

Seat No.	
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B.B.A. (Semester - I) (New) (CBCS) Examination: March/April-2024
Principles of Management – I (BBA0101)

Day & Date: Sunday, 12-05-2024
 Time: 03:00 PM To 05:00 PM

Max. Marks: 40

- Instructions:** 1) All questions are compulsory.
 2) Figures to the right indicates full marks.
 3) Use of Calculator is allowed.

Q.1 A) Multiple choice questions.

08

- 1) A process of searching for prospective employees and stimulating them to apply for jobs in an organization.
 - a) Selection
 - b) Recruitment
 - c) Placement
 - d) On-boarding
- 2) Which of the following types of compensation is not a direct compensation?
 - a) Wages
 - b) Salaries
 - c) Commission
 - d) Training
- 3) The element that aims at integrating group efforts to achieve group objectives is called _____.
 - a) Coordination
 - b) Management
 - c) Directing
 - d) Cooperation
- 4) Management is not _____.
 - a) A pure science
 - b) An art
 - c) Art and Science both
 - d) An applied science
- 5) What is a basic function of a manager?
 - a) Thinking
 - b) Planning
 - c) Controlling
 - d) None of these
- 6) How many levels of management does an organization have in a general sense?
 - a) One
 - b) Two
 - c) Three
 - d) None of these
- 7) Which of the following is not an aim of performance appraisal?
 - a) Personal Development
 - b) Work satisfaction
 - c) Training
 - d) None of these
- 8) Which of the following is not an external source of recruitment?
 - a) Campus recruitment
 - b) Promotion
 - c) Casual callers
 - d) Direct recruitment

B) Explain the following concepts.

04

- 1) Explain the concept of Planning.
- 2) Explain the concept of Recruitment.

- Q.2 Attempt any two.** **06**
- a) Explain the Importance of management.
 - b) Explain the Features of Planning.
 - c) Explain the Need of Performance Appraisal.
- Q.3 Explain the different Levels of Management and its functions.** **10**
- Q.4 Answer any one.** **12**
- a) Explain the different types of Training.
 - b) What are the various steps in planning process.

- Q.3** Draft a sales letter for promoting your new comfortable footwear. **10**
- Q.4** a) Explain various barriers to communication. **12**
- OR**
- b) Explain written communication and Oral communication with their merits and demerits.

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B.B.A. (Semester - I) (New) (CBCS) Examination: March/April-2024
Accounting for Business - I (BBA0103)

Day & Date: Monday, 15-04-2024
 Time: 03:00 PM To 05:00 PM

Max. Marks: 40

- Instructions:** 1) All questions are compulsory.
 2) Figures to the right indicate full marks.
 3) Use of soundless non-scientific calculator is allowed.
 4) Wherever necessary, working notes should from part of the answer.

Q.1 A) Multiple-choice questions.

08

- 1) Purchase of animals for cash should be debited to _____.
 a) Livestock A/c b) Goods A/c
 c) Cash A/c d) Bank A/c
- 2) Any entry recorded on both sides of Cash book is known as _____ entry.
 a) opening b) rectifying
 c) transfer d) contra
- 3) Land account is an example of _____.
 a) Liability A/c b) Asset A/c
 c) Capital A/c d) None of these
- 4) Carriage inward is debited to _____.
 a) Trading b) Profit & loss
 c) Capital d) Bank
- 5) Unproductive wages is debited to _____ account.
 a) Trading b) Profit & loss
 c) Capital d) Bank
- 6) Depreciation is charged only on _____ assets.
 a) Fixed b) Current
 c) non-performing d) Fictitious
- 7) Every journal entry requires _____.
 a) casting b) posting
 c) narration d) prime entry
- 8) Accounts must be honestly prepared & they must disclose all material information is known as _____ concept.
 a) Entity b) Dual Aspect
 c) Cost d) Disclosure

B) Explain the following concepts.

04

- a) Intangible Assets
- b) Going concern concept

Q.2 Attempt any two

a) Classify the following accounts into Real Nominal & Personal:

Goodwill A/c	Drawings A/c	Sale of Scrap A/c
Plant & Machinery A/c	Commission A/c	Solapur Municipal Corporation A/c
Trademark A/c	Bank of Maharashtra A/c	Rent A/c
Loss on sale of Assets A/c	Laptop A/c	Sundry Income A/c
Furniture A/c	Carriage A/c	Legal Expenses A/c
Building A/c	Bad Debts A/c	Narendra A/c

b) Prepare personal account of Rohini from the following transactions:

July 2022	Transaction
1	Credit balance to Rohini's A/c Rs. 6,000
11	Purchased goods from Rohini on credit Rs. 11,000
16	Paid cash to Rohini Rs. 18,000
20	Sold goods to Rohini worth Rs. 12,000
25	Rohini returned goods worth Rs. 600
31	Cash received from Rohini Rs. 9,600

c) Journalize the following transaction in the books of Narendra:

March 2023	Transaction
1	Started business with cash Rs. 60,000
2	Purchased furniture Rs. 10,000
4	Purchased goods for Cash Rs. 25,000
5	Bought goods from Kamlesh Rs. 15,000
10	Paid cash to Kamlesh Rs. 15,000
16	Purchased goods from Sohan Rs. 6,000
18	Purchased goods from Sohan for cash Rs. 8,000
20	Paid office rent Rs. 1,000

Q.3 Solve the following.

Record the following transactions in the books of Aditya Traders:

May 2023	Transaction
1	Cash in hand Rs. 37,400
4	Cash received from Sakshi Rs. 25,000
5	Cash Purchases Rs. 25,000 at 12% TD
8	Invested in Shares Rs. 25,000
10	Paid for Sundry expenses Rs. 3,000
12	Paid life insurance premium Rs. 8,000
16	Received Dividend Rs. 2,000
20	Paid telephone bill Rs. 6,000
22	Received interest Rs. 1,000
25	Cash sale Rs. 25,000 at 20% TD
28	Paid electricity Rs. 4,500

Q.4 Answer any one of the following.

- a) From the following trial balance of Aditya Traders, prepare trading account profit and loss account and balance sheet as on 31 March 2018.

Particulars	Rs	Rs
	Debit	Credit
Opening Stock	32,750	
Purchases	55,000	
Sales		89,500
Purchase Return		2,630
Sales Return	4,480	
Royalty	4,000	
Wages & Salaries	8,000	
Office Salaries	11,000	
Bills Receivable	19,250	
Bills Payable		12,500
Office Equipment	20,000	
Motor Van	30,400	
Plant & Machinery	25,000	
Bad Debts	2,500	
Advertisement	6,000	
Cash In Hand	5,000	
Sundry Debtors	31,250	
RDD		1,000
Sundry Creditors		24,000
Capital		1,25,000
	2,54,630	2,54,630

Adjustment:

- 1) Closing stock as on 31st March 2018 was valued at Cost price Rs. 19,000 and the market price was Rs. 20,000
 - 2) Office salaries outstanding were Rs. 1,000
 - 3) Prepaid wages Rs. 1,000
 - 4) Provide depreciation @ 5%, 10% and 15% on Office equipment, Motor Van and Plant & Machinery.
- b) Madhuri Enterprise of Solapur purchased a Machinery on 01st April 2019 for Rs. 75,000. The scrap value of the machinery was estimated at Rs. 20,000 and its estimated life span is 15 years. The installation charges of the machinery were Rs. 5,000. Assuming that the books are closed on 31st March every year, prepare machinery account & depreciation account for the first three years.

- Q.3** What is Business Economics? Explain the features of Business Economics. **10**
- Q.4** **Answer any one of the following.** **12**
- a) Explain the types of elasticity of demand.
 - b) What is Monopolistic Competition? Explain the feature of Monopolistic Competition.

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**B.B.A. (Semester - I) (New) (CBCS) Examination: March/April-2024
Business Organisation & Environment – I (BBA0105)**

Day & Date: Saturday, 20-04-2024
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicates full marks.

Q.1 A) Fill in the blanks by choosing correct alternatives given below. 08

- 1) The activities which help in the smooth flow of trade are known as aids to _____.
a) trade
b) employees
c) customers
d) None of these
- 2) _____ industry is concerned with converting raw material into finishing product.
a) Primary
b) Secondary
c) Manufacturing
d) None of these
- 3) Co-operative means working together to make _____.
a) product
b) company
c) profit
d) None of these.
- 4) Wholesalers act as an important link between producer and _____.
a) retailer
b) customer
c) manufacturer
d) None of these.
- 5) _____ policy provides coverage up to a specified time, for instance, one year.
a) Time
b) Voyage
c) Valued
d) None of these.
- 6) _____ is often involved contracting out of business activities to an external provider.
a) Company
b) Outsourcing
c) Manufacturing
d) None of these.
- 7) _____ refers to negative external factors that are likely to create hurdles for a firm:
a) Opportunities
b) Warning
c) Threats
d) None of these
- 8) Purchasing goods from a foreign country is called _____.
a) Import
b) Entrepot
c) Export
d) Re-Export

B) Attempt any two.

04

- 1) Explain the concept of Business.
- 2) Explain the concept of Retail Trade.

- Q.2 Attempt any two.** **06**
- a) Explain the Functions of Warehousing.
 - b) Explain various types of Foreign Trade.
 - c) Explain various types of Cooperative Society.
- Q.3 Explain various types of Warehouses.** **10**
- Q.4 Answer any one of the following.** **12**
- a) What are the essential of a successful business.
 - b) Explain the Advantages & Disadvantages of Foreign Trade.

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Set **P**

B.B.A. (Semester - II) (New) (CBCS) Examination: March/April-2024
Principles of Management - II (BBA0201)

Day & Date: Friday, 05-04-2024
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

- Q.1 A) Choose the correct alternative from the following options.** **08**
- 1) Z theory is a Japanese approach of motivation developed by _____.
a) Mc Clelland b) William Ouchi
c) Alderfer d) Mc Gregor
 - 2) Complete freedom for group or individual decision, with a minimum of leader participation is under _____.
a) autocratic style b) democratic style
c) free-rein style d) creative style
 - 3) The Management Grid Model of Leadership has concern for _____.
a) Process & Project b) People & Production
c) People & Plans d) Planning & Production
 - 4) According to Herzberg Theory, Hygiene factors are _____.
a) satisfiers b) maintenance factors
c) defectors d) all of these
 - 5) _____ is exercised during the operation of a programme.
a) Feedforward Control b) Feedback Control
c) Concurrent Control d) Strategic Control
 - 6) _____ is a process of stimulating employees to get desired results.
a) Motivation b) Communication
c) Controlling d) Planning
 - 7) _____ is a Non-financial incentive of Motivation.
a) Incentives b) Recognition
c) Bonus d) Stock-option
 - 8) _____ is a force that binds all the functions of management.
a) Cooperation b) Coordination
c) Motivation d) Controlling
- B) Explain the following concepts.** **04**
- 1) Motivation
 - 2) Coordination
- Q.2 Write Short Notes. (Any Two)** **06**
- a) Need for Coordination
 - b) Management Grid
 - c) Functions of Leader

Q.3 What is Controlling? State and explain the various steps in Control process. **10**

Q.4 a) Explain Maslow's Need Hierarchy Theory of motivation. **12**

OR

b) Define Leadership. Explain in detail the various Leadership styles.

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B.B.A. (Semester - II) (New) (CBCS) Examination: March/April-2024
Business Communication - II (BBA0202)

Day & Date: Wednesday, 10-04-2024
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
 2) Figures to the right indicate full marks.

