. What are the disadvantages of fixed budget?
17. How is debt-equity ratio calculated?
18. How is fund from operation calculated?
19. Write a note on stock turnover ratio
20. What are the assumptions of break-even point?
21. What is CVP analysis?
22. How is profit volume ratio and margin of safety calculated?
23. What are the limitations of management accounting?
24. Write a note on trend analysis
25. What are the roles of management accountant?

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Rajiv Gandhi University of Health Sciences, Karnataka

VI Semester Bachelors in Hospital Administration Degree Examination - 14-Jun-2024

Time: Three Hours **Max. Marks: 80 Marks**

HOSPITAL RELATED LAW - (RS)

Q.P. CODE: 3252

Your answers should be specific to the questions asked
Draw neat, labeled diagrams wherever necessary

LONG ESSAYS (Answer any Two) **2 x 10 = 20 Marks**

1. Who is an employee? Explain the relevance of Employees Provident Fund Act.
2. **Define goods. Briefly explain Sale of Goods Act.**
3. Discuss the features of Medical establishment act.

SHORT ESSAYS (Answer any Eight) **8 x 5 = 40 Marks**

4. Write a note on features of Indian Evidence Act.
5. Discus the relevance of consumer protection act in health care.
6. What are the benefits of workmen compensation act?
7. **Enumerate ethical guidelines of biomedical research**
8. Discuss about the steps involved in registering dying declaration.
9. Describe biomedical waste management rule.
10. Write a note on payment of gratuity act.
11. Enumerate the methods for resolving disputes.
12. Discuss pharmacy act.
13. Discuss about Poison Act 1919.

SHORT ANSWERS (Answer any ten) **10 x 2 = 20 Marks**

14. Mention the importance of maternity benefit act.
15 Define agreement.
16. What is disablement?
17. Differentiate between offer and acceptance.
18. Define tort.
19. **Importance of consent for termination of pregnancy.**
20. Define employer.
21. Mention the types of donors.
22. What is transplantation?
23. Significance of ethics in healthcare.
24. Importance of fundamental rights and duties.
25. What is voidable contract?

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Rajiv Gandhi University of Health Sciences, Karnataka

VI Semester Bachelors in Hospital Administration Degree Examination - 14-Jun-2024

Time: Three Hours **Max. Marks: 80 Marks**

HOSPITAL RELATED LAW - (RS)
Q.P. CODE: 3252

Your answers should be specific to the questions asked
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Rajiv Gandhi University of Health Sciences, Karnataka

VI semester Bachelors in Hospital Administration Degree Examination – 21-Nov-2024

Time: Three Hours **Max. Marks: 80 Marks**

Cost and Management Accounting
Q.P. CODE: 1321
(QP contains two pages)

Your answers should be specific to the questions asked.
Draw neat, labeled diagrams wherever necessary

LONG ESSAYS (Answer any Two) **2 x 10 = 20 Marks**

1. What is costing? Explain methods of costing and techniques of cost control
2. What is ratio analysis? Briefly discuss importance and practical problems on ratio analysis
3. A factory has three production and two service departments in the overhead departmental distribution summary shows the following

Department	Amount in Rs
A	650000
B	600000
C	500000
P	120000
Q	100000

The service department expenses are allotted on a percentage basis as follows

	Production department			Service department	
	A	B	C	P	Q
P	30	40	15	-	15
Q	40	30	25	5	-

Show how the two service departments are to be charged to production department under repeated distribution and simultaneous equation method

SHORT ESSAYS (Answer any Eight) **8 x 5 = 40 Marks**

4. Write a note on methods of pricing material issues
5. Describe classification of overheads
6. Write a note on elements of cost
7. In a manufacturing company a material is used as follows

Maximum consumption	12000 units per week
Minimum consumption	4000 units per week
Normal consumption	8000 units per week
Reorder quantity	48000 units
Reorder time period	4 weeks to 6 weeks

Calculate: a) Reorder level b) Minimum stock level c) Maximum stock level d) Average stock level

8. From the following particulars, calculate total amount of wages payable under Halsey plan and Rowan premium plan

Standard time	12 hours
Wage rate per hour	Rs.6
Time taken	10 hours

9. Write a note on cost accounting and financial accounting
10. Explain contract costing
11. Explain inventory control techniques
12. Write a note on remuneration methods
13. The following transaction took place in respect of a material item

July 1	Opening stock 500 units at Rs.20 each
July 4	Purchased 400 units at Rs.21 each
July 6	Issued 600 units
July 8	Purchased 800 units at Rs.24 each
July 9	Issued 500 units
July 13	Issued 300 units
July 24	Purchased 500 units at Rs.25 each
July 28	issued 400 units

From the above, prepare store ledger account using weighted average method

SHORT ANSWERS (Answer any ten) **10 x 2 = 20 Marks**

14. What is standard costing?
15. What is an overhead?
16. What is process costing?
17. Define costing
18. What is wastage and scrap?
19. What is idle time?
20. What is cost centre?
21. What is marginal costing?
22. What is mean by prime cost?
23. What is meant by Fringe benefits?
24. **List any two uses of cost accounting**
25. What is over absorption and under absorption of overheads?