Q.1 A) Multiple choice question. 08

- 1) Communication between HR manager and Finance manager is an example of _____.
 a) Downward communication b) Upward communication
 c) Diagonal communication d) Horizontal communication
- 2) _____ is a systematic oral exchange of information, views and opinions about a topic, issue, problem or situation among members of a group who share certain common objectives.
 a) Presentation b) Group discussion
 c) Group interview d) All of these
- 3) _____ is a discussion or informational website published on the World Wide Web consisting of discrete, often informal diary-style text entries (posts).
 a) Presentation b) Group discussion
 c) Group interview d) Blog
- 4) Evaluation Parameters of Group discussion includes _____.
 a) Personality b) Communication
 c) Leadership d) All the above
- 5) Informal communication is otherwise known as _____ communication.
 a) Grapevine b) Lateral
 c) Visual d) Horizontal
- 6) Audio Visual communication combines _____.
 a) Auditory only b) Visual only
 c) Both auditory & visual d) Written
- 7) Horizontal communication flows through _____.
 a) Face-to-face discussion b) Telephonic talk
 c) Periodical meeting d) All the above
- 8) Suggestions are the example of _____.
 a) Downward communication b) Upward communication
 c) Diagonal communication d) Horizontal communication

B) Explain the following concepts. 04

- 1) Public speaking
- 2) Formal communication

- Q.2 Write Short Notes. (Any Two)** **06**
- a) Social media
 - b) Explain preparation for Interview
 - c) Comment on Press Conference
- Q.3 Explain Formal Channels of communication.** **10**
- Q.4 Answer any one of the following.** **12**
- a) Explain in detail types of Interviews.
 - b) Explain in detail principles of effective oral communication.

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B.B.A. (Semester - II) (New) (CBCS) Examination: March/April-2024
Accounting for Business - II (BBA0203)

Day & Date: Saturday, 13-04-2024
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

- Instructions:** 1) All questions are compulsory.
 2) Figures to the right indicate full marks.
 3) Use of Soundless non-scientific calculator is allowed.

Q.1 A) Multiple choice questions. 08

- 1) The main objective of cost accounting is _____.
 a) Recording cost b) Cost control
 c) Fixing selling price d) Maximising profit
- 2) An example of a production overhead would be _____.
 a) Material b) Rent
 c) Labour cost d) Supervisory cost
- 3) In which of the following plans, time wages are not guaranteed _____.
 a) Halsey b) Taylor
 c) Rowan d) Gantt
- 4) The amount of change in the total cost of production arising from the manufacturing of one additional unit is called _____.
 a) Marginal cost b) Differential cost
 c) Abnormal cost d) Uncontrollable cost
- 5) FIFO stands for _____.
 a) First in First out b) First in First out
 c) First out First in d) None of these
- 6) The value of closing stock approximates to the market value under _____.
 a) FIFO b) LIFO
 c) NIFO d) HIFO
- 7) If Direct material Rs. 1,00,000, Direct Labour Rs. 50,000 and Direct Expense Rs. 20,000 then Prime cost is Rs. _____.
 a) 1,70,000 b) 1,00,000
 c) 1,30,000 d) 70,000
- 8) Contribution Rs. 10,000 and PVR = 50% then value of sales = Rs _____.
 a) 15,000 b) 20,000
 c) 5,000 d) 30,000

B) Explain the following concepts. 04

- 1) Marginal Costing
- 2) Minimum level

Q.2 Attempt any two of the following questions.

- a) From the following information, calculate economic order quantity:
- Annual consumption 48,000 units
 - Ordering cost per order Rs 180
 - Purchase price of input unit Rs 25
 - Annual Carrying cost 12%
- b) Compute the cost of raw materials purchased from the data given below:
- Opening stock of Raw material Rs 10,000
 - Closing stock of raw material Rs 15,000
 - Expenses of purchases Rs 5,000
 - Direct wages Rs 50,000
 - Prime cost Rs 1,00,000
- c) Find out profit volume ratio if fixed cost is Rs 10,000 and breakeven sales are Rs 25,000.

Q.3 Solve the following.

Aditya Ltd. has provided you with the following information:

Particulars	Rs
Opening stock of Raw material	Rs 60,000
Opening stock of work in progress	Rs 12,000
Opening stock of Finished goods	Rs 90,000
Closing stock of raw material	Rs 50,000
Closing stock of work in progress	Rs 15,000
Closing stock of finished goods	Rs 1,10,000
Purchase of raw material	Rs 4,80,000
Wages paid	Rs 2,40,000
Factory Overheads	Rs 1,00,000
Administrative overheads	Rs 50,000
Selling & distribution overheads	Rs 25,000
Sales	Rs10,00,000

Prepare a statement showing Prime cost, Factory cost, Cost of goods sold, Net profit

Q.4 Answer any one of the following questions.

- 1) The following information calculate labour turnover rate by applying separation method, replacement method & flux methods:
- No of workers at the beginning of the month - 500
 - No of workers at the end of the month - 600
- During the month, 5 workers left, 20 persons were discharged, and 75 workers were recruited. Of these, 10 workers were recruited in the vacancies of those leaving, while the rest were engaged for an expansion scheme.

- 2) Solapur Ltd. furnishes the following store transaction for April 2021:

Date	Particulars	
1	Opening balance	220 units @ Rs 9.00 each
4	Purchased	540 units @ Rs 9.10 per unit
5	Issued	280 units
10	Purchased	180 units @ Rs 8.90 each
16	Issued	160 units
18	Purchased	340 units @ Rs 10.20 each
25	Issued	200 units

Prepare store ledger using LIFO method

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**B.B.A. (Semester - II) (New) (CBCS) Examination: March/April-2024
Business Economics - II (BBA0204)**

Day & Date: Tuesday, 16-04-2024
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicates full marks.

Q.1 A) Multiple choice questions. 08

- 1) Macro Economics deals with the economic affairs in the _____.
a) Small
b) Tiny
c) Large
d) None of these
- 2) National income is subject matter of _____.
a) Macro Economics
b) Micro Economics
c) Labour Economics
d) Agricultural Economics
- 3) $NNP = G.N.P. -$ _____.
a) Depreciation
b) Personal Income
c) Profit
d) GST
- 4) National income is _____ concept.
a) Stock
b) Flow
c) Both a and b
d) None of these
- 5) Credit creation is the function of _____ bank.
a) Commercial
b) Central
c) NABARD
d) SEBI
- 6) Bank pays high rate of interest on _____ deposit.
a) Time
b) Saving
c) Current
d) Recurring
- 7) In _____ budget, government income is equal to government expenditure.
a) Balanced
b) Deficit
c) Surplus
d) Zero
- 8) Which of the following is example of direct tax?
a) Income tax
b) Corporation tax
c) Wealth tax
d) All of the above

B) Explain the following concepts. 04

- 1) Money
- 2) G.S.T.

Q.2 Write Short Note (Any two) 06

- a) Price Stability
- b) G.D.P.
- c) Central Bank

- Q.3** What is the Macro Economics? Explain the scope of Macro Economics. **10**
- Q.4** **Answer any one of the following.** **12**
- a) Explain the functions of Commercial Bank.
 - b) Explain the methods of measuring National Income.

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Set **P**

**B.B.A. (Semester - II) (New) (CBCS) Examination: March/April-2024
Business Organisation & Environment-II (BBA0205)**

Day & Date: Friday, 19-04-2024
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Choose the correct alternative from the following options. 08

- 1) _____ are resources and capabilities that can be used for competitive advantage.
 - a) Strengths
 - b) Weakness
 - c) Opportunities
 - d) None of these
- 2) Factors in the microenvironment are largely within the control of the _____.
 - a) employees
 - b) managers
 - c) organizations
 - d) None of these
- 3) A _____ economy like India is a planned economy.
 - a) Capitalist
 - b) Scholastic
 - c) Mixed
 - d) None of these
- 4) _____ Increases import & decreases exports.
 - a) Globalization
 - b) Privatization
 - c) Liberalization
 - d) None of these
- 5) _____ technology brought a huge change in electronic has devices.
 - a) Information
 - b) R&D
 - c) Customer needs
 - d) None of these
- 6) Distribution system should make goods easily available to avoid _____.
 - a) Quality
 - b) artificial
 - c) natural
 - d) None of these
- 7) Company should provide a fair return on the investment made by _____.
 - a) Government
 - b) Shareholders
 - c) managers
 - d) None of these
- 8) The environment factors change _____.
 - a) regularly
 - b) slowly
 - c) rapidly
 - d) None of these

B) Explain the Following concepts. 04

- 1) Explain the concept of Legislature.
- 2) Explain the concept of Technology.

Q.2 Write short notes (any two) 06

- a) Explain the Impact of Economic Environment on Business
- b) Explain the various Political institutions.
- c) Explain the features of Business Environment.

- Q.3** Explain the Importance of Business Environment. **10**
- Q.4** **Answer any one of the following in brief.** **12**
- a) Explain the Social Responsibility of a Business towards Different Areas.
 - b) Explain the Dimensions of Business Environment.

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**B.B.A. (Semester - III) (New) (CBCS) Examination: March/April-2024
Research Methodology – I (BBA0301)**

Day & Date: Wednesday, 10-04-2024
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Multiple choice question. 08

- 1) _____ is a characteristic of population.
 - a) Statistic
 - b) Parameter
 - c) Mean
 - d) Variance
- 2) _____ scale is lowest level of measurement.
 - a) Nominal
 - b) Ordinal
 - c) Interval
 - d) Ratio
- 3) Data collected from other sources is called _____ data.
 - a) Primary
 - b) Secondary
 - c) Both Primary & Secondary
 - d) None of these
- 4) _____ is the process of describing some property of a phenomenon under study and assigning a numerical value to it.
 - a) Measurement
 - b) Rating
 - c) Scaling
 - d) None of these
- 5) _____ is the assignment of objects to numbers or semantics according to a rule.
 - a) Measurement
 - b) Rating
 - c) Scaling
 - d) None of these
- 6) _____ is the plan, structure and strategy of investigation conceived so as to obtain answers to research questions and to control variance.
 - a) Research Process
 - b) Research Design
 - c) Research Types
 - d) Sampling
- 7) _____ is a characteristic of sample.
 - a) Statistic
 - b) Parameter
 - c) Mean
 - d) Variance
- 8) A good research always starts with a good _____.
 - a) data
 - b) report
 - c) design
 - d) problem

B) Explain the following concepts. 04

- 1) Define research.
- 2) Define sampling.

Q.2 Write Short Notes/ Short answer/ Short Problem. (Any Two) 06

- a) Explain simple random sampling.
- b) Explain layout of report writing.
- c) Explain data and types of data.

- Q.3** Explain research process in detail. **10**
- Q.4** **Answer any one of the following.** **12**
- a) Explain sampling and types of sampling.
 - b) Explain types of research.

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**B.B.A. (Semester - III) (New) (CBCS) Examination: March/April-2024
Foundation of Human Skills - I (BBA0302)**

Day & Date: Saturday, 13-04-2024
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Fill in the blanks by choosing correct alternatives given below. 08

- If it is almost impossible to reach your goal then it is _____.
 - A realistic goal
 - an unrealistic goal
 - a short-term goal
 - a long-term goal
- _____ is one of the attributes of soft skill.
 - Negotiation Skills
 - Critical Thinking
 - Etiquettes
 - Creative Thinking
- In the Johari Window, the things that we know about ourselves and keep to ourselves represent our _____.
 - Hidden self
 - Open
 - half open
 - Blind
- Scope of Organizational/individual Behavior does not include _____.
 - Leadership
 - Perception
 - Job Design
 - Technology
- _____ of the following describes how Ability Emotional Intelligence and Trait Emotional Intelligence are different.
 - The way they are measured
 - The way they are conceptualized
 - The way they correlate with other constructs
 - all of the above
- _____ setting can be used to overcome weaknesses.
 - Mind
 - Time
 - Goal
 - Place
- Time management is most effective if _____.
 - Prioritize work
 - Only workout
 - Only thinking
 - New hobbies
- _____ Principle is also known as 80:20 rule.
 - Sherman
 - Pareto
 - Goodman
 - None of these

B) Explain Concept. 04

- Swot analysis
- Interpersonal Skills

Q.2 Write short notes. 06

- Self awareness through Johari window
- Importance of Emotional Intelligence
- 80:20 Rules

- Q.3** Define individual behavior. Explain its factors affecting individual behavior. **10**
- Q.4** What is Emotional Intelligence? Explain types and sources of emotions and moods. **12**

OR

Define stress? Explain various sources of Stress.

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B.B.A. (Semester - III) (New) (CBCS) Examination: March/April-2024
International Business - I (BBA0303)

Day & Date: Tuesday, 16-04-2024
 Time: 09:00 AM To 11:00 AM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
 2) Figures to the right indicate full marks.

Q.1 A) Multiple choice Questions.**08**

- 1) The IEC number is issued by the _____.
 - a) Central Government
 - b) State Government
 - c) Director General of Foreign Trade
 - d) None of these
- 2) The Director General of Foreign Trade is appointed by _____.
 - a) Central Government
 - b) State Government
 - c) Ministry of Commerce
 - d) None of these
- 3) _____ refers to the policy measures adopted by a country with reference to its exports and imports.
 - a) EXIM Policy
 - b) Economic Policy
 - c) Fiscal Policy
 - d) Monetary Policy
- 4) ASEAN summits 2019 held in _____.
 - a) Singapore
 - b) Thailand
 - c) Malaysia
 - d) India
- 5) How many members are in the ASEAN?
 - a) 20
 - b) 15
 - c) 10
 - d) 5
- 6) Where is the headquarters of BRICS?
 - a) Shanghai
 - b) Mosco
 - c) New Delhi
 - d) Mumbai
- 7) Where is the headquarters of the EU?
 - a) Belgium
 - b) Netherlands
 - c) Greece
 - d) None of these
- 8) Quantitative import restrictions that limit the quantity of product being imported is called _____.
 - a) Embargo
 - b) Quota
 - c) Import tariff
 - d) Trade restriction

B) Explain the following concepts.**04**

- 1) Chamber of Commerce (COC)
- 2) Trade Barriers

Q.2 Write Short answer. (Any Two)**06**

- a) IIFT
- b) Free Trade Policy
- c) Comparative Cost Theory

- Q.3** Explain the modes of entry. **10**
- Q.4 Long Answer. (Any One)** **12**
- a) Define International Business. Explain the advantage & disadvantage of International Business.
 - b) Explain the objectives & implications of Foreign Trade Policy 2015 - 2020.

Seat No.	
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**B.B.A. (Semester - III) (New) (CBCS) Examination March/April-2024
Entrepreneurship Development & SME - I (BBA0304)**

Day & Date: Friday, 19-04-2024
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Fill in the blanks by choosing correct alternatives given below. 08

- 1) _____ entrepreneurs are one who introduce new goods inaugurate new method of production, discover new market.

a) Imitative	b) Innovative
c) Fabian	d) Drone
- 2) _____ is an internal source of idea generation for business.

a) Government	b) Distribution channel
c) Customer	d) R&D
- 3) Micro enterprises are more _____-intensive and less _____ intensive.

a) Capital, Labour	b) Labour, Material
c) Labour, Capital	d) None
- 4) _____ is an external source of idea generation for business.

a) R&D	b) Brainstorming
c) Consumers	d) Focus Group
- 5) Business Ideas can be generated from both _____ and _____ sources.

a) Top, Bottom	b) Internal, External
c) Short, Long	d) Close, Far
- 6) _____ appraisal is carried out to ascertain whether the product produced will be sold or not.

a) Financial	b) Technical
c) Market	d) Social
- 7) Accessibility of the available technology ensures _____ feasibility of the project.

a) Technical	b) Financial
c) Market	d) Economic
- 8) _____ entrepreneurs are characterised by a refusal to adapt opportunities to make changes in business.

a) Imitative	b) Innovative
c) Fabian	d) Drone

B) Explain the following concepts. 04

- 1) Intrapreneur
- 2) Fabian Entrepreneur

- Q.2 Write Short Notes. (Any Two)** **06**
- a) Functions of TCO
 - b) Intrapreneur Vs Manager
 - c) DIC
- Q.3 Explain Planning Commission Guidelines for formulation of a project report.** **10**
- Q.4 Answer any One of the following.** **12**
- a) Explain various factors affecting the Entrepreneurship growth.
 - b) Define Entrepreneur. Explain various characteristics of a good entrepreneur?

Seat No.	
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**B.B.A. (Semester - III) (New) (CBCS) Examination: March/April-2024
IT for Management – I (BBA0305)**

Day & Date: Monday, 22-04-2024
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Multiple Choose Questions: 08

- 1) Shortcut key CTRL + D is used to _____.
 - a) Open font dialog box
 - b) Open format cells dialog box
 - c) Shift current cell's value in the right cell
 - d) Fill down in the selection
- 2) _____ device is any piece of computer hardware equipment that converts information into human-readable form.
 - a) Output
 - b) Monitor
 - c) Input
 - d) All of the above
- 3) _____ memory is closer to the CPU.
 - a) Read Only Memory
 - b) Random Access Memory
 - c) Hard disk
 - d) Real Actual Memory
- 4) In Microsoft Word shortcut key CTRL+W is used for _____.
 - a) Open the print dialog box
 - b) update the current web page
 - c) Close the current window
 - d) none of these
- 5) _____ of the following is an example of page orientation.
 - a) Landscape
 - b) Subscript
 - c) Superscript
 - d) A4
- 6) _____ generation of computer started with using vacuum tubes as the basic components.
 - a) 1st
 - b) 2nd
 - c) 3rd
 - d) 4th
- 7) A PowerPoint design template is stored in any file with _____ extensions.
 - a) .potx
 - b) .pttx
 - c) .dtpx
 - d) .pmtx
- 8) Excel is a _____ program developed by Microsoft.
 - a) Spreadsheet
 - b) Document
 - c) Data management
 - d) All of the above

B) Explain the following concepts. 04

- 1) Applications of Computers
- 2) Mail Merge

Q.2 Write short notes. (Any Two) 06

- a) Basic block diagram of Computer
- b) Input devices
- c) Mail merge

- Q.3** What Computer memory? Explain its types. **10**
- Q.4 a)** What is Computer languages? Explain types of Computer Languages. **12**
- OR**
- b)** What is an Operating System? Explain important functions of an operating System.

Seat No.	
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**B.B.A. (Semester - III) (Old) (CBCS) Examination: March/April-2024
Research Methodology – I (19401301)**

Day & Date: Wednesday, 10-04-2024
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Multiple choice question. 08

- 1) The total number of items or units in any field of inquiry is defined as _____.
 - a) Customers
 - b) Universe
 - c) People
 - d) None of them
- 2) Company's success depends on how it creates value through customer _____.
 - a) understanding
 - b) satisfaction
 - c) knowledge
 - d) None of them
- 3) Which of the following is a type of non-probability sampling?
 - a) Quota
 - b) Cluster
 - c) Random
 - d) None of them
- 4) Marketing research is conducted in a _____.
 - a) marketplace
 - b) company
 - c) laboratory
 - d) None of them
- 5) Marketing research provides _____ to marketing managers.
 - a) data
 - b) storage
 - c) products
 - d) None of them
- 6) _____ is a characteristic of sample.
 - a) Statistic
 - b) Parameter
 - c) Mean
 - d) Variance
- 7) A good research always starts with a good _____.
 - a) data
 - b) report
 - c) design
 - d) problem
- 8) _____ is the highest level of measurement of scale.
 - a) Nominal
 - b) Ordinal
 - c) Interval
 - d) Ratio

B) Explain the following concepts. 04

- 1) Define report.
- 2) Define sampling.

Q.2 Write short note. (any two) 06

- a) Explain research design.
- b) Explain primary data.
- c) Explain nominal scale and ordinal scale.

Q.3 Prepare a questionnaire of Honda Activa service center asking feedback from customers about the service provided by them. **10**

Q.4 Explain types of research. **12**

OR

What are the sources of secondary data?

Seat No.	
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**B.B.A. (Semester - III) (Old) (CBCS) Examination: March/April-2024
Foundation of Human Skills - I (19401302)**

Day & Date: Saturday, 13-04-2024
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Choose correct alternative from the given alternatives. 08

- 1) Time management is most effective if _____.
 - a) prioritize work
 - b) only workout
 - c) only thinking
 - d) New hobbies
- 2) _____ is one of the attribute of soft skills.
 - a) Creative Thinking
 - b) Critical thinking
 - c) Communication skill
 - d) Technical skill
- 3) In SMART goal 'S' stands for _____.
 - a) Special
 - b) Specific
 - c) Smart
 - d) Sequential
- 4) _____ are caused by a specific event, are very brief, and are accompanied by distinct facial expressions.
 - a) Emotions
 - b) Perceptions
 - c) Attitudes
 - d) Moods
- 5) _____ Skills include the ability to leads, motivate & delegate.
 - a) Interpersonal
 - b) Selling
 - c) Time
 - d) None of these
- 6) _____ is the physical or mental tension caused by either excess of efforts or by conflicting situations.
 - a) Attitude
 - b) Stress
 - c) Body language
 - d) None of these
- 7) _____ area is known to self and known to others in Johari window.
 - a) Open
 - b) Blind
 - c) Hidden
 - d) Unknown
- 8) According to SWOT analysis, the analysis of Opportunities and Threat is part of _____.
 - a) Internal Environment
 - b) External Environment
 - c) Both a & b
 - d) None of the above

B) Explain the following concepts. 04

- 1) Soft skill
- 2) SMART Goals

Q.2 Write Short Notes. (Any Two) 06

- a) Johari Window
- b) Importance of Stress management
- c) Sources of Emotions and Moods

- Q.3 Long Answer** **10**
Define Individual Behaviour. Explain the factors affecting Individual Behaviour in detail?
- Q.4 Long Answer. (any One)** **12**
a) Define Soft Skills. Explain attributes of Soft skills in detail.
OR
b) Explain the importance of Time Management. How to manage time effectively?

**Seat
No.****B.B.A. (Semester - III) (Old) (CBCS) Examination: March/April-2024
International Business - I (19401303)**Day & Date: Tuesday, 16-04-2024
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.**Q.1 A) Multiple choice Questions.****08**

- 1) The IEC number is a number with _____.
 - a) 7 digits
 - b) 8 digits
 - c) 9 digits
 - d) 10 digits
- 2) The tenure of the foreign trade policy is _____.
 - a) 1 years
 - b) 2 years
 - c) 3 years
 - d) 5 years
- 3) Who heads the department of import export in India?
 - a) DGFT
 - b) WTO
 - c) W.B.
 - d) I.M.F.
- 4) _____ is the first step in the internationalization process.
 - a) Foreign investment
 - b) Sales
 - c) License
 - d) Import
- 5) Where is the head office of D.G.F.T.?
 - a) Delhi
 - b) Mumbai
 - c) Kolkata
 - d) Pune
- 6) FERA adopted in _____.
 - a) 1961
 - b) 1971
 - c) 1973
 - d) 1983
- 7) _____ refers to the tax imposed on imports.
 - a) GST
 - b) Tariffs
 - c) Subsidies
 - d) Imports quotes
- 8) How many members are in the ASEAN?
 - a) 20
 - b) 15
 - c) 10
 - d) 5

B) Explain the following concepts.**04**

- 1) IIFT
- 2) Free Trade Policy

Q.2 Write short answer. (Any Two)**06**

- a) Comparative Cost Theory
- b) Chamber of Commerce
- c) International Business

- Q.3** Explain the modes of entry. **10**
- Q.4** Explain the objectives & implications of Foreign Trade Policy 2015 - 2020. **12**
- OR**
- Explain protection trade policy. Explain its argument and against.