Rajiv Gandhi University of Health Sciences, Karnataka

VI Semester Bachelors in Hospital Administration Degree Examination – 21-Nov-2024

Time: Three Hours **Max. Marks: 80**

HOSPITAL ADMINISTRATION
MATERIAL PLANNING AND MANAGEMENT - (RS)
Q.P. CODE: 3249

Your answers should be specific to the questions asked
Draw neat, labeled diagrams wherever necessary

LONG ESSAYS (Answer any Two) **2 x 10 = 20 Marks**

1. Explain the concept of materials management with regard to hospitals
2. Import of equipments and medicines for hospitals
3. Briefly explain the principles of storage and stores accounting

SHORT ESSAYS (Answer any Eight) **8 x 5 = 40 Marks**

4. Explain inventory control techniques
5. Explain the purchase methods
6. Describe the principles and methods of quality control
7. Describe the model contract for security and ambulance services
8. Write a brief note on the management of blood bank
9. Explain in detail the stock verification in general stores
10. Explain on integrated approach to material management
11. Explain the drug control act in respect to purchase activities
12. Describe the objectives of material planning
13. Explain the purchasing procedure in hospitals

SHORT ANSWERS (Answer any ten) **10 x 2 = 20 Marks**

14. Meaning of materials management
15 Store's location
16. Importance of inventory control
17. Sale of goods Act
18. Purchasing policy
19. Material supplier
20. Logistics management
21. Letter of Credit (LOC)
22. Material tenders
23. Indents of materials
24. Inventory management
25. Stock outs in stores

Rajiv Gandhi University of Health Sciences, Karnataka

VI Semester Bachelors in Hospital Administration Degree Examination – 28-Nov-2024

Time: Three Hours **Max. Marks: 80**

ORGANIZATIONAL BEHAVIOR

Q.P. CODE: 1322

Your answers should be specific to the questions asked
Draw neat, labeled diagrams wherever necessary

LONG ESSAYS (Answer any Two) **2 x 10 = 20 Marks**

1. Explain McClelland theory of motivation in detail
2. What is motivation? Describe Herzberg's two factor theory and McGregor's theory X and theory Y
3. Describe Organizational changes. Explain resistance confronted by management during organizational change

SHORT ESSAYS (Answer any Eight) **8 x 5 = 40 Marks**

4. Write a note on Attitudes
5. Brief down the various styles of leadership
6. Write a note on organizational structures
7. Explain Maslow's need hierarchy theory
8. Briefly describe the determinants of personality
9. Explain the steps in organizational behavior modification
10. Explain the factors influencing organizational change
11. What is perception? Explains the process of perception
12. What is group dynamics? Outline the features of group dynamics
13. Define Leadership. Explain formal and informal leadership

SHORT ANSWERS (Answer any ten) **10 x 2 = 20 Marks**

14. Define Emerging Organization
15 Define learning
16. What is motivation?
17. Interpersonal conflict
18. Define group dynamics
19. Define group size
20. Types of informal groups
21. Define Autocratic leadership
22. Interpersonal perception
23. Organizational reward system
24. Resistance to organizational change
25. Define Organization development

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Rajiv Gandhi University of Health Sciences, Karnataka

VI semester Bachelors in Hospital Administration Degree Examination – 04-Dec-2024

Time: Three Hours **Max. Marks: 80 Marks**

MARKETING MANAGEMENT
Q.P. CODE: 1323

Your answers should be specific to the questions asked
Draw neat, labeled diagrams wherever necessary

LONG ESSAYS (Answer any Two) **2 x 10 = 20 Marks**

1. Explain in detail the recent trends in marketing.
2. What is pricing? Explain briefly the pricing strategies and what are the factors influencing it?
3. What is sales promotion? Explain the different tools used in sales promotion with suitable examples.

SHORT ESSAYS (Answer any Eight) **8 x 5 = 40 Marks**

4. Explain various concepts of marketing.
5. Explain the factors influencing consumer buying behaviours.
6. What is product? Discuss the classification of products.
7. Explain the new product development process.
8. Explain the different types of distribution process.
9. Explain the different components of service marketing mix with suitable examples.
10. Explain in detail techniques of organizing marketing research.
11. Write a note on marketing environment.
12. Explain briefly concept of market targeting and positioning.
13. Discuss the bases of segmentation.