Seat No.	
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**B.B.A. (Semester - III) (Old) (CBCS) Examination March/April-2024
Entrepreneurship Development & SME – I (19401304)**

Day & Date: Friday, 19-04-2024
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Fill in the blanks by choosing correct alternatives given below. 08

- 1) _____ method is well known for creative problem solving and idea generation.
 - a) Interview
 - b) Survey
 - c) Brain storming
 - d) Sampling
- 2) An entrepreneur who undertakes trading activities and is not concerned with the manufacturing work is known as _____ entrepreneur.
 - a) Industrial
 - b) Trade
 - c) Agriculture
 - d) First-Generation
- 3) Intrapreneur is the person who performs their operation _____.
 - a) Independently
 - b) Dependently
 - c) Personal Investment
 - d) as other employees
- 4) Under _____ assistance Government of India has set up the trade centres to cater the marketing needs.
 - a) Marketing
 - b) Technical
 - c) Financial
 - d) All of these
- 5) _____ appraisal is carried out to ascertain whether the product produced will be sold or not.
 - a) Financial
 - b) Technical
 - c) Market
 - d) Social
- 6) Project Selection starts from where the Project _____ ends.
 - a) Appraisal
 - b) Presentation
 - c) Identification
 - d) Evaluation
- 7) Opportunities imply _____ situation to do something offered by circumstances.
 - a) Favourable
 - b) Unfavourable
 - c) Bad
 - d) Worse
- 8) 'Tax holidays' is a _____ assistance to promote small enterprises.
 - a) Marketing
 - b) Technical
 - c) Financial
 - d) Production

B) Explain the following concepts. 04

- 1) Project Report
- 2) Intrapreneur

Q.2 Write Short Notes. (Any Two) 06

- a) TCO
- b) Marketing Analysis
- c) Functions of NSIC

- Q.3** What is Business Opportunity? What are the various sectors having business opportunities? **10**
- Q.4** **Answer any One of the following.** **12**
- a) Define Entrepreneurship. Explain various factors affecting the Entrepreneurship growth.
 - b) Define SMEs. What is the role of SMEs in Indian Economy? Explain in detail.

Seat
No.**B.B.A. (Semester - III) (Old) (CBCS) Examination: March/April-2024
IT for Management – I (19401305)**Day & Date: Monday, 22-04-2024
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

- Instructions:** 1) All questions are compulsory.
2) Draw neat diagrams and give equations wherever necessary.
3) Figures to the right indicate full marks.
4) Use of logarithmic table and calculators allowed.
(At.Wts. :H=1, C=12, O=16, N=14, Na=23, Cl=35.5)

Q.1 A) Multiple choice Questions.**08**

- 1) Presentation software is Example of _____.
 - a) OS
 - b) System Software
 - c) Application Software
 - d) Platform Software
- 2) Which of the following is a part of the Central Processing Unit?
 - a) Printer
 - b) Key board
 - c) Mouse
 - d) Arithmetic & Logic unit
- 3) CD-ROM stands for _____.
 - a) Compactable Read Only Memory
 - b) Compact Data Read Only Memory
 - c) Compactable Disk Read Only Memory
 - d) Compact Disk Read Only Memory
- 4) MICR is _____ Device.
 - a) Input Device
 - b) Output Device
 - c) Software
 - d) Storage device
- 5) Plotter is _____.
 - a) Input Device
 - b) Output Device
 - c) Storage Device
 - d) Memory
- 6) Goal Seek facility/Option is Available in _____.
 - a) Microsoft word
 - b) Microsoft Excel
 - c) Microsoft Power Point
 - d) Access
- 7) C++ programming is _____.
 - a) Machine Language
 - b) Assembly Language
 - c) High level language
 - d) Linux
- 8) Which of the following formulas is not entered correctly?
 - a) = 10 + 50
 - b) = B7*B1
 - c) = B7 + 14
 - d) 10 + 50

B) Explain the following concepts.**04**

- 1) Draw a Block Diagram of Computer.
- 2) Define Output Device.

Q.2 Write Short Notes. (Any Two)**06**

- a) Bar Code Reader
- b) Filter Command in excel with steps.
- c) Dot Matrix Printer

- Q.3** Explain Scanner with Example. **10**
- Q.4** **Answer any one of the following.** **12**
- a) Explain Operating System with examples and functions.
 - b) Explain Design, Animation, Rehearse timing in PowerPoint with steps.

Seat No.	
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**B.B.A. (Semester - IV) (New) (CBCS) Examination: March/April-2024
Research Methodology-II (BBA0401)**

Day & Date: Sunday, 12-05-2024
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Multiple Choose Questions:

08

- 1) The relation between the correlation coefficient and regression coefficient is _____.
 - a) _____
 - b) _____
 - c) _____
 - d) None of these
- 2) If two variables changes in opposite direction and in proportion, then there is _____ correlation.
 - a) Positive
 - b) Negative
 - c) Zero
 - d) None of the above
- 3) Which measure of dispersion is based on two extreme values of ordered data?
 - a) Range
 - b) Variance
 - c) SD
 - d) All of these
- 4) Histogram is useful to determine graphically the value of _____.
 - a) Mean
 - b) Mode
 - c) Median
 - d) None of these
- 5) Sampling method is _____ as compare to census method.
 - a) Economical
 - b) Less time consuming
 - c) Both a) and b)
 - d) None of these
- 6) _____ price index number uses quantities in base period as weights.
 - a) Laspeyre's
 - b) Paasche's
 - c) Fisher's
 - d) None of these
- 7) Mean of 5,5,5,5,5,5 is _____.
 - a) 2.5
 - b) 6
 - c) 5
 - d) 10
- 8) If the correlation coefficient r between x and y is 0.6 then, r between $-x$ and $-y$ is _____.
 - a) -1
 - b) 0.6
 - c) -0.6
 - d) 0

B) Explain the following concepts.

04

- a) Find Median and mode for following data:
24, 21, 23, 29, 28, 27, 26, 11, 15, 12, 16, 13, 17, 14, 18, 20, 19, 25, 21
- b) Explain Classification.

Q.2 Write short note. (Any Two)

06

- a) Write a note on Simple Random Sampling.
- b) The scores (out of 100) obtained by 33 students in a mathematics test are as follows:
69, 48, 84, 58, 48, 73, 83, 48, 66, 58, 84, 66, 64, 71, 64, 66, 69, 66, 83, 66, 69, 71, 81, 71, 73, 69, 66, 66, 64, 58, 64, 69, 69
Represent this data in the form of a frequency Distribution.
- c) Write a note on null hypothesis and alternate hypothesis.

Q.3 Give types of correlation.

10

Find Correlation Coefficient for the following data:

X	3	1	3	3	4	4
Y	2	3	5	6	6	8

Q.4 Answer any one of the following. (Long answer/problem)

12

- a) For the following data calculate Laspeyre's & Paasche's Price Index Numbers.

Commodity	Base Year		Current Year	
	Price	Quantity	Price	Quantity
A	20	18	30	15
B	25	8	28	5
C	32	5	40	7
D	12	10	18	10

- b) Find Quartile Deviation and Standard Deviation for the following data:

Age(xi)	20	30	40	50	60	70	80
Members(fi)	3	61	132	153	140	51	3

Seat No.	
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**B.B.A. (Semester - IV) (New) (CBCS) Examination: March/April-2024
Foundation of Human Skills - II (BBA0402)**

Day & Date: Friday, 12-04-2024
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Multiple Choose Questions: 08

- 1) _____ fundamentally prescribes and restricts the ways in which people interact with each other and show their respect for other people by conforming to norms of society.
 - a) Perception
 - b) Learning
 - c) Attitude
 - d) Etiquettes
- 2) _____ refers to vocal communication that is separate from actual language.
 - a) proxemics
 - b) Gestures
 - c) Paralinguistic
 - d) Haptics
- 3) _____ are formed because members have one or more common characteristics, such as age or ethnic heritage, political beliefs, religious values and other bonds of attraction.
 - a) Interest groups
 - b) Task groups
 - c) Friendship groups
 - d) Reference groups
- 4) The process by which we receive and interpret information from our environment is known as _____.
 - a) Values
 - b) Learning
 - c) Attitude
 - d) Perception
- 5) _____ refers to an individual's Pleasurable or positive emotional state towards his or her job.
 - a) Organizational commitment
 - b) Job satisfaction
 - c) Job involvement
 - d) Job association
- 6) _____ is main predictor of behaviour.
 - a) Values
 - b) Attitudes
 - c) Perception
 - d) Dissonance
- 7) _____ introduced the theory, the Six Thinking Hats.
 - a) Edward Franklin
 - b) Jurgen Klopp
 - c) Edward de Bono
 - d) David De Gea
- 8) In organizational setting, such _____ is in the form of authority which is delegated to the positions of organizational members.
 - a) Reward power
 - b) Coercive power
 - c) Legitimate power
 - d) Referent Power

B) Explain the following concepts. 04

- 1) Mind Mapping
- 2) Attitudes

Q.2 Write short note. (Any Two) 06

- a) Determinants of personality
- b) Sources of Power
- c) Six Thinking Hats

Q.3 Long answer. 10
Explain the types of groups and stages of group development in detail.

Q.4 Answer any one of the following. 12

- a) Define Etiquettes. Explain the classification of Etiquettes in detail.
- b) Define Perception. Explain the Perception process in detail.

Seat No.	
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Set **P**

**B.B.A. (Semester - IV) (New) (CBCS) Examination: March/April-2024
International Business - II (BBA0403)**

Day & Date: Monday, 15-04-2024
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Multiple choice question. 08

- 1) _____ mutual fund investment instruments deal with units that are purchased or redeemed throughout the year.
 - a) Open ended
 - b) Close ended
 - c) Income fund
 - d) Growth fund
- 2) Market for borrowing and lending short term funds is called _____.
 - a) Money market
 - b) Capital market
 - c) Derivative market
 - d) Forex market
- 3) Which of the following documents are not required for obtaining an export license?
 - a) IEC number
 - b) Letter of credit
 - c) Registration cum membership certificate
 - d) Bank account number
- 4) In a pure form fixed exchange rate system, the exchange rate for currency is determined by the _____.
 - a) Demand forces
 - b) Supply forces
 - c) Government
 - d) Banks
- 5) The price of one currency in terms of another is known as _____.
 - a) Foreign exchange rate
 - b) Trade rate
 - c) Interest rate
 - d) Balance of Payment
- 6) Trade of visible items between the countries is known as _____.
 - a) Balance of Payment
 - b) Balance of Trade
 - c) Deficit Balance
 - d) All of these
- 7) The Headquarter of International Monetary Fund is in _____.
 - a) Vienna (Austria)
 - b) Washington DC (USA)
 - c) Paris (France)
 - d) New York (USA)
- 8) The decrease in the value of foreign exchange rate which is done intentionally by the Government is called _____.
 - a) Appreciation
 - b) Depreciation
 - c) Devaluation
 - d) Revaluation

B) Explain the following concepts 04

- 1) International Finance Corporation
- 2) International Marketing

- Q.2 Write Short Notes. (Any Two)** **06**
- a) Import and Export Procedure
 - b) Balance of Trade (BOT) & Balance of Payment (BOP)
 - c) Foreign Direct Investment
- Q.3 Long answer.** **10**
Define Multinational Corporations? Explain merits and demerits of MNCs.
- Q.4 Answer any one of the following.** **12**
Explain IMF and IBRD.
- OR**
- Define Foreign Exchange and explain the Financial Markets.

Seat No.	
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Set **P**

**B.B.A. (Semester - IV) (New) (CBCS) Examination: March/April-2024
Entrepreneurship Development & SME - II (BBA0404)**

Day & Date: Thursday, 18-04-2024
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Choose the right answer.**08**

- 1) Entrepreneurial Motivation include/s _____.
 - a) Need for Achievement
 - b) Vision
 - c) Passion
 - d) All of these
- 2) A trademark is one or many words, sounds or designs used to distinguish the goods and services of one organisation from those of others.
 - a) True
 - b) False
 - c) Can't say
 - d) None of these
- 3) _____ is / are barriers to Indian Women Entrepreneurs of India.
 - a) Family problems
 - b) Management of Finance
 - c) Managing manpower
 - d) All of these
- 4) _____ is / are advantages of family managed business.
 - a) Relaxed environment
 - b) Easier decision making
 - c) Sense of ownership
 - d) All of these
- 5) A _____ protects a creator's original work from being used or duplicated without their permission.
 - a) Copyrights
 - b) Patent
 - c) both a & b
 - d) None of these
- 6) A _____ is an individual creator or company's right to exclusively produce, market and sell an item for a set period of time usually 20 yrs.
 - a) Copyrights
 - b) Patent
 - c) both a & b
 - d) None of these
- 7) Indian central government and various state governments give numerous benefits and incentives to promote the basic manufacturing industries and for entrepreneurship development.
 - a) True
 - b) False
 - c) Can't say
 - d) None of these
- 8) According to risk bearing theory by Prof. Frank Knight there are _____ & _____ risk.
 - a) future & past
 - b) Foreseeable & Unforeseeable
 - c) future & present
 - d) Pat & present

B) Explain the following concepts.**04**

- 1) Explain Concept of patents.
- 2) Comment on women entrepreneurship

- Q.2 Write Short Notes. (Any Two)** **06**
- a) Government assistance for entrepreneurship development
 - b) Explain advantages of Family Managed Business.
 - c) Problems of women entrepreneurs
- Q.3 Write in detail entrepreneurship development programmes (EDPs).** **10**
- Q.4 Answer any one of the following.** **12**
- a) Explain in detail Entrepreneurship theories.
 - b) Explain in detail role of government in entrepreneurial development.

Seat No.	
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**B.B.A. (Semester - IV) (New) (CBCS) Examination: March/April-2024
IT for Management – II (BBA0405)**

Day & Date: Saturday, 20-04-2024
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Multiple Choice Question.

08

- 1) A _____ is in its most general meaning is an object of communication.
 - a) Medium
 - b) message
 - c) Sender
 - d) Receiver
- 2) In MIS _____ means the processed data that helps the management in planning, controlling and operations.
 - a) planning
 - b) direction
 - c) information
 - d) technology
- 3) _____ is trading in products or services using computer networks, such as the Internet.
 - a) Marketing
 - b) Production
 - c) Green IT
 - d) E-commerce
- 4) OAS works at _____ level of information system.
 - a) Lower
 - b) Top
 - c) Middle
 - d) Operational
- 5) _____ monitors the addition, deletion and other changes to the records in a personnel database.
 - a) Personnel Record Keeping System
 - b) Employee Skill Inventory System
 - c) Forecasting Personnel Requirement System
 - d) Training & Development
- 6) _____ is an eco-friendly approach that starts with material selection & design to manufacturing until usage and disposal.
 - a) Cloud Computing
 - b) Artificial Intelligence
 - c) Green IT
 - d) E-commerce
- 7) _____ systems collect information on all cash receipts and payments.
 - a) Cash Management
 - b) Investment Management
 - c) Capital Budgeting
 - d) Financial Planning
- 8) Patient database is _____ application in Hospital sector.
 - a) Backend
 - b) Frontend
 - c) Primary
 - d) Secondary

B) Explain the following concepts.

04

- 1) Search Engine
- 2) DSS

- Q.2 Write Short Notes. (Any Two)** **06**
- a) Fiber Optic Cable
 - b) MIS in Banking Industry
 - c) Components of MIS
- Q.3 Define E-Commerce. Explain Types of E-Commerce.** **10**
- Q.4 Answer the following. (Any One)** **12**
- a) Explain information System for Marketing Management.
- OR**
- b) Explain Classification of Information System.

Seat No.	
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**B.B.A. (Semester - IV) (Old) (CBCS) Examination: March/April-2024
Research Methodology – II (19401401)**

Day & Date: Sunday, 12-05-2024
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

- Instructions:** 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Select the most correct alternative.

08

- 1) Index number for the base year is always taken as _____.
 - a) 100
 - b) 0
 - c) 1
 - d) 10
- 2) Mode is graphically determined by _____.
 - a) Ogive curve
 - b) Histogram
 - c) frequency curve
 - d) pie chart
- 3) The correlation coefficient always lies between _____.
 - a) -1 to 1
 - b) 0 to 1
 - c) -1 to 0
 - d) None of these
- 4) The difference between the upper limit and lower limit is called as _____.
 - a) Class width
 - b) Midpoint
 - c) class mark
 - d) frequency
- 5) If $Q_1=10$, $Q_3=25$, $QD=$ _____.
 - a) 15
 - b) 7.5
 - c) 10
 - d) 5.5
- 6) _____ is an absolute measure of dispersion.
 - a) Mean
 - b) SD
 - c) Mode
 - d) Coefficient of variation
- 7) The midpoint of a class 20-30 are _____.
 - a) 20
 - b) 25
 - c) 10
 - d) 20 & 30
- 8) In Paasche's Price Index number _____ are taken as weights.
 - a) base year prices
 - b) base year quantities
 - c) current year prices
 - d) current year quantities

B) Attempt the following.

04

- a) Define Correlation.
- b) Define Median.
Find median for 5, 8, 6, 4, 2

Q.2 Attempt any Two.

a) Calculate mean and median for the following data.

X	0	1	2	3	4
f	5	7	8	3	2

b) Calculate Range and its coefficient for the following data,
10, 8, 7, 9, 7,7,7,6

c) Explain measures of dispersion.

Q.3 Attempt the following.

Calculate Spearman's Coefficient of Correlation (KPCC) and comment on your result.

X	2	4	6	8	10	12	14	16	18	20
Y	1	2	3	4	5	6	7	8	9	10

Q.4 Attempt any One of the following.

A) Construct Fisher's price index number.

Commodity	2010		2021	
	Price	Quantity	Price	Quantity
A	40	2	40	1
B	10	4	15	3
C	20	3	40	2
D	50	1	100	2

B) Calculate mean, median and mode for the following data.

X	50-100	100-150	150-200	200-250	250-300
f	15	18	25	10	7

Seat
No.

**B.B.A. (Semester - IV) (Old) (CBCS) Examination: March/April-2024
Foundation of Human Skills - II (19401402)**

Day & Date: Friday, 12-04-2024
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Fill in the blanks by choosing correct alternatives given below. 08

- 1) What does the red hat represent in Six thinking Hats?
 - a) The Facts
 - b) The risks
 - c) The benefits & reward
 - d) The emotions or feelings
- 2) Which of the following is an instrumental Value?
 - a) Equality
 - b) Freedom
 - c) Honesty
 - d) Happiness
- 3) _____ is the second stage of Group Development.
 - a) Storming
 - b) Norming
 - c) Forming
 - d) Performing
- 4) _____ is giving meaning to the environment around us.
 - a) Values
 - b) Learning
 - c) Attitude
 - d) Perception
- 5) _____ Etiquette teaches an individual how to behave in a society.
 - a) E-Mail
 - b) Social
 - c) Business
 - d) Telephone
- 6) _____ are basic convictions that give us a sense of right and wrong, good and bad, acceptable and unacceptable.
 - a) Values
 - b) Attitudes
 - c) Perception
 - d) Dissonance
- 7) _____ involves writing down a central theme and thinking of new and related ideas which radiate out from the centre.
 - a) Analytical thinking
 - b) Multiple Intelligence
 - c) Etiquette
 - d) Mind Mapping
- 8) _____ is the sum total of ways in which an individual reacts and interacts with others.
 - a) Learning
 - b) Motivation
 - c) Perception
 - d) Personality

B) Explain the following concepts. 04

- 1) Mind Mapping
- 2) Body Language

Q.2 Write short note. (Any Two) 06

- a) Sources of Power
- b) Attitude Formation
- c) Six Thinking Hats

- Q.3 Long answer.** **10**
Define Etiquettes. Explain classifications of Etiquettes in detail.
- Q.4 Answer any one of the following.** **12**
- a) Explain the types of group and stages of group development in detail.
 - b) Define Perception. Explain the perception process in detail.

Seat No.	
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**B.B.A. (Semester - IV) (Old) (CBCS) Examination: March/April-2024
International Business - II (19401403)**

Day & Date: Monday, 15-04-2024
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Multiple choice question. 08

- 1) _____ is only a legal agreement & it is not an institution, but _____ is a permanent Institution.

a) GATT, WTO	b) WTO, GATT
c) WTO, IMF	d) IMF, WTO
- 2) Which one is called Bretton Woods Twins?

a) IBRD & IDA	b) IMF & IFC
c) IMF & IBRD	d) IDA & IFL
- 3) When was IMF established?

a) 30 Jan. 1947	b) 27 Dec. 1945
c) 1 Jan. 1949	d) 24 Sept. 1947
- 4) In which one of the following modes of entry into Foreign Market are risk and profit potential the highest?

a) Indirect Exporting	b) Direct Exporting
c) Direct Investment	d) Joint Ventures
- 5) Which companies will soon be allowed to attract 100% FDI Investment?
 - a) Cash management companies
 - b) ATM management companies
 - c) Both 'a' and 'b'
 - d) None of these
- 6) India is the fourth largest FDI source for which Arab Nation?

a) Qatar	b) Iraq
c) Iran	d) None of these
- 7) International Finance Corporation was established by World Bank Group in _____.

a) 24 Sept, 1954	b) 24 July, 1956
c) 24 July, 1955	d) None of these
- 8) Exchange rate is the price of a currency expressed in terms of _____.

a) Gold	b) Metal
c) Another currency	d) None of these

B) Explain the following concepts 04

- 1) WTO
- 2) World Bank

- Q.2 Write short answer. (Any Two)** **06**
- a) FDI
 - b) Determination Foreign Exchange Rate
 - c) Objectives of IMF
- Q.3 Define Multinational Corporations. Explain the merits & demerits of Multinational Corporations.** **10**
- Q.4 Long answers. (Any One)** **12**
- Define Balance of Payment and Balance of Trade. Explain the types and causes of disequilibrium in Balance of Payment in India.
- OR**
- Define International Marketing. Explain the features & importance of International Marketing.

Seat
No.

**B.B.A. (Semester - IV) (Old) (CBCS) Examination: March/April-2024
Entrepreneurship Development & SME - II (19401404)**

Day & Date: Thursday, 18-04-2024
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Multiple choice questions.**08**

- 1) Innovation is considered as a hallmark for an entrepreneur is the view of _____.
a) Douglas McGregor b) David McClelland
c) Joseph Schumpeter d) None
- 2) An Entrepreneur is an _____.
a) Egoistic person b) Artisan
c) Duplicator d) Innovator
- 3) A woman entrepreneur is one who owns and controls an enterprise having a share capital of not less than _____ %.
a) 45 b) 51
c) 55 d) 95
- 4) A statement of the principles that outlines the family commitment to core values, vision, and mission of the business is called _____.
a) Family Constitution b) MoU
c) Sibling rivalry d) None of these
- 5) _____ exercises control over a business in the form of ownership or in the form of management of the firm where the family members are employed.
a) Public b) Government
c) Corporate d) Family
- 6) The duration of an EDP is generally for a period of _____.
a) 3 days b) 3 weeks
c) 3 months d) 3 years
- 7) The legal rights accrued on the intellectual property created are termed as _____.
a) Intellectual Property Rights b) Patent
c) Copyrights d) Intellectual Owner
- 8) _____ patents are granted for any new or original ornamental design for an article of manufacture.
a) Utility b) Plant
c) Design d) All of these

B) Explain the following concepts.**04**

- 1) Patent
- 2) EDP

- Q.2 Write Short Notes. (Any Two)** **06**
- a) Types of Family Managed Business
 - b) What are the stages involved in the process of registration of trademark? Explain.
 - c) Phases of EDPs
- Q.3 Define Women Entrepreneur? Explain various problems faced by women entrepreneur in detail.** **10**
- Q.4 Answer any one of the following.** **12**
- a) What is Family Managed Business? Explain major challenges faced by Family businesses in India.
 - b) What is Entrepreneurial Motivation? Explain Maslow's Need Hierarchy theory.