SHORT ANSWERS (Answer any ten) **10 x 2 = 20 Marks**

14. What is market information system?
15 What are the stages of product life cycle?
16. What is differentiated marketing?
17. What is E business?
18. Role of public relation officer.
19. Limitations of marketing research.
20. What is virtual marketing?
21. What is product differentiation?
22. What is branding?
23. Scope of mobile marketing.
24. What is retailing?
25. What is concept of marketing and virtual marketing?

Rajiv Gandhi University of Health Sciences, Karnataka

VI Semester Bachelors in Hospital Administration Degree Examination – 06-Dec-2024

Time: Three Hours **Max. Marks: 80 Marks**

HOSPITAL RELATED LAW
Q.P. CODE: 1324

Your answers should be specific to the questions asked
Draw neat, labeled diagrams wherever necessary

LONG ESSAYS (Answer any Two) **2 x 10 = 20 Marks**

1. Detail in brief about Medical Termination of Pregnancy Act.
2. Discuss the objectives of the Industrial Disputes Act, 1947. Explain the provisions regarding Lay-off and Retrenchment under the Act.
3. Critically examine the Maternity Benefit Act, 1961 and the benefit to the workforce of the healthcare industry under the Act.

SHORT ESSAYS (Answer any Eight) **8 x 5 = 40 Marks**

4. Describe the organ transplantation act.
5. What is acceptance? How can an offer be accepted? Who can accept an offer?
6. Explain law of contract.
7. Explain consumer protection act.
8. Write a note on general rules of law of tort.
9. Discuss the scope and coverage of the payment of wages Act,1936
10. What are the main provisions of Pre-Natal Diagnostic Technique Act, 1994?
11. Central birth and death registration act.
12. Examine the relevance of minimum wages act in hospitals.
13. Define the following terms as used in the EPF Act, 1952: a) Controlled Industry b) Exempted Employee c) Contributions

SHORT ANSWERS (Answer any ten) **10 x 2 = 20 Marks**

14. What is a void contract?
15. Define consent.
16. What is the purpose of the MTP act?
17. Define still birth.
18. Define consideration.
19. What is the time limit for payment of wages?
20. Who is eligible for maternity benefit?
21. Define trade dispute.
22. What is partial disablement?
23. What is magic remedy?
24. Mention the types of donors.
25. Explain the concept of standing orders.

Rajiv Gandhi University of Health Sciences, Karnataka

VI Semester Bachelors in Hospital Administration Degree Examination - 28-Nov-2024

Time: Three Hours **Max. Marks: 80**

MARKETING MANAGEMENT IN HEALTH CARE - (RS)

Q.P. CODE: 3250

Your answers should be specific to the questions asked
Draw neat, labeled diagrams wherever necessary

LONG ESSAYS (Answer any Two) **2 x 10 = 20 Marks**

1. What is pricing? Explain briefly the pricing strategies
2. Discuss the role and importance of channels of distribution in service marketing
3. Define consumer behaviour. Briefly explain the buying characteristics that influence consumer behaviour

SHORT ESSAYS (Answer any Eight) **8 x 5 = 40 Marks**

4. Requisites of marketing research
5. Various factors that contributing to a products decline stage
6. How can we develop effective advertising programmes?
7. Requisites of a sound marketing segmentation
8. Explain personal selling and sales promotion activities for health care services
9. Write a note on importance and types of packaging materials used
10. Write a short note on scope and nature of marketing
11. Write a note on public relation with suitable example from hospital
12. What are the different concepts of marketing?
13. Explain the stages of buying decision process

SHORT ANSWERS (Answer any ten) **10 x 2 = 20 Marks**

14. What is virtual marketing?
15. What is customised marketing?
16. What is targeting?
17. What is product mix, length and width?
18. Sales promotion in hospital
19. What is undifferentiated marketing?
20. What is societal marketing concept?
21. What is micro environment?
22. Limitations of marketing research
23. What is digital marketing?
24. Social media in hospital marketing
25. What is relationship marketing?