Seat No.	
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**B.B.A. (Semester - IV) (Old) (CBCS) Examination: March/April-2024
IT for Management – II (19401405)**

Day & Date: Saturday, 20-04-2024
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Fill in the blanks by choosing correct alternatives given below. 08

- 1) Which data communication method is used to send data over a serial communication link?
 - a) Simplex
 - b) half duplex
 - c) full duplex
 - d) all of these
- 2) A Management Information System is _____.
 - a) Planning
 - b) Data
 - c) System
 - d) An integrated user machine system.
- 3) Large network such as those cover complete globe are called _____.
 - a) MAN
 - b) CAN
 - c) WAN
 - d) LAN
- 4) Hotel is a place where people look for a _____ service.
 - a) Distinctive
 - b) Modern
 - c) Old
 - d) Attractive
- 5) MIS is an integrated system of _____ and machine for providing the information.
 - a) Cable
 - b) Man
 - c) DSS
 - d) Computer
- 6) A private network within an organization is called _____.
 - a) Local net
 - b) Extranet
 - c) Internet
 - d) Intranet
- 7) ESS works at _____ level of Information System.
 - a) Lower
 - b) Top
 - c) Middle
 - d) Operational
- 8) Communication is the process of _____ of thoughts with one another.
 - a) Sharing
 - b) Reading
 - c) Writing
 - d) Imaging

B) Explain the following concepts. 04

- 1) MIS.
- 2) M-Commerce.

Q.2 Write Short Notes. (Any Two) 06

- a) Types of DSS.
- b) Information system for Human Resource Management.
- c) Communication Channels.

Q.3 What is MIS? Explain its Advantages & Disadvantages. **10**

Q.4 What is E-commerce? Explain the concept of E-commerce with its types. **12**

OR

What is an Operating System? Explain important functions of an operating System.

Seat
No.

B.B.A. (Semester - V) (New) (CBCS) Examination: March/April-2024
Marketing Management - I (19401501)

Day & Date: Sunday, 12-05-2024
 Time: 09:00 AM To 11:00 AM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
 2) Figures to the right indicate full marks.

Q.1 A) Choose the correct alternative.**08**

- 1) _____ environment consists studying population characteristics.
 - a) Social
 - b) Economic
 - c) Demographic
 - d) Physical
- 2) _____ is dividing heterogeneous market into homogeneous parts for targeting market.
 - a) Market Segmentation
 - b) Product Positioning
 - c) Target Marketing
 - d) Product Orientation
- 3) In _____ orientation of marketing, focus was on superior quality performance of product.
 - a) Exchange
 - b) Production
 - c) Marketing
 - d) Product
- 4) _____ is the group of actual and potential customers having similar needs.
 - a) Marketing Management
 - b) Marketing
 - c) Market
 - d) Segmentation
- 5) Which of the following is the last step in the buyer decision making process?
 - a) Evaluation of alternatives
 - b) Post purchase behaviour
 - c) Information search
 - d) Need recognition
- 6) "Promotion" in Marketing Mix signifies _____.
 - a) Demand
 - b) Distribution
 - c) Production
 - d) Communication
- 7) _____ is the marketing of products that are presumed to be environmentally safe.
 - a) E-Marketing
 - b) Green Marketing
 - c) Network Marketing
 - d) Social Marketing
- 8) In marketing, Need becomes _____ when they are directed towards a specific thing.
 - a) Want
 - b) Demand
 - c) Satisfaction
 - d) Product

B) Explain the following concepts.**04**

- 1) Consumer Behaviour
- 2) Network Marketing

- Q.2 Write Short notes (Any Two)** **06**
- a) Demographic Segmentation
 - b) E-Marketing
 - c) Product Mix
- Q.3 Explain the steps in buying decision making process.** **10**
- Q.4 Answer the following question** **12**
- a) What is Marketing Mix? Explain the additional 3P's of Marketing Mix.
- OR**
- b) Explain various macro-environmental forces affecting Marketing Environment.

Seat No.	
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**B.B.A. (Semester - V) (New) (CBCS) Examination: March/April-2024
Human Resource Management - I (19401503)**

Day & Date: Friday, 12-04-2024
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Select any one alternative: 08

- 1) _____ method of collecting job data requires the job holder to record in detail their activity each day.

a) Questionnaire	b) Technical
c) Checklist	d) Diary
- 2) _____ method of Management development was developed by Paul Pigours.

a) Incident method	b) Role-playing
c) Simulation	d) Business games
- 3) The external factor/s affecting human resource planning is/ are _____.

a) job analysis	b) formal groups
c) international factors	d) strategic of the company
- 4) _____ is the measurement of the cost and value human resource to organization.

a) Human resource accounting	b) Human resource audit
c) Human resources research	d) Human resource development
- 5) _____ is the process of analysis and assessment of job.

a) Job performance	b) Job enrichment
c) Job design	d) Job evaluation
- 6) Under _____ method the trainees are divided into groups or different teams.

a) Business games	b) incident methods
c) Conference	d) All
- 7) _____ refers to the type of people to be informed about job openings.

a) number of contacts	b) type of contacts
c) where to look	d) how to look
- 8) _____ provide the technical skills and knowledge.

a) Recruitment	b) Job analysis
c) Training	d) None of these

B) Explain the following term. 04

- 1) Job Design
- 2) Placement

Q.2 Short Note on. (Any Two) 06

- a) Explain internal sources of recruitment.
- b) Explain steps in Training.
- c) Job Description and Job Specification

- Q.3** Explain in detail steps in selection procedure. **10**
- Q.4** Explain in detail various functions of HR Manager. **12**
- OR**
- Explain in detail steps in recruitment process.

Seat
No.

B.B.A. (Semester - V) (New) (CBCS) Examination: March/April-2024
Financial Management - I (19401502)

Day & Date: Monday, 15-04-2024
 Time: 09:00 AM To 11:00 AM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
 2) Figures to the right indicate full marks.

Q.1 A) Select any one alternative:**08**

- 1) _____ describes the amount of time taken for a capital budgeting project to recover its initial investment.
 - a) Investment Period
 - b) Redemption period
 - c) Payback period
 - d) Maturity Period
- 2) _____ objective of Financial Management does not aim at earning profit.
 - a) Wealth Maximization
 - b) Value Maximization
 - c) Net present worth Maximization
 - d) All of these
- 3) _____ is the main source of finance.
 - a) Preference Share
 - b) Equity Share
 - c) Debentures
 - d) Retained Earnings
- 4) The borrowing facility attached in bank account is _____.
 - a) Trade Credit
 - b) Bank Overdraft
 - c) Cash Credit
 - d) Public Deposit
- 5) _____ function is the process of acquiring and utilizing funds of a business.
 - a) Marketing
 - b) Money
 - c) Finance
 - d) Production
- 6) _____ preference shares, goes on accumulating dividend, if company fails to pay.
 - a) Participating
 - b) Convertible
 - c) Irredeemable
 - d) Cumulative
- 7) _____ is the combined cost of various sources of capital.
 - a) Specific Cost
 - b) Composite Cost
 - c) Both
 - d) None of these
- 8) Capital Budgeting Decisions are of _____.
 - a) Long term nature
 - b) Short term nature
 - c) Both of these
 - d) None of these

B) Explain the following term:**04**

- 1) Cash Credit
- 2) Specific coast of capital

Q.2 Short Note on: (Any Two)

- a) Trading on Equity
- b) A company issues 12% Debentures of Rs. 100 Lakhs of Rs. 100 each, redeemable at 10% premium after 5 years. Corporate Tax Rate is 40%. Calculate cost of debenture if issued at 10% discount with 5% floatation cost.
- c) From the following data calculate Payback Period.

Particulars	Rs.
Initial Investment	1,20,000
CFAT	
1 year	40,000
2 year	50,000
3 year	60,000
Life of an asset	3
Salvage Value	20,000

- Q.3** A company is considering purchasing a new machine. Machines A and B are available for Rs. 8,00,000 each. Earnings after taxation are as follows:

10

Year	Machine A	Machine B
1	2,40,000	80,000
2	3,20,000	2,40,000
3	4,00,000	3,20,000
4	2,40,000	4,80,000
5	1,60,000	3,20,000

Evaluate the two alternatives using net present value method @10% and also give comment on its selection.

Q.4 Answer any one of the following.

12

- a) Explain various factors affecting capital structure.
- b) What is meant by Financial Management? Explain various functions of Finance Manager.

Seat No.	
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**B.B.A. (Semester - V) (New) (CBCS) Examination: March/April-2024
Production Management - I (19401504)**

Day & Date: Thursday, 18-04-2024
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Choose the correct alternatives from the options. 08

- 1) _____ refers to the process of planning and managing the activities of business to achieve the desired output of product and service
 - a) Marketing management
 - b) Financial Mgt. management
 - c) Production management
 - d) None of these
- 2) _____ is/are secondary factors which affect plant location Choice.
 - a) Favourable labour climate
 - b) Political facilities
 - c) facilities
 - d) All of the above
- 3) In _____ layout, similar manufacturing processes (cutting, drilling, wiring, etc.) are located together to improve utilization.
 - a) product
 - b) process
 - c) fixed position
 - d) none of these
- 4) _____ production are characterised by manufacturing of one or few quantity of products designed and produced as per the specification of customers within prefixed time and cost.
 - a) Mass
 - b) Batch
 - c) Job shop
 - d) None of these
- 5) The layout should provide for a well-ventilated, well lit and, where possible, pleasant working environment.
 - a) True
 - b) False
 - c) Can't say
 - d) None of these
- 6) _____ ideally involves allocation of space and arrangement of equipment in such a manner that overall operating costs are minimized".
 - a) Production
 - b) Maintenance
 - c) Plant layout
 - d) None of these
- 7) _____ is/are factors that influenced layout.
 - a) Volume, weight of items to be produced
 - b) Nature of the service to be provided
 - c) Cost of the building to house the operation
 - d) All of the above
- 8) The _____ development process includes stages such as ideation, marketing strategy and commercialization. It's used for new product development (NPD) and the improvement of existing products.
 - a) Personnel
 - b) Market
 - c) Product
 - d) None of these

- B) Explain the following concepts:** **04**
- 1) Production Management
 - 2) Product Design

- Q.2 Write Short Notes. (Any Two).** **06**
- a) Robotics in production
 - b) Product development
 - c) Recent trends in production management

- Q.3 Answer the following question.** **10**
- Explain types of layout with examples.

- Q.4 Answer any one of the following.** **12**
- a) Explain in detail steps in selection of plant location
 - b) Explain in detail types of production system

Seat No.	
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Set P

**B.B.A. (Semester - V) (New) (CBCS) Examination: March/April-2024
Cost & Management Accounting – I (19401507)**

Day & Date: Saturday, 20-04-2024
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Multiple choice questions.**08**

- 1) Where two or more products of equal importance are simultaneously produced, such products are regarded as _____.
 - a) Joint Product
 - b) By- Product
 - c) Common Product
 - d) Co-Product
- 2) If sales is Rs.5,00,000, Variable cost is Rs. 3,50,000. and fixed cost is Rs.60,000, then Break even sales is Rs _____.
 - a) 2,50,000
 - b) 1,50,000
 - c) 2,00,000
 - d) 1,00,000
- 3) Truck carries goods from R to S. Distance is 40 km. each way. it makes 2 trips in a day. Capacity of truck is 5 ton. On outward journey it carries goods at 100% capacity and on return journey it carries goods at 80% of its capacity. Truck runs 25 days in month. Find the total ton km for the month?
 - a) 5,000
 - b) 18,000
 - c) 10,000
 - d) 9,000
- 4) If Contribution Rs. 3,20,000 is 40%, then sales is Rs. _____.
 - a) 8,00,000
 - b) 4,00,000
 - c) 1,28,000
 - d) 6,00,000
- 5) Margin of Safety = _____ – Break even sales.
 - a) P/V ratio
 - b) Fixed Cost
 - c) Contribution
 - d) Actual Sales
- 6) If Normal Loss is 300 units. Scrap value is Rs. 40 (for 100 Units). Calculate the Normal Loss amount?
 - a) Rs. 120
 - b) Rs. 30
 - c) Rs. 60
 - d) Rs. 15
- 7) _____ are the examples of Joint Product.
 - a) Petrol
 - b) Diesel
 - c) Molasses
 - d) Both (a) and (b)
- 8) The stage at which joint products and by products are identified is known as _____.
 - a) Split off Point
 - b) Starting point
 - c) Break- even point
 - d) Dead end Point

B) Explain the following concepts.**04**

- 1) Inter Process Profit.
- 2) Joint Product and By Product.

Q.2 Write Short answer / Short problem. (Any Two)

a) The sales and Profit during two years were:

Year	2019	2020
Sales (Rs.)	9,00,000	10,20,000
Profit (Rs.)	1,20,000	1,50,000

You are required to calculate:

- 1) P/V Ratio
- 2) The profit made when sales are Rs. 15,00,000.

b) During the month of September 2022, 12,000 liters of Product A and 14,000 liters of Product B were manufactured jointly by incurring following cost:

Particulars	Rs.
Direct Material	29,000
Direct Labour	11,000
Variable Overheads	12,000
Fixed Overheads	30,000

Sales Value: A:- 12,000 liters @ Rs. 6.50 per liter B:- 14,000 liters @ Rs. 5 per liter Apportion the Marginal and Fixed Cost using Contribution Margin Method.

c) Tools and Techniques of Management Accounting.

Q.3 Long Problem.

10

A product passes through three Processes, Process - I, Process - II, Process - III the details of expenses incurred on the three processes during the year 2021 were as under.

Particulars	Process - I	Process - II	Process - III
Units Introduced	30,000	-	-
Cost per Unit	Rs.5	-	-
Normal Loss	5%	15%	20%
Scrap Value	Rs. 4	Rs. 6	Rs. 10
Actual Output	28,200	24,150	18,900

Particulars	(Rs.)	(Rs.)	(Rs.)
Sundry Materials	15,000	22,500	7,500
Labour	45,000	90,000	82,500
Direct Expenses	9,000	27,225	40,800

Prepare Process-I A/c, Process-II A/c, and Process-III A/c.

Q.4 Answer any one of the following. (Long Problem)

12

A) Mr. Rahul has started transport business. The various expenses incurred by him are given Below:

Particulars	(Rs.)
Cost of taxi	1,50,000
Salary of office staff	3,000 per month
Salary of Garage Staff	48,000 per annum
Driver's Salary	6,000 per quarter
Rent of Garage	800 per month
Road Tax and Repairs	2,200 per annum

Insurance Premium @ 4% of cost per annum. The life of taxi is 3,00,000 km. and having no scrap value. A taxi runs on an average 4,000 km. per month of which 20% it runs empty. Petrol consumption is 9 km. per liter of petrol costing Rs. 12.60 per liter. Oil and other sundry expenses amount to Rs. 20 per 100 km.

Calculate:

- 1) Statement of Operating Cost on Annual Basis.
- 2) Effective cost of running a taxi per kilometer.
- 3) If Mr. Rahul wants to earn profit of 20% on takings then calculate how much hire charges he should charge from the customer.
- 4) calculate amount of profit per effective km. and
- 5) Amount of profit earned by him during the year.

OR

- B)** Shubham Corporation Ltd. has prepared the budget estimates for the year 2021-2022.

Particulars	
Sales (Units)	30,000
	(Rs.)
Sales Value	3,00,000
Variable Cost Per unit	6
Fixed Cost	68,000

You are required to:

- 1) Find out P/V Ratio, Break Even Point, and Margin of Safety.
- 2) Calculate the revised P/V Ratio, Break Even Point, and Margin of Safety in each of the following cases.
 - i) Decrease in selling price by 10%
 - ii) Increase in Variable cost by 10%
 - iii) Increase in sales volume by 10,000 units
 - iv) Increase in Fixed cost by 12,000

Seat No.	
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B.B.A. (Semester - V) (New) (CBCS) Examination: March/April-2024
Retail Management (19401506)

Day & Date: Saturday, 20-04-2024
 Time: 09:00 AM To 11:00 AM

Max. Marks: 40

- Instructions:** 1) All questions are compulsory.
 2) Figures to the right indicates full marks.
 3) Use of Calculator is allowed.

Q.1 A) Multiple choice questions.

08

- 1) Retailers provide knowledge to _____ about new products and uses of old products.
 - a) manufacturers
 - b) developers
 - c) consumers
 - d) None of these
- 2) A retailer always keeps _____ of goods in anticipation of demand.
 - a) Photos
 - b) stock
 - c) catalogues
 - d) None of these
- 3) _____ retailing is also called as e-tailing or internet retailing.
 - a) Tele
 - b) Electronic
 - c) Social
 - d) None of these
- 4) A _____ has many retailers competing with each other less than one roof.
 - a) mall
 - b) store
 - c) business
 - d) None of these
- 5) Consumers want to feel _____ in the environment in which they shop.
 - a) Comfortable
 - b) stressed
 - c) confused
 - d) None of these
- 6) _____ Merchandising can be defined as "Silent Salesmanship".
 - a) Visual
 - b) Assortment
 - c) Combined
 - d) None of these
- 7) A retailer maintains a ready stock of goods and displays them in his _____.
 - a) Home
 - b) shop
 - c) road
 - d) None of these
- 8) Franchisee has to pay a fee to the _____.
 - a) Franchiser
 - b) customer
 - c) employee
 - d) None of these

B) Explain the following concepts.

04

- 1) Explain the Meaning of Retail.
- 2) Explain Independent retailer.

- Q.2 Write short note/Short answer/Short problem. (any two)** **06**
- a) Explain the Tools used for visual merchandising.
 - b) What are the Steps involved in choosing a retail site.
 - c) Explain the Functions of a Retailer.
- Q.3 Explain the different Merchandise Based retail format.** **10**
- Q.4 Answer any one of the following.** **12**
- a) What are the Factors Affecting Retail Location Decisions?
 - b) Explain the Elements of Store Design.

Seat No.	
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**B.B.A. (Semester - VI) (New) (CBCS) Examination: March/April-2024
Marketing Management - II (19401601)**

Day & Date: Friday, 05-04-2024
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Multiple choice questions. 08

- 1) _____ provides piece of mind to the customers.
 - a) Brand
 - b) Product
 - c) Advertising
 - d) None of these
- 2) _____ strategy is followed by the firm who are lacking in competency to innovate products.
 - a) Advertising
 - b) Offensive
 - c) Defensive
 - d) None of these
- 3) The _____ of the product also depends upon the characteristics of the product.
 - a) Advertising
 - b) Labeling
 - c) Price
 - d) None of these
- 4) _____ stage is the stage where a product reaches its maximum sales and profits.
 - a) Introduction
 - b) Growth
 - c) Maturity
 - d) None of these
- 5) _____ gives necessary information about the product to the customers.
 - a) Brand
 - b) Labeling
 - c) Advertising
 - d) None of these
- 6) _____ experts view price as only one of the important elements of the marketing mix.
 - a) Finance
 - b) Marketing
 - c) Production
 - d) None of these
- 7) _____ evidence represents a prominent element of the service facility.
 - a) Essential
 - b) Marketing
 - c) Advertising
 - d) None of these
- 8) A _____ is a detailed strategy or a blue print version of the idea.
 - a) Concept
 - b) Idea
 - c) Product
 - d) None of these

B) Explain the following concepts. 04

- 1) Potential Product
- 2) Test Marketing

- Q.2 Write short note / Short answer / Short problem. (Any Two)** **06**
- a) Explain the types of Service personnel.
 - b) Explain the types of distribution Channels.
 - c) Explain the objectives of Logistic Management.
- Q.3 Long answer.** **10**
Explain the different Tools / elements of promotion Mix.
- Q.4 Answer any one of the following.** **12**
- a) Explain the different Types of Packaging.
 - b) Explain Product Life cycle with its stages and strategies.

Seat No.	
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B.B.A. (Semester - VI) (New) (CBCS) Examination: March/April-2024
Financial Management - II (19401602)

Day & Date: Wednesday, 10-04-2024
 Time: 03:00 PM To 05:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
 2) Figures to the right indicate full marks.

Q.1 A) Multiple choice questions. 08

- 1) If the cost of goods sold is Rs. 1,00,000 and the opening and closing stocks are Rs. 20,000 and Rs. 30,000 respectively, what will be the stock turnover ratio?
 - a) 3.33 times
 - b) 4 times
 - c) 5 times
 - d) 6 times
- 2) _____ is a buffer stock level or safety level under which the stock should not be allowed to fall.
 - a) Average stock level
 - b) Minimum stock level
 - c) Maximum stock level
 - d) None of these
- 3) Current Assets is Rs. 8,00,000; Current Liabilities Rs. 4,00,000 and Inventory is Rs. 1,00,000. Liquid Ratio will be _____.
 - a) 2:1
 - b) 2.25:1
 - c) 1.75:1
 - d) 3:1
- 4) Stock dividend is also known as _____.
 - a) Scrip Dividend
 - b) Property dividend
 - c) Right shares
 - d) Bonus Shares
- 5) Current Ratio of a company is 2.5:1. If its working capital is Rs. 60,000; its current liabilities will be _____.
 - a) 40,000
 - b) 60,000
 - c) 1,00,000
 - d) 24,000
- 6) Dividend policy determines _____.
 - a) The portion of earnings will be paid out to stockholders
 - b) The portion will be retained in the business to finance long-term growth
 - c) Both
 - d) None of these
- 7) The average stock level is _____ units if the maximum stock level is 3675 units and the minimum stock level is 1055 units.
 - a) 2365
 - b) 2665
 - c) 3465
 - d) None of these
- 8) The major current assets are _____.
 - a) Creditors
 - b) accounts receivable
 - c) Accounts payable
 - d) None of these

B) Explain the term.

04

- 1) Dividend Decision
- 2) Ratios

Q.2 Short Note on. (Any Two)

06

- a) Various forms of dividend
- b) A company manufactures a product and following information is collected for the year ended March 2023.
- | | |
|--------------------------|----------------|
| Monthly demand | 500 units |
| Cost of placing an order | Rs. 50 |
| Annual carrying cost | Rs. 5 per unit |
- Calculate EOQ.
- c) Determinants of Working Capital.

Q.3 Analysis of Re. 1 of sale.

10

Raw material	50%
Direct Labour	25%
Overhead	10%
Profit	15%
	100%

It is assumed that:

- 1) Raw material in stock average 4 weeks.
- 2) Materials in Process average 3 weeks.
- 3) Finished goods in stock average 4 weeks.
- 4) Credit period allowed by creditors 6 weeks.
- 5) Credit period allowed to debtors 4 weeks.
- 6) Lag in payment of wages 2 weeks.
- 7) Lag in payment of overheads 1 week.
- 8) Cash balance Rs. 30,000.
- 9) Annual Sales Rs. 30,00,000
- 10) Estimate Working Capital requirement.

Q.4 Answer any one of the following.

12

- a) From the following data calculate:
- 1) Current ratio
 - 2) Liquid Ratio
 - 3) Capital Gearing ratio
 - 4) Proprietary Ratio
 - 5) Debt Equity Ratio
 - 6) Fixed Assets to Net-worth ratio

Liabilities	Rs.	Assets	Rs.
Equity Share Capital	1,00,000	Fixed Assets	10,00,000
18% Preference Share Capital	1,00,000	Non-current Investments	1,00,000
Reserves and Surplus	2,00,000	Current Investments	20,000
Long term Borrowings	8,00,000	Inventories	1,90,000
Short term borrowings	80,000	Debtors	2,60,000
Trade Payables	1,20,000	Cash and Cash equivalents	20,000
Other current liabilities	2,40,000	Prepaid Expenses	10,000
	16,00,000		16,00,000

- b) Explain in detail various factors determining dividend policy.