Rajiv Gandhi University of Health Sciences, Karnataka

VI Semester Bachelors in Hospital Administration Degree Examination - 04-Dec-2024

Time: Three Hours **Max. Marks: 80**

MANAGEMENT ACCOUNTING IN HEALTHCARE - (RS)

Q.P. CODE: 3251

(QP contains two pages)

Your answers should be specific to the questions asked
Draw neat, labeled diagrams wherever necessary

LONG ESSAYS (Answer any Two) **2 x 10 = 20 Marks**

1. A company working at 50% capacity manufactures 10000 units of a product. At 50% capacity the product cost is Rs.180 and sales price is Rs.200. The breakup of the cost is as below:

	Cost per unit
Material	100
Wages	30
Factory	30 (40% fixed)
Administrative overheads	20 (50% fixed)

At 60% working raw material cost goes up by 2% and sales price falls by 2%. At 80% working the raw materials cost increases by 5% and sales price decreases by 5%. Prepare a statement to show profitability at 60% and 80% capacity

2. What do you understand by analysis and interpretation of financial statements? Explain the methods of financial statements analysis

3. Define budgetary control. Discuss the classification of budgets

SHORT ESSAYS (Answer any Eight) **8 x 5 = 40 Marks**

4. Explain the role and scope of management accounting

5. What is ratio analysis? Explain different types of ratios

6. Explain the schedule of changes in working capital and fund flow statement

7. From the following information find out PV ratio, BEP and margin of safety

Sales	100000
Total cost	80000
Fixed cost	20000
Net profit	20000

8. Prepare a statement of changes in working capital from the following balance sheet

Liabilities	2020	2021	Assets	2020	2021
Equity capital	500000	500000	Fixed assets	600000	700000
Debentures	370000	450000	Long term investments	200000	100000
Tax payable	77000	43000	Work in progress	80000	90000
Accounts payable	96000	192000	Stock in trade	150000	225000
Interest payable	37000	45000	Accounts receivable	70000	140000
Dividend payable	50000	35000	Cash	30000	10000
	1130000	**1265000**		**1130000**	**1265000**

9. Explain common size statements and trend analysis

10. Following is the balance sheet of a company as on 31st March:

Liabilities	Amount (Rs.)	Assets	Amount (Rs.)
Share capital	40000	Plant and machinery	24000
Capital reserve	8000	Land and building	40000
8% loan on mortgage	32000	Furniture & fixtures	16000
Creditors	16000	Stock	12000
Bank overdraft	4000	Debtors	12000
Taxation	8000	Investments	4000
P/L account	12000	Cash in hand	12000
	120000		**120000**

Compute (a) Current ratio (b) Quick ratio (c) Debt equity ratio (d) Proprietary ratio

11. Differentiate between fund flow and cash flow statement

12. **Explain the relationship between financial accounting, cost accounting and management accounting**

13. What is marginal costing? Explain features and assumptions of marginal costing

SHORT ANSWERS (Answer any ten) **10 x 2 = 20 Marks**

14. Define management accounting
15 What are the limitations of ratio analysis?
16. What are the uses of break –even analysis?
17. Budgeting Vs forecasting
18. Name the basic financial statements
19. What is the PV ratio?
20. What are the objectives of management accounting?
21. What is a flexible budget?
22. State the role of management accountant
23. Define budget
24. What is gross profit and net profit ratio?
25. What do you mean by budgetary control?

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Rajiv Gandhi University of Health Sciences, Karnataka

VI Semester Bachelors in Hospital Administration Degree Examination - 06-Dec-2024

Time: Three Hours **Max. Marks: 80 Marks**

HOSPITAL RELATED LAW - (RS)

Q.P. CODE: 3252

Your answers should be specific to the questions asked
Draw neat, labeled diagrams wherever necessary

LONG ESSAYS (Answer any Two) **2 x 10 = 20 Marks**

1. What is informed consent? Enumerate different types of consent? When do you say the consent in valid?
2. Explain PCPNDT Act in detail.
3. Who is donor? Explain about transplantation of Human Organs Act.

SHORT ESSAYS (Answer any Eight) **8 x 5 = 40 Marks**

4. Explain about treatment and disposal of biomedical waste.
5. Enumerate the considerations under Mental Health Act.
6. Discuss the features of Maternity Benefit Act.
7. What is medical negligence? Explain about medical negligence act.
8. What are the considerations under fire safety rule? Explain.
9. Describe code of medical ethics.
10. Discuss the benefits of Trade Union Act for an employee.
11. Write a note on significance of Narcotics and Psychotropic Substances Act.
12. **What are the necessary requirements for a valid contract?**
13. Discuss the features of payment of Wages Act.

SHORT ANSWERS (Answer any ten) **10 x 2 = 20 Marks**

14. What are strikes and lockouts?
15. What are industrial disputes?
16. Define layoff.
17. Mention the objectives of Income Tax Act.
18. What are values and norms?
19. When compensation is not payable?
20. What are the benefits of Minimum Wages Act?
21. Enlist the rights of a consumer.
22. What is service and wages?
23. **State Consumer Court**
24. Enlist the medical services covered under Consumer Protection Act.
25. What are the remedies for medical negligence?