Seat
No.

**B.B.A. (Semester - VI) (New) (CBCS) Examination: March/April-2024
Human Resource Management - II (19401603)**

Day & Date: Saturday, 13-04-2024
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Multiple choice questions.**08**

- 1) Biological hazards includes _____.
 - a) excessive drinking
 - b) noise pollution
 - c) radiation
 - d) water pollution
- 2) _____ refers to various extra benefits provided to employees.
 - a) minimum wage
 - b) maximum wage
 - c) fringe benefits
 - d) fair wage
- 3) Welfare recreational facilities include _____.
 - a) paid holidays
 - b) layoff compensation
 - c) credit society's
 - d) gratuity
- 4) Advantages of Flexi time is _____.
 - a) increase in productivity
 - b) increase in employee turnover
 - c) Problem of Supervision
 - d) increase in absenteeism
- 5) _____ is result method of performance appraisal.
 - a) Graphic rating scale
 - b) Management by objective
 - c) Psychological appraisal
 - d) Assessment centre
- 6) The sudden and unexpected occurrence in the industry which interrupts the orderly progress of the work is _____.
 - a) health
 - b) hazards
 - c) provisions
 - d) accidents
- 7) _____ means organisation offer double the normal rate of salary to those workers who work on paid holidays.
 - a) Shift premium
 - b) Paid holiday
 - c) Holiday pay
 - d) Paid vacation
- 8) The types of virtual organisation is / are _____.
 - a) telecommuters
 - b) completely virtual
 - c) outsourcing employees
 - d) all of these

B) Explain the following concepts.**04**

- 1) Incentive
- 2) Health

Q.2 Write Short Notes. (Any Two)**06**

- a) Dual Career Group
- b) Reasons for demotion
- c) Career Stages

- Q.3** Write in detail various safety provisions done under Factories Act of 1948. **10**
- Q.4** a) Explain in detail various forms of employee separation. **12**
- OR**
- b) What is performance appraisal? Explain traditional methods of Performance Appraisal.

Seat No.	
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**B.B.A. (Semester - VI) (New) (CBCS) Examination: March/April-2024
Production Management - II (19401604)**

Day & Date: Tuesday, 16-04-2024
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicates full marks.

Q.1 A) Multiple choice questions.

08

- 1) _____ maintenance can be more costly, because it typically causes downtime and interrupts production.
 - a) Breakdown
 - b) Preventive
 - c) Intermediately
 - d) None of these
- 2) Production planning is concerned with two main aspects:
 - i) routing or planning work tasks
 - ii) layout or spatial relationship between the resources.
 - a) False
 - b) True
 - c) Can't say
 - d) None of these
- 3) For _____ selection factors such as the distance the material needs to be transported, the required speed of operation and frequency and volume of material flow.
 - a) production planning
 - b) material handling equipment's
 - c) inventory management
 - d) All of the above
- 4) Inventory may be in the form of, _____.
 - a) raw material inventory
 - b) in process inventory
 - c) finished goods inventory
 - d) All of these
- 5) _____ management is the process of planning and controlling material flows.
 - a) Materials
 - b) Production
 - c) Inventory
 - d) All of these
- 6) The objective of inventory management team is to minimize the total annual inventory _____.
 - a) profit
 - b) cost
 - c) budget
 - d) None of these
- 7) _____ includes the cost of insurance, security, warehouse rent, taxes, interest on capital engaged, spoilage, breakage etc.
 - a) Unit cost
 - b) Carrying cost
 - c) Stocking cost
 - d) All of these
- 8) The principles of _____ includes system flow, continual efforts, relationship management.
 - a) ABC
 - b) EOQ
 - c) TQM
 - d) None of these

B) Explain the following concepts.

04

- 1) Concept of purchasing policy in production management
- 2) Comment on Inventory Management

- Q.2 Write short note. (Any Two)** **06**
- a) Explain dimensions of Quality Control.
 - b) Explain types of maintenance.
 - c) Explain Industrial Productivity.
- Q.3 Explain in detail total quality management.** **10**
- Q.4 Answer any one of the following.** **12**
- a) Explain in detail Production Planning & Control.
 - b) Explain in detail concept of Materials Management & Material Handling Equipment.

Seat No.	
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B.B.A. (Semester - VI) (New) (CBCS) Examination: March/April-2024
Retail Management – II (19401606)

Day & Date: Friday, 19-04-2024
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicates full marks.

Q.1 A) Fill in the blanks by choosing correct alternatives given below. 08

- 1) Which of the following is a benefit of effective retail pricing strategies?
 - a) Increased customer complaints
 - b) Decreased sales revenue
 - c) Increased profit margins
 - d) Increased stock outs
- 2) Which of the following is a factor that affects store location decisions in retail management?
 - a) Price of the product
 - b) Proximity to competitors
 - c) Product quality
 - d) Availability of financing
- 3) Which of the following is NOT a component of the retail mix?
 - a) Product
 - b) Price
 - c) Place
 - d) People
- 4) Which of the following is a benefit of effective retail branding?
 - a) Decreased customer loyalty
 - b) Decreased product quality
 - c) Increased customer trust
 - d) Increased product returns
- 5) What is the primary purpose of a retail store layout in retail management?
 - a) To increase store traffic
 - b) To decrease customer satisfaction
 - c) To improve product quality
 - d) To improve store operations
- 6) Which of the following is a major trend in retail store design today?
 - a) Decreased focus on customer experience
 - b) Increased use of traditional store fixtures
 - c) Greater use of sustainable materials
 - d) Reduced use of technology in stores
- 7) Which of the following is an ultimate objective of Retail Management?
 - a) Minimizing cost
 - b) Maximizing sales revenue
 - c) Maximizing profit
 - d) Maximizing market share
- 8) Which of the following is an example of Non store retail format?
 - a) Super Market
 - b) Department Store
 - c) e-commerce website
 - d) Catalogue store

- B) Explain the following.** **04**
- 1) What is licensing?
 - 2) Define merchandising?

- Q.2 Attempt any Two.** **06**
- a) What are the needs of private label brands?
 - b) Explain elements of retail marketing mix?
 - c) Explain duties and responsibilities of department manager.

- Q.3 Explain the elements of retail price?** **10**

- Q.4 Attempt any One.** **12**
- a) Explain retail international process?
 - b) Explain retail pricing strategies.

Seat No.	
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**B.B.A. (Semester - VI) (New) (CBCS) Examination: March/April-2024
Cost & Management Accounting – II (19401607)**

Day & Date: Friday, 19-04-2024
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

Instructions: 1) All questions are compulsory.
2) Figures to the right indicate full marks.

Q.1 A) Multiple choice question.

08

- 1) Labour _____ variance is always unfavourable.
 - a) Idle Time
 - b) Rate
 - c) Mix
 - d) Cost
- 2) _____ is the form of Specific order costing.
 - a) Process
 - b) Continuous process
 - c) Job costing
 - d) Operation
- 3) If cash received is 12,80,000 which 80% of work certified, then work certified is _____.
 - a) 15,50,000
 - b) 16,00,000
 - c) 18,00,000
 - d) 20,00,000
- 4) Prime cost is 1,50,000, factory overhead is 2,25,000 and Administration expenses is 20% of works cost. Calculate Administration Expenses incurred for a job?
 - a) 75,000
 - b) 20,000
 - c) 50,000
 - d) 80,000
- 5) If Contract price is Rs. 30,00,000/- work certified is Rs. 18,00,000/- cash received is Rs. 14,40,000/- and amount of notional profit is 1,80,000, then amount to be transfer to Profit and Loss A/c is Rs. _____.
 - a) 1,00,000
 - b) 1,20,000
 - c) 90,000
 - d) 96,000
- 6) _____ is Financing activities.
 - a) Issue of Shares
 - b) Borrowings
 - c) Sale of Investments
 - d) Both (a) and (b)
- 7) Increase in Current Liabilities means _____ in working capital.
 - a) Increase
 - b) Decrease
 - c) No Change
 - d) None of the Above
- 8) _____ Budget forms the fundamental basis on which all other budgets are built up.
 - a) Production
 - b) Purchase
 - c) Sales
 - d) None of these

B) Explain the following concept.

04

- 1) Purchase Budget
- 2) Escalation Clause

Q.2 Write Short answer/ Short problem. (Any Two)

- a) Following are the comparative Balance Sheet of Western System Ltd as at Mar 2022.

Liabilities	2022 (Rs.)	2021 (Rs.)	Assets	2022 (Rs.)	2021 (Rs.)
Share Capital	57,000	48,000	Land And Building	18,600	15,000
Profit and Loss Appropriation A/c	16,500	8,700	Patent Rights	2,700	2,400
Trade Creditors	22,800	19,200	Trade Debtors	57,000	46,500
			Cash	18,000	12,000
	96,300	75,900		96,300	75,900

Prepare Schedule of Changes in Working Capital.

- b) From the following figures prepare the Raw Materials Purchase Budget for July 2020.

Particulars	Materials (Units)	
	A	B
Estimated Stock on July 1	1,08,000	40,500
Estimated Stock on July 31	1,35,000	54,000
Estimated Consumption	8,10,000	2,97,000
Standard price per unit	0.25	0.5

- c) Objectives of Funds Flow Statement.

Q.3 Long Problem.

Following information is available for job no. 789, which is being produced at the request of customer.

Particulars	Dept. A	Dept. B	Dept. C
Material Consumed (Rs.)	4,000	1,000	1,500
Direct Labour:			
Wage rate per hour (Rs.)	3	4	5
Direct Labour Hours	300	200	400

In accordance with company policy the following are chargeable to jobs:

Fixed production overheads- Rs. 5 per direct labour hour. Fixed administration

overheads- 80% of works cost. Profit Mark up - 20% margin on selling price.

You are required to:

Calculate the total cost and selling price for the job no. 789

Assume that shortly after the job is completed, the original customer goes

bankrupt and the job is not delivered. The only other possible customer is

prepared to pay Rs. 9,000. Briefly indicate, with reason, whether you would accept

the offer of Rs. 9,000.

Q.4 Answer any one of the following. (Long Problem)

- A)** The Standard material cost for a normal mix of 1 ton of chemical M is based on-

Chemical	Usage per kgs.	Price per kg.
J	240	3
K	400	6
L	640	5

During the month 4 tons of M were produced from-

Chemical	Consumption Tonnes	Cost (Rs.)
J	1.2	5,400
K	1.6	12,000
L	2.0	12,000

Calculate all possible Material Variances from the above information.

OR

- B)** A Company undertook a contract for construction of large building complex. The construction Work commenced on 1st April 2021 and the following data are available for the year ended 31st March 2022.

Particulars	(Rs.) (000)
Contract Price	3,500
Work Certified	2,000
Progress Payment Received	1,500
Material Issued to Site	750
Planning and Estimating Cost	100
Direct Wages paid	400
Material Returned from Site	25
Plant Hire Charges	175
Wage Related Cost	50
Site Office Cost	67.8
Head Office Expenses Apportioned	37.5
Direct Expenses Incurred	90.2
Work Not Certified	14.9

The Contractors own a plant which originally cost Rs. 2 Lacs has been continuously in use in this contract throughout the year. The residual value of plant after 5 years of life is expected to be Rs. 50,000. Straight line method of depreciation is in use.

As on 31st march 2022, the direct wages due and payable amounted to Rs. 27,000 and materials at site were estimated at Rs. 20,000.

You are required to Prepare:

- 1) Contract A/c for the year ended 31st March 2022.
- 2) Show the calculation of profit to be taken to the profit and loss account.
- 3) Show the relevant balance sheet entries